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## Editorial AS WE SEE IT

It was a week or two ago that the President spoke to organized labor about the warmer climate in the Florida convention hall (as compared with the assembly of the National Association of Manufacturers where he had spoken the day before), and acknowledged that organized labor had had at least something to do with his "continuity of employment" in years past. Having thus extended a warm hand to the powers that be in the labor world, he then proceeded to some generalizations about moderation in wage demands and other objects of organized labor at the bargaining tables of the nation. He pleaded as gently as any suckling dove for cooperation from the AFL-CIO, but the request was made nonetheless. The president of the giant organization of wage earners quickly promised "1,000% cooperation." The Secretary of Labor followed the next day with an address which was interpreted, rightly or wrongly by almost everyone, as offering the suggestion that there were ways and means of avoiding the rigors of the President's suggestions—and ever since has been offering "explanations" of what he had to say lest someone suppose that he was not supporting his chief all the way.

But neither the President nor the Secretary of Labor need trouble themselves a great deal about what organized labor and its bosses thought they said or meant. When the labor convention was through hearing speeches and attending to whatever other business was on their agenda, it promptly adopted resolutions that indicated beyond a peradventure of a doubt that it cared little about what either of them said or meant. And there was no indication that any substantial movement developed among the delegates in support of the Administration and its ideas about what organized labor should do in the premises. The manufacturers, as represented by the NAM, are reported to have remained skeptical of the President's prescriptions for world welfare, and to have refused to act as if they felt in any other way about them. Had the bosses of organized labor been as forthright, they apparently would (Continued on page 23)

## Commercial Banks Should Learn Profitable Portfolio Management

By Tilford C. Gaines,\* Vice-President, The First National Bank of Chicago, Chicago, Ill.

A careful prescription is compounded for commercial bankers who have failed to maximize their portfolio return. Former N. Y. Federal Reserve official discerns no evidence so far that indicates interest rates will reach the late 1959 levels. Recommendation for the present emphasizes short-term portfolio without begging substantial amount of permanent investments at maturities that promise the most favorable returns including capital gains. The popular, diverse investment rules are critiqued to illustrate how to avoid the Scylla and Charybdis of undue liquidity and illiquidity.

### I. Role of Investments

Investment portfolios have been of declining importance in bank balance sheets since the end of the Second World War, and it is to be expected that this trend will continue. The reason, of course, is that private debt has grown more rapidly than public debt. Net government debt was equal to two-thirds of all debt in 1945 but only one-third in 1960, and this has been reflected in bank balance sheets, where investments have fallen from nearly 80% of total loans and investments in 1945 to 40% in 1960. The increase in loan deposit ratios in recent years has simply mirrored the changing composition of debt in this country.

Even at 40% of earning assets, however, investments represent a very important part of bank balance sheets, certainly important enough to justify every effort to realize a maximum return. The astounding fact is that this

effort has not been made; commercial banks as a group have done a discouragingly poor job of managing their investment portfolios. Banks that pride themselves on efficient management—on their ability to generate new customer business, on their wisdom in distinguishing sound from unsound credits—will simultaneously give only casual and periodic attention to their investment portfolio. Commercial banks, of course should direct their primary efforts to customer business, but this emphasis should never be an excuse for not making every intelligent effort to improve portfolio earnings.

The record shows that from the end of the war through 1959 commercial banks moved in the wrong direction in each phase of every business cycle. They lengthened portfolios when interest rates were low and shortened when rates were high. Time after time, banks found themselves forced to liquidate securities at a loss when rates were high and loan demands heavy or, almost equally costly, found themselves with no funds available to take advantage of high rates of interest—and subsequent capital gains in the next swing of the cycle—when rates of interest were in the higher range of the rate cycle. Many banks appear to have learned the lesson, and during the period of relatively low rates this past year commercial banks have added huge amounts to their short-term investments while liquidating intermediate and longer-term issues.

### II. Portfolio Management

The quality of portfolio management in a commercial bank may be evaluated in terms of three criteria: soundness of the investments; adequate provision for liquidity; and earnings on investments. If we may assume that bank portfolios contain almost exclusively U. S. Government issues, highest grade tax-exempts and small amounts of other obligations of equal quality, we may dispose quickly of the first criterion. The investments in a well managed com- (Continued on page 24)



Tilford C. Gaines

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## The Security I Like Best . . .

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### J. WALTER LEASON

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### McKesson & Robbins, Incorporated

The role of discount houses in lowering distribution costs has captured the public's imagination. For my selection of "The Stock I Like Best," I have chosen a company whose position in distribution is unique. Great changes are occurring at McKesson & Robbins in performing its role as the nation's leading specialist in distribution. They promise to build the company close to a billion dollar giant in the next five years (from sales of \$670 million in the March, 1961 fiscal year). Just as better machinery, assembly lines and automation have sharply lowered costs of production, mass distribution of goods continues to change marketing patterns. Distribution now takes over 60% of the consumers' dollar and represents an enormously fruitful area for cost reduction. Discount stores, supermarkets and other lower cost outlets have reduced prices at the retail level. Comparable cost reductions can be achieved by consolidating marketing into nationwide mass distribution networks to replace manufacturer-operated warehouses; this would substantially lower unit costs of wholesale distribution by eliminating wasteful duplicate facilities, handling charges and multiple mark-ups. McKesson's 128 years experience in distribution provides the background to accomplish this goal. At about 44, the stock sells only 17.5 times earnings of \$2.50 for the March 31, 1961 fiscal year and yields 3.4% on its \$1.50 dividend. Until recently, McKesson & Robbins was almost entirely a domestic wholesaler of drugs and liquors. Its operations now have considerably greater scope with all of its six areas of activity due for considerable growth:

(1) **Drug Distribution:** Wholesale distribution of over 25% of the nation's drugs to about 70% of all drugstores and approximately 6,000 hospitals, accounts for about 62% of McKesson's sales and 74% of profits;

(2) **Drug Manufacturing:** Drug manufacturing is still considered part of the distribution picture but is emerging importantly in its own right. About 200 proprietary drugs are manufactured. Early in 1961, McKesson began to manufacture ethical drugs under the McKesson brand but described by their chemical or generic names and this may be the area of greatest potential profit;

(3) **Liquor Distribution:** The company is the only national distributor of liquor and wines with about 60,000 customers; liquor wholesaling and importing currently accounts for about 30% of volume and 19% of profits. The Newport line of pre-mixed drinks in six and eight ounce cans could be important when distribution is broadened;

(4) **Chemical Distribution:** McKesson is also the only nationwide

distributor of chemicals handling over 1,000 chemical products of more than 100 producers and reselling them in small lots to 33,000 customers; this division, still very young and rapidly growing, accounts for 8% of sales (somewhat over \$50 million) and 7% of profits. It could generate \$100 million sales in the next two years and possibly \$150 million in five years;

(5) **International Operations:** Acquisition of half interest in the Droguerias Aliadas group of drug companies in Columbia, South America brought new possibilities in Latin America. The group includes leading pharmaceutical, proprietary, wholesale and retail facilities and an interest in Schering of Germany's plant in Columbia, South America;

(6) **Sundries Distribution:** To broaden distribution services to drugstores, McKesson acquired Skaggs-Stone Inc., a leading distributor of general merchandise in the Western States. Skaggs-Stone sells to drug, variety and food stores some 30,000 different sundry items, including goods, toys, hardware, notions and other sundries. This will further enlarge the business done with drugstores and open new channels of distribution.

Moreover, greater emphasis on drug manufacturing will probably improve overall profit margins. The company has an unusually attractive opportunity to develop national leadership in the manufacture and distribution of quality generic drugs, particularly of the maintenance prescription types needed in the treatment of arthritis, diabetes, heart disease and mental illnesses.

McKesson's diversification into wholesaling of chemicals and sundries as well as drugs and liquor should not only create a more efficient giant in distribution, but also provide a broader and sounder base of earnings. The new international operations have virtually limitless possibilities for profit. Sale of pre-mixed drinks could also conceivably build worthwhile volume and be much more profitable than the low margins presently earned in liquor distribution.

Current operations reflect transitional expenses, start-up costs of new branches and drug manufacturing, price cutting in some drugs, lower vitamin and vaccine sales and in fact, lower volume generally. This has been due, in part, to the effect of the Kefauver hearings. Accordingly, the results for the fiscal year to end March 31, 1962 should approximate the \$670 million of sales and \$2.50 a share earned the previous year. Reflecting development of the company's expansion, earnings should be about \$3.00 a share in the following year. Looking ahead five years, it is feasible to visualize sales of close to \$1 billion and earnings of \$5.00 a share.

The price represents a good quality bargain. It is even more of a bargain considering that after deducting all debt from the \$130 million working capital, there still remains \$21.80 a share of working capital or 51% of the total market value; this leaves a net equity cost of \$21.20 which is only 8.5 times earnings. These calculations indicate simply that, at worst, should costs prevent McKesson from realizing its dream and earnings not improve, the investor's risk of loss is at a minimum and he will continue to receive a \$1.50

(This is under no circumstances to be construed as an offer to sell, or as a solicitation of an offer to buy, any security referred to herein.)

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

McKesson & Robbins, Incorporated—J. Walter Leason, Manager, Research Department, Gregory & Sons, New York City. (Page 2)

Castle & Cooke, Inc.—Morris Peckman, Manager, Investment Department, Kalb, Voorhis & Co., New York City. (Page 2)

dividend yielding about 3.4%; at best, his dividends could be greatly increased and the stock could be worth twice or more the current value. The stock is listed on the New York Stock Exchange.

### MORRIS PECKMAN

Manager, Investment Department,  
Kalb, Voorhis & Co., New York City  
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### Castle & Cooke, Inc.

Castle & Cooke, Inc., possesses an unusual combination of defensive and aggressive characteristics. It is defensive because of its large state in the food industry and aggressive because of the enormous potential in its extensive and valuable land holdings. Because of this, I suggest that this stock be considered for long-term capital appreciation by investors seeking a reasonably priced quality issue.



Morris Peckman

Despite the fact that Castle & Cooke is Hawaii's largest company and has been in existence since 1851, it has not been well known to American investors. Earlier this year, management listed its stock on the Pacific Coast exchange in order to broaden interest in the company as it continues to expand on the mainland. It was also stated that a New York Stock Exchange listing would be applied for in the near future. The Pacific Coast listing followed in the wake of a broad scale consolidation of the company's far flung holdings.

As of June 1, 1961, a merger of Dole Corporation and Bumble Bee Seafoods, formerly majority-owned companies, became effective. At the same time, a new subsidiary called Oceanic Properties was formed to bring all lands under common management.

Considering the company's past conservatism these moves are most significant and indicate that under the management of Malcolm MacNaughton, who has been President for the past two years, that the company is taking on new form and direction. Should this new image develop favorably Castle's attractiveness to investors should take hold.

Castle & Cooke's operations are now made up of three important divisions, Dole Corp., Bumble Bee Seafoods and Oceanic Properties. Other interests include sugar production (17% of Hawaii's output) and macadamia nut production, shipping and stevedoring, industrial equipment sales and non-operating interests in insurance and miscellaneous investments. The bulk of the company's \$120,000,000 of sales comes from a broad variety of nationally-marketed food products, the best known of which are Dole pineapple and Bumble Bee salmon, tuna and other fish products.

The company is the largest land owner in Hawaii holding some 156,000 acres, including about

Continued on page 25

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# Problems and Prospects Of the American Economy

By Walter W. Heller,\* Chairman, Council of Economic Advisers,  
Washington, D. C.

Analysis of our economy by the President's principal economic adviser confidently foresees continuing recovery in the months ahead and, moreover, a resultant significant reduction in unemployment. GNP is expected to advance from \$565 to \$570 billion by the middle of 1962 and to \$600 billion during 1963 which, also, would bring about a 96% labor force employment norm the Administration seeks from our balance of payments problem, Dr. Heller makes crystal clear that the cure does not lie in restricting "a slack domestic economy through higher interest rates, restrictive budget policy, and similar measures." The key goal is summed up as economic growth which is explained as are the Administration's plans to achieve it.

I thought it might be useful to review the state of the American economy: where we are today, how we got here, and where we seem to be going. So I shall not only "look at the record" but also examine the central economic goals we seek under the mandate of the Employment Act of 1946, our prospects for achieving them, and some of the difficult problems that confront us as we consider the shape of economic policies to come.



Walter W. Heller

In our economic thinking, all of us have to face the fact that the American economy — though second to none in its productive power and levels of consumer well-being and though already in the midst of a brisk advance in economic activity — has not yet achieved full recovery and a satisfactory rate of economic growth. We still have before us two central tasks: (1) to put large numbers of unemployed workers and a large amount of unused plant capacity back to work; and (2) to expand, at a more rapid rate than in the recent past, the capacity of our economy to produce useful goods and services.

Translated into more specific goals of economic policy, both public and private, this calls for:

- (1) Expanding the markets for goods and services to levels that will
  - a. create enough new jobs to bring unemployment down from its present rate of over 6½% to 4%, or less, of the labor force.
  - b. take up the slack in our industrial plant, which various indexes show to be operating 10 to 15% below capacity.
- (2) Stepping up the growth of our economic potential beyond its present average rate of about 3½% a year. As President Kennedy has stated, a growth rate of 4½% is "well within our capability." This will require greater investment
  - a. in physical plant and equipment.
  - b. in the less tangible factors of education, training, research and technology.

Tough as this twin assignment may be, a free society demands much more of the economic policy-maker. It is not simply full employment and faster growth at all costs. Rather, it is full employment and faster growth achieved without shrinking the area of market freedom, either within the economy or at its international borders. This means maintaining price stability without direct wage and price controls. This also means improving our international balance of payments position without reversing our basic policy of minimizing trade barriers.

May I summarize then, the common goal we seek in American economic policy today, as follows: To achieve full recovery and faster growth side-by-side with price stability and balance of payments equilibrium, and to accomplish this without shrinking the area of market freedom and without resorting to restrictive trade practices. And the social policy-maker would quickly, and rightly, add—at the same time, promoting a fair distribution of the fruits of recovery and growth.

### I

#### Recovery

To measure our economy's progress and prospects against these goals, we should look first at the record of economic recovery. Early this year, our nation faced the problem of recovering, not from one, but from two recessions. We had a recession in 1958, but the country had not fully recovered from that one before we started sliding into another recession in the spring of 1960. In fact, the American economy has not enjoyed full employment—full use of its manpower and material resources—since the first half of 1957, more than four years ago. Because of high unemployment and widespread excess capacity total production early this year was running about \$50 billion a year less than the American economy was readily capable of producing.

Since February, the economy has enjoyed a brisk advance. Our total output of goods and services has increased by 4½% from the January-March quarter to the July-September quarter of this year, and we expect this figure to reach 7% in the current quarter. Industrial production increased by 9% from January to September. The annual rate of

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## OBSERVATIONS . . .

BY A. WILFRED MAY

## TESTING

The course of Argentina's economic life, currently highlighted by her new standby agreement with the International Monetary Fund, accompanied by Minister of Economy Roberto T. Alemann's visit to this country, has implications of world-wide significance.

The new IMF agreement, replacing an expiring one, specifies standby authorization for drawing up to \$100 million over the next 12 months. It is particularly interesting in the context of the full-dress controversy at the IMF Annual Meeting in Vienna last September, over the proposals paving the way to major enlargement of borrowing privileges, with preliminary implementation agreed to in Paris last week by the U. S. and nine other countries calling for a \$6 billion swelling of the available standby total.

## The Timetable Test

The Fund's basic policy limiting the extension of its resources to help over short-term difficulties of three-to-five years duration, and for general purposes, contrasted with the great Aid program for the long-term (as 50 years by IDA), and devoted to specific projects (as with the Inter-American Development Bank, the Export-Import Bank, and DLF), renders important the time required for, as well as the extent of the successful consummation of Argentina's "austerity" policies.

While it is rumored that imposition of specific internal reform safeguards are in the offing, all the past drawings from the Fund have been, broadly, for "comprehensive stabilization."

Argentina became a member of the International Monetary Fund in September 1956, with an initial quota of \$150 million, which in December 1959 was increased to \$280 million. Drawings have been \$75 million in April 1957, of which \$42 million was repaid; \$72 million in December 1959; \$70 million in December 1960; and \$50 million last October—with total net drawings to date aggregating \$229 million.

Also emphasizing the significance of current and prospective events in Argentina is the highly publicized \$20 billion Alliance for Progress, whose importance along

with the rest of our Aid to Latin America has been so dramatically highlighted by President and Mrs. Kennedy's flying weekend visit to Venezuela and Colombia; the potential impact of the Common Market, with the need for decision whether arrangements with them should be bi-lateral by nations acting singly, or multi-lateral with nations acting in concert; and, particularly important (as also in France), the shedding of light on the political implications of "austere," or at least "restrictive," policies.

## Contradictory Fiscal Records

Argentina has been exhibiting a sharply dichotomous fiscal situation. On the one hand the exchange rate of the peso, to some extent stemming from foreign help, has remained stable, practically unchanged, since the end of 1958.

Internally, on the other hand, the cost of living has continued its sharp rise ever since 1951. . . . From 1957 to 1958 this index rose 50%, from 1958 to 1959 it doubled, from 1959 to 1960 it rose by 15%, and presently it shows a 17% rise above 12 months ago.

The preceding Minister of Economy, Sr. Alvaro Alsogaray, also of the austerity ilk, asserting that excessive capital outlays and subsidies have caused living costs to rise about twice as much as they should have, maintains that capital outlays have created the risk of a new "slide into inflation."

Mr. Alemann, interviewed here, emphasized his adherence to the principle that it is the actual removal of some subsidies, while promptly helping the budget, that has tended temporarily to raise the cost of related items. This latter version gets some endorsement from France's experience with her fiscal reforms, so effective over the long-term. Similarly in Argentina, then, the fruits of the many additional reforms instituted since President Frondizi's advent three years ago, as the doubling of taxation and the whole drastic reduction of the bureaucracy, must needs take time to be gleaned.

## De-Featherbedding on the Railroads

The regime's handling of the railroad situation most strongly

demonstrates the combination of soundness and political courage. Drastic action in this sector has taken the form of a halving of the existing bureaucracy, via discharging 50% of the workers along with drastic abandonment of trackage. With the attending once-only severance pay out of the way, and the critical strike settled in October, the drain on the budget from railroad deficitteering, estimated at \$150 million in 1961, will subsequently be materially lightened.

As throughout the world, agriculture presents the most serious and long-lived difficulties. "Agriculture remains as our principal economic goal," Mr. Alemann asserted here.

Industrialization also, of course, takes time; four more years now being allocated to the goal of annual steel production from 1,000,000 tons to 2,500,000 tons.

## That \$64 Question

But more important, and embodying great uncertainty is the question whether sound economic policies can be pursued in a democracy (as is now being tested in France); whether the citizenry will indefinitely continue to swallow Mr. Alemann's indispensable austerity pills in the absence of a dictatorship — Communist or some other variety. As Mr. Alemann has stated to us, the wholesale job shift of railroad workers "goes very deep in heartening our political solidarity."

Truly then, Argentina supplies the West with a crucial laboratory test on the question whether our Aid to the Less Developed nations can be made effective—both economically and politically.

## FROM OUR MAIL-BOX

## ON YEAR-END TAX FICTION

Dear Mr. May:

I agree with your Column, "Twisting The Calendar," of Dec. 14, maintaining that while taxes prompt a good deal of year-end activity in securities that is justified, some of the advice requires caution. I would add the following example of the latter.

"Marking-up" securities—that is, selling and buying right back securities with profits to offset previously taken losses—may look good and sound good, but has limited real value. It means something only if the use of the losses is about to expire. Losses of one year can be carried forward for five years. The mark-up can pay off in the fifth year, if the losses would otherwise go to waste. Before then, prematurely taking profits accomplishes very little from the tax standpoint and is a costly operation.

J. S. Seidman.

Seidman & Seidman,  
Certified Public Accountants,  
New York City

Paine, Webber  
Will Admit Walsh

William F. Walsh as of Jan. 1 will become a partner in Paine, Webber, Jackson & Curtis, 25 Broad St., New York City, members of the New York Stock Exchange.

Mr. Walsh entered the brokerage business in 1918 with E. B. Smith & Company. In 1919 he joined Jackson & Curtis and served in practically all of the firm's departments.

When Paine, Webber & Company merged with Jackson & Curtis in 1942, Mr. Walsh assumed the responsibilities of office manager and has continued in that capacity until the present time, operating from Paine, Webber's main office at 25 Broad Street.

The State of  
TRADE and INDUSTRY

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

Expansion in business activity continued in November says the *Federal Reserve System* in its *November National Summary of Business Conditions*. Industrial production, construction activity, and nonfarm employment increased and retail sales rose sharply further. The unemployment rate declined, showing the first significant reduction this year. Bank credit increased somewhat further.

## Industrial Production

Industrial production increased further in November to 114% of the 1957 average—one point above the previous high in August and October. The November gains were primarily in output of final products, both consumer goods and equipment.

Auto assemblies rose 15% in November from an October level still limited by work stoppages. Current production schedules indicate a further gain in December. Output of home goods and apparel also rose in November, to previous peak rates and consumer staples advanced to a new high. Output of business equipment, with gains widespread, was at a record.

Production of materials increased slightly further in November. Output of iron and steel decreased a little less than seasonally through most of the month. In late November and early December, steel mill operations showed a substantial contra-seasonal increase.

## Construction

The value of new construction, which had changed little in October, increased 1% in November to a seasonally adjusted annual rate of \$59.5 billion, a new high. The November rise reflected mainly a 3% further advance in private residential building. So far in the fourth quarter, total construction activity has been 6% above a year ago, compared with a year-to-year increase of 2% in the first nine months of this year.

## Employment

Seasonally adjusted employment in nonfarm establishments rose somewhat further in November to 54.5 million. A moderate increase in manufacturing employment was accounted for almost entirely by a gain in the automobile industry. Average hours of work in manufacturing rose further with advances reported by most industries. Employment declined in nonmanufacturing industries as continuing gains—to new highs—in services and state and local government were more than offset by decreases in construction and trade. Unemployment did not show the sharp rise that usually occurs in November and the seasonally adjusted unemployment rate declined to 6.1%, after hold-

ing at nearly 7% during the preceding 11 months.

## Distribution

Retail sales, after increasing 3% in October, rose 3% further in November to a new high. Sales of durable goods stores advanced 7% as deliveries of new domestic autos rose to a seasonally adjusted annual rate of 7 million from 6.2 million in October. Gains were widespread among stores selling nondurable goods, with the total up 2% from the advanced October level.

## Commodity Prices

The wholesale commodity price index remained stable in late November and early December. Prices of steel scrap turned up, after having declined sharply in October, and prices of lead and zinc were raised. Prices of most industrial commodities, however, were unchanged.

## Bank Credit and Reserves

Total commercial bank credit increased somewhat further in November. While holdings of U. S. Government securities declined, loans and holdings of state, local, and other securities rose. The seasonally adjusted average money supply continued to increase. Time deposits declined less than usual for November.

Total reserves and required reserves of member banks increased less in November than in October. Reserves were supplied principally through Federal Reserve purchases of U. S. Government securities and absorbed through currency drains and gold outflows. Excess reserves rose and member bank borrowings from the Federal Reserve also increased somewhat.

## Security Markets

Yields on Government securities rose from mid-November to mid-December, as they usually do at this time of year. In mid-December the three-month bill rate was around 2.60% and the long-term bond average was around 4.06%, compared with 2.53 and 4.00% respectively in mid-November. Yields on corporate and on state and local government bonds also rose.

Common stock prices increased moderately from mid-November to mid-December, reaching new highs. The volume of trading expanded.

Bank Clearings for Week Ended  
Dec. 16 Were 5.7% Above the  
Same Week Last Year

Bank clearings this week showed an increase 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, Dec. 16, clearings from all cities of the United States from which

Continued on page 28

## PISTELL, CROW, INC.

announces the change of its name to

## PISTELL, INC.

Richard C. Pistell  
Chairman of the Board

John C. Pistell  
President

Gerard L. Regard  
Vice President & Treasurer

Hoosain M. Dharamsey  
Vice President & Secretary

K. Philip Dresdner  
Vice President

Kenneth H. Avery  
Vice President

Members American Stock Exchange

50 Broadway, New York 4 • WHitehall 4-4000  
Teletype: NY 1-4479 Cable: Ricpistell

Out of respect for my father and partner

## ABRAHAM STRAUSS

who passed away on December 19, 1961,

our offices will be closed December 21 and 22.

DAVID STRAUSS  
ABRAHAM STRAUSS & SON, INC.



## A Christmas Message

"I have always thought of Christmas time, when it has come round... apart from the veneration due to its sacred name and origin, if anything belonging to it can be apart from that... as a good time; a kind, for giving charitable, pleasant time; the only time I know of, in the long calendar of the year, when men and women seem by one consent to open their shut-up hearts freely, and to think of people below them as if they really were fellow passengers to the grave, and not another race of creatures bound on other journeys. And therefore I believe that it has done me good, and will do you good; and I say, God bless it!"

Charles Dickens.

Our best wishes to you for a Christmas that will finally unite the world in God, in Christ and the peace of brotherly love

COMMERCIAL AND FINANCIAL  
CHRONICLE

We take pleasure in announcing that

**BARNEY NIEMAN**

has been admitted to our firm as a  
General Partner effective January 1, 1962.

**Golkin, Bomback & Co.**

Members New York Stock Exchange  
67 BROAD STREET . . . NEW YORK 4, N. Y.  
Telephone: Whitehall 4-9330

## Stocks of Silver

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

Comment on the new free market for silver, its indicated price trend, and reference to certain companies in line to benefit therefrom.

Silver and gold have, for centuries, been the "sacred cows" among metals. While other metals have been valued, bought and sold primarily for their practical utilities, these two have been singled out, originally for their ornamental and artistic qualities and later, to represent stores of value and units of exchange which we call money. As "money metals," the prices of gold and silver have tended, over the years, to be controlled far more by the demands of governments, than by purchase and sale by individuals.

All of which is introduction to our discussion for today—the new free market in silver. In America, the original dollar was a silver one, and the pound sterling was once a pound of silver. Many attempts at bimetallism, over the years, have failed, as no way was found to keep the prices (or the supply) of silver and gold in any constant ratio. Ultimately, gold became dominant as a metallic base throughout the world with silver playing an important, but secondary, role.

### Government Price Control

In the United States, we have had, since 1873, a number of laws calling for silver purchase for two monetary purposes—coinage and backing for certain paper money. The Treasury has, at the moment, about 1.8 billion ounces of silver reserved for the redemption of some \$2 billion in silver certificates. The official government purchase price, for a fine ounce of silver, has undergone three major changes in the 20th century. By Presidential proclamation in December, 1933, the figure became 64.64 cents. By legislation in 1939 the figure was advanced to 71.11 cents; and in 1946, to 90½ cents where it has remained until recently. The government, also since 1946, has been selling silver at 91 cents to domestic users, and, at that price, has been rapidly losing its stockpile. Its free supply (the amount above that required to "back" silver certificates) has dwindled from 123 million ounces at the beginning of this year to about 22 million ounces now. So some action seemed necessary. Thus, on November 29, 1961, President Kennedy ordered the Treasury to stop selling silver, and urged that the circulation of silver certificates be reduced and that, in due course, these should be called in and replaced by Federal Reserve Notes. All of which cast the silver market adrift from government moorings.

With Uncle Sam eliminated as a source of supply to industry and the arts, the market price swiftly advanced to over \$1 an ounce.

### Demand Factors

Now that there is a free market in silver, what is the indicated price trend? Probably upward. And what are the demand-supply factors that may bear upon it? We'll try to cover some of these in the next few paragraphs.

On the demand side, the government won't be a buyer for quite a while, for silver coinage, particularly if it frees its certificate-backing reserves. Elsewhere, the traditional ornamental and utensil uses of silver are growing. Add to that the vast new demands for silver coins for vending machines; the expanding requirements of photography and of the electronic and space age industries; and the need for shiny new coinage in many of the emerging ex-colonial countries of the world, and you can perceive powerful factors creating an energetic upthrust in the price of silver.

In the United States, for the past two years, we have been pro-

ducing about 40 million ounces annually, and domestic use of all kinds has required around 150 million ounces. Thus there has been a continuing shortage with demand exceeding domestic production by roughly 110 million ounces a year. This shortage has been covered by imports, and by returns of silver lent to certain foreign countries during World War II. These returns have been pretty well completed, so we now look to two main silver supply sources: (1) production throughout the world, and (2) the turning back into metal (melting) of silver coins, silverware and ornamental and artistic silver objects. A rising price of silver will, of course, stimulate both the production and the melting; and possibly bring to market long hoarded stores of the metal, particularly from Asia.

### Price Trend

In any event, the indications are that the price will rise. A top price ceiling should be about \$1.29 an ounce, the price at which it would pay to redeem silver certificates for their metal content. Generally, it is thought that the market may stabilize at between \$1.05 and \$1.10, at which prices silver mining should prove attractive for many companies. We would expect not only significant expansion of existing production, but eager exploration in many promising areas of the world.

### Production

Most of the world's present silver production is on the North American continent. Mexico is the largest producer followed, in order, by the United States and Canada. Whereas there are some mines that produce silver exclusively, most production comes from ores which also contain other metals—lead, zinc, copper and gold. Thus, the price of silver is seldom a controlling operating factor, and silver production may be importantly affected by the market prices for these related metals.

In any event the creation of a free market in silver "on a current and forward basis" has given silver a new lustre; and the shares

of most producing companies have responded with some enthusiasm. A market advance, based on expectation of a rise in the price of silver, began this Summer, but a number of analysts seem to feel that silver shares are still in a buying range.

### Silver Producers

Sunshine Mining is a leading silver producer. So is United Keno. Others would include Hecla Mining and Shattuck Denn. Day Mines and New York and Honduras Rosario Mining offer gold as well as silver production. Callaghan Mining has many diverse activities, among them silver mining. There are also several interesting lower-priced speculations on the Toronto Exchange, particularly shares of those of companies operating in the Sudbury and Cobalt (Ontario) districts.

A number of investors have used this new boom in silver as an occasion to take another look at some of the bigger mining companies, in line to enjoy substantial "fringe benefits," even though their major outputs are in other minerals. Cerro Corp., for instance, at around 32 didn't do as well in copper this year as many had hoped. A rise in silver to \$1.10 would add about 30¢ a share to Cerro which, for 1961, should earn around \$1.75 per share. Another major metal company, American Smelting and Refining, could increase its net by about 40¢ a share on a 20¢ rise in silver. Asarco common now sells at around 59 and might well be regarded as attractively priced in today's market, quite apart from its silver lining.

Perhaps the most exciting silver exploration now going on is in Nova Scotia where Gunnar Mines, with some partners, has a development program respecting some 50,000 acres of what appear to be silver-prone geology.

At many times in history, silver has played an exciting role in the economic life of man—in Roman days; in Mexico; in Peru; under Pizarro and the Spanish conquerors; and in the roaring development of some of our Western States. As a shiny, durable, non-corroding, electric conducting and easily worked metal, silver is perennially attractive. And now that it has burst its restrictive price bonds, it may prove rewarding to the informed and the nimble who may wish to speculate in silver stocks.

WE ARE PLEASED TO ANNOUNCE THE ADMISSION  
OF THE FOLLOWING GENERAL PARTNERS  
TO OUR FIRM EFFECTIVE JANUARY 1, 1962

**GERALD A. LODGE**  
**RICHARD C. STEADMAN**  
**RAY CARTER WALKER**

AND THE ELECTION OF  
**CHARLES H. SYMINGTON, JR.**  
AS A  
VICE PRESIDENT OF OUR CORPORATION

**G. H. WALKER & Co.**  
ESTABLISHED 1900

MEMBERS  
NEW YORK STOCK EXCHANGE AMERICAN STOCK EXCHANGE (ASSOC.)  
MIDWEST STOCK EXCHANGE

45 WALL STREET, NEW YORK 5, N. Y.

ST. LOUIS      HARTFORD      PROVIDENCE  
PHILADELPHIA      BRIDGEPORT      WHITE PLAINS



# TAX-EXEMPT BOND MARKET

BY DONALD D. MACKEY

The otherwise gay holiday week was enlivened at least within state and municipal bond ranks by the successful flotation of \$157,000,000 Florida State Turnpike Authority bonds on Wednesday, Dec. 20. This significant underwriting is one of the signal accomplishments of the tax-exempt bond industry for the year as difficulties of a political, legal and market nature were progressively overcome in bringing the bonds to the marketplace.

The underwriters were faced with independent and conflicting reports that had an adverse influence in immediately interesting institutions and investors, and the proximity of the year-end further militated against ready placement due to the closing out of 1961 investment programs and reluctance to commit ahead.

One of the apparently telling criticisms leveled at this issue of bonds has been the presumed competition with interstate highway No. 95 when and if the Fort Lauderdale-West Palm Beach section is completed as a freeway. This 40 miles of road will not be completed until 1973, according to the expressed policies of the Florida State Turnpike Authority, the State Road Board, and the United States Bureau of Public Roads. This section of Route No. 95 is not to be completed by 1973 if the 1967 estimates of the Turnpike Authority show that debt service coverage will be covered less than 1½ times in competition with the forty-mile section of public road. These reassurances appear compelling in view of the great success of the present Florida Turnpike and in view of the carefully drawn engineering estimates covering the 159 mile extension.

### Debt Service Forecast

It is a well known fact that toll highway traffic engineering has benefitted greatly by the varied experiences of the profession during the past dozen years. The overall job in a completely new field has been a creditable one. Although traffic has not generated in some instances as quickly as estimated, over a ten year period there has been shown a generally remarkable accuracy in traffic prediction.

In the case of the new Florida Turnpike, interest is capitalized for three years. When the current revenues of the Miami-Fort Pierce segment are considered, and projected for even a ten year period

in conjunction with the cautiously estimated revenues of the 159-mile Extension, the combined net revenue is estimated to approximate a debt service coverage of 1½ times in 1965. Putting it generally, if our national economic aspirations are to anywhere nearly hit their targets by 1973, concern relating to a 40-mile competing road from the Miami area to West Palm Beach and its adverse effect upon a strategically placed 268-mile toll road in 1983 and beyond, appears to us as unusual nearsightedness.

### Financing Well Done

This financing was negotiated by Dillon, Read & Company, Inc. along with Glore, Forgan & Company, White, Weld & Company, Wertheim & Company, Tripp & Company, Inc., Leedy, Wheeler & Alleman, Inc., Childress and Company, Pierce, Carrison, Wulbern, Inc.

We are impressed by the job that has been done through this negotiation. We are further impressed by the low cost aspect of this strategically placed tollway, the absence of heavy maintenance charges because of the favorable climate, and the year round industrial economy progressively developing throughout Florida which will contribute mightily to this forward looking project.

### Municipal Market Sound

The tax-exempt bond market has been very steady during the past week; on Monday, Tuesday and Wednesday tax-exempt bonds have been in considerable demand which is unusual for the Christmas holiday week. Although *The Commercial and Financial Chronicle's* yield Index is unchanged from last week, the basic tone of the market is strong and a market gain seems certain to be evidenced in next week's average.

Since our average yield is based upon outstanding high grade 20-year bonds, a market move is not always immediately reflected. New issue bidding immediately indicates market tone but such a basis for a reliable market index would be relative rather than basic. This week's yield Index is 3.334%.

To indicate the extent of tax-exempt bond buying during the past few days the following recent new issue accounts have been either closed out or show substantial reductions: New York

City; Kentucky; Pennsylvania State School Authority; Nassau County, N. Y.; Oakland County, Michigan; Oklahoma City, Oklahoma; and Jersey City, New Jersey.

### Tax-Exempt Bonds Gaining Added Value

The tax-exempt bond market continues to do somewhat better than the general bond market for reasons that are not altogether obvious to everyone. Although Federal income tax rates have not been increased, the total tax take moves up substantially each year. State and local taxes are steadily taking an increased bite from all tax payers; not just the rich. Thus, as the tax take broadens, tax-exempt income becomes progressively sought.

Tax-exempt bonds are annually worth relatively more than are their taxable counterparts. The gap as between tax-exempt bond yields and taxable bond yields is certain to further widen.

### Recent Awards

The few competitive new issues which are noted below were eagerly bid for during the past week and almost without exception were well received by investors. On Thursday, Dec. 14, the State of South Carolina attracted 11 bids for \$6,000,000 State School and Port Authority general obligation (1962-1981) bonds and the award was made on a very close cover to the Bankers Trust Co. group. Other major members of this group include Harris Trust & Savings Bank, C. J. Devine & Co., F. S. Moseley & Co., Francis I. duPont & Co. and the North Carolina National Bank. Reoffered to yield from 1.60% to 3.25%, only \$175,000 of bonds presently remain in account.

On the same day, Iowa City, Iowa awarded \$3,100,000 Water Revenue (1962-1991) bonds to the John Nuveen & Co. syndicate on its bid of a 3.82% interest cost. Other members of this syndicate are Goldman, Sachs & Co., R. W. Pressprich & Co., William Blair & Co., Shearson, Hammill & Co. and Braun, Bosworth & Co. Scaled to yield from 1.80% to 3.70%, current balance is \$135,000. The Oyster Bay, New York Central School District No. 3 sold \$3,000,000 bonds last Thursday, due 1962-1990, to the group headed by Halsey, Stuart & Co. as 3.60s. The other members of this group include Morgan Guaranty Trust Company of New York, Bacon, Stevenson & Co. and Wm. E. Pollock & Co., Inc. Reoffered to yield from 1.80% to 3.70%, about two-thirds of the bonds were sold during the order period. Subsequent sales during the next two days cleaned out this balance and the account was marked closed.

Monday, Dec. 18, saw the sale of \$1,550,000 West Milford Township, New Jersey School District (1963-1982) bonds to the B. J. Van Ingen & Co. group as 4½s. Scaled to yield from 2.10% to 4.10%, about half of the bonds have been sold.

On Tuesday, \$4,000,000 Santa Ana Unified School District, California (1962-1986) bonds were awarded to the group headed by the Bank of America N. T. & S. A. Other members include Blyth & Co., Inc., The First Boston Corp., C. J. Devine & Co., Merrill Lynch, Pierce, Fenner & Smith Inc. and Phelps, Fenn & Co. Reoffered to yield from 1.70% to 3.55%, a balance of \$700,000 presently remains in account.

North Hempstead and Hempstead, New York Union Free School District No. 1, sold \$2,296,000 bonds due 1963-1991 to the group headed by C. J. Devine & Co. as 3.60s. The bonds were scaled to yield from 1.90% to 3.70% and upon reoffering all but \$846,000 of the bonds were sold. Also Weymouth, Massachusetts

# 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.

Dec. 27 (Wednesday)			
Illinois Institute of Technology, Ill.	1,000,000	1963-2000	10:00 a.m.
Mahoning County, Ohio	2,500,000	1963-1982	Noon
Pittsfield, Mass.	1,685,000	1962-1981	11:30 a.m.
Trumbull County, Ohio	1,750,000	1963-1982	Noon
Dec. 28 (Thursday)			
Hartford County Metro. D., Conn.	3,200,000	1962-2001	2:00 p.m.
Jan. 1 (Monday)			
Cypress-Fairbanks CISD, Texas	2,325,000		
Taylor Township Sch. Dist., Mich.	3,500,000		
Jan. 2 (Tuesday)			
Lauderdale Co. Sch. Dist., Miss.	1,400,000	1963-1987	10:00 a.m.
Jan. 3 (Wednesday)			
Puerto Rico (Commonwealth of)	25,000,000	1962-1984	11:00 a.m.
Jan. 4 (Thursday)			
Georgia State Office Bldg. Auth., Georgia	6,000,000		
University of South Carolina	2,480,000	1964-2001	Noon
Jan. 8 (Monday)			
Carroll College, Mont.	1,297,000	1963-2000	10:00 a.m.
Flint, Mich.	6,950,000	1963-1991	3:00 p.m.
Kenton City Sch. Dist., Ohio	1,678,000	1963-1982	Noon
Riverside City Sch. Dist., Calif.	1,000,000	1963-1982	10:00 a.m.
Jan. 9 (Tuesday)			
East Bay Mun. Util. Dist., Calif.	30,000,000	1963-1997	10:00 a.m.
Montgomery County, Md.	13,150,000	1963-1987	
Terrebonne Par. Cons. SD #1, La.	2,000,000	1964-1987	10:00 a.m.
Jan. 10 (Wednesday)			
Lee County, Fla.	1,150,000	1964-1981	11:00 a.m.
Minneapolis Special S. D. 1, Minn.	2,000,000	1965-1982	10:00 a.m.
New Mexico (State of)	8,048,972		9:00 a.m.
New York (State of)	33,000,000		
Pascagoula Mun. Sep. S. D., Miss.	2,000,000	1963-1987	11:00 a.m.
San Jose, Calif.	20,000,000	1963-1982	11:00 a.m.
Wynford Local Sch. Dist., Ohio	1,242,000	1963-1984	1:00 p.m.
Jan. 11 (Thursday)			
Clark County, County S. D., Nev.	6,000,000	1963-1981	
Port Clinton City Sch. Dist., Ohio	2,150,000	1963-1984	Noon
Jan. 15 (Monday)			
Ascension-St. James Bridge & Ferry Authority, La.	30,750,000	2001	11:00 a.m.
Worthington Exem. Village SD, O.	1,200,000	1963-1982	1:00 p.m.
Jan. 16 (Tuesday)			
Niagara Falls, New York	1,950,000		
Oceanside-Carlsbad Junior College District, Calif.	3,500,000		10:30 a.m.
Jan. 17 (Wednesday)			
Alpine School District, Utah	2,500,000	1964-1973	
Norwalk Local Sch. Dist., Ohio	1,345,000		
Jan. 22 (Monday)			
Caldwell Parish, La.	1,975,000	1963-1982	9:00 a.m.
Ector County, Texas	1,500,000		
Jan. 23 (Tuesday)			
Georgia Rural Roads Auth., Ga.	15,000,000		
Jan. 24 (Wednesday)			
Missoula, Mont.	1,700,000		8:00 p.m.
Jan. 25 (Thursday)			
Austin, Texas	2,000,000	1963-1987	
Jefferson Parish Cons. Drainage District, La.	1,000,000	1963-1982	2:00 p.m.
Rocky River City Sch. Dist., Ohio	2,250,000		
Feb. 1 (Thursday)			
Madison, Wis.	1,000,000		
Feb. 5 (Monday)			
Tri-Cities Mun. Water Dist., Calif.	2,900,000		7:30 p.m.
Feb. 6 (Tuesday)			
Columbus City Sch. Dist., Ohio	7,000,000	1963-1985	Noon
Los Angeles Sch. Dist., Calif.	35,000,000		
New Jersey (State of)	45,000,000		
Two Rivers, Wis.	1,700,000		
Feb. 8 (Thursday)			
Harris Co. Flood Control D., Texas	7,000,000		
Feb. 13 (Tuesday)			
Edgerton City, Fulton, Porter, etc., Joint School District, Wis.	1,420,000	1963-1977	2:00 p.m.
Feb. 14 (Wednesday)			
Jefferson County, Ky.	2,415,000		
Los Angeles, Calif.	9,000,000		
Painesville Twp. Local S. D., Ohio	1,000,000	1962-1982	Noon
Feb. 20 (Tuesday)			
Ouachita Parish S. D. No. 1, La.	4,000,000	1963-1982	7:00 p.m.
March 1 (Thursday)			
Brevard Co. Spec. Tax D. #1, Fla.	3,000,000		
St. Louis County, Hazelwood Sch. District R-1, Mo.	1,100,000		
March 2 (Friday)			
Georgia State Highway Auth., Ga.	35,000,000		
Los Angeles, Calif.	16,000,000		
March 6 (Tuesday)			
Los Angeles, Calif.	5,000,000		
April 16 (Monday)			
Jefferson County, Ky.	1,200,000		

MARKET ON REPRESENTATIVE SERIAL ISSUES				
	Rate	Maturity	Bid	Asked
California (State)	3½%	1978-1980	3.65%	3.50%
Connecticut (State)	3¾%	1980-1982	3.40%	3.30%
New Jersey Highway Auth., Gtd.	3%	1978-1980	3.45%	3.35%
New York (State)	3%	1978-1979	3.30%	3.15%
Pennsylvania (State)	3¾%	1974-1975	3.10%	3.00%
Vermont (State)	3½%	1978-1979	3.25%	3.15%
New Housing Auth. (N. Y., N. Y.)	3½%	1977-1980	3.35%	3.20%
Los Angeles, Calif.	3¾%	1978-1980	3.70%	3.55%
Baltimore, Md.	3¼%	1980	3.55%	3.40%
Cincinnati, Ohio	3½%	1980	3.40%	3.25%
New Orleans, La.	3¼%	1979	3.60%	3.50%
Chicago, Ill.	3¼%	1977	3.60%	3.45%
New York City, N. Y.	3%	1980	3.60%	3.55%

Dec. 20, 1961 Index=3.334%

ESTABLISHED 1894

## STATE AND MUNICIPAL BONDS CORPORATE BONDS LOCAL STOCKS

The Robinson-Humphrey Company, Inc.

RHODES-HAVERTY BLDG., ATLANTA 3, GEORGIA  
JACKSON 1-0316

Continued on page 8



Interest exempt, in the opinions of Hawkins, Delafield & Wood, bond counsel to the Underwriters, and of  
Patterson, Freeman, Richardson & Watson, bond counsel to the Authority, under the  
existing statute and court decisions from Federal income taxes.

New Issue

December 21, 1961

**\$157,000,000**

# Florida State Turnpike Authority

## 4<sup>3</sup>/<sub>4</sub>% Turnpike Revenue Bonds, Series of 1961

Dated November 1, 1961

Due November 1, 2001

**Price 99%**

plus accrued interest from November 1, 1961

Subject to redemption, as set forth in the Official Statement, on not less than 30 days' notice, in part by operation of the Bond Retirement Fund at any time on or after November 1, 1966, at redemption prices commencing at 103<sup>1</sup>/<sub>8</sub>%, and otherwise as a whole at any time on or after November 1, 1973, at redemption prices commencing at 104<sup>1</sup>/<sub>2</sub>%, together with accrued interest, such redemption prices in each case decreasing annually to 100% on November 1, 1991.

*This announcement is not an offer of securities for sale or a solicitation of an offer to buy securities. Copies of the Official Statement of the Authority dated December 20, 1961 may be obtained from such of the undersigned as may legally offer these securities under applicable securities laws. The undersigned are among the Underwriters.*

Dillon, Read & Co. Inc.	Glore, Forgan & Co.	White, Weld & Co.	Wertheim & Co.	Tripp & Co., Inc.	
Leedy, Wheeler & Alleman, Inc.		Childress and Company		Pierce, Carrison, Wulbern, Inc.	
Allen & Company	A. C. Allyn & Co.	C. J. Devine & Co.	Drexel & Co.	Eastman Dillon, Union Securities & Co.	
Equitable Securities Corporation		Goldman, Sachs & Co.	Harriman Ripley & Co. Incorporated	Kidder, Peabody & Co.	
Lazard Frères & Co.	Carl M. Loeb, Rhoades & Co.		Merrill Lynch, Pierce, Fenner & Smith Incorporated	W. H. Morton & Co. Incorporated	
John Nuveen & Co. (Incorporated)	Phelps, Fenn & Co.		Reynolds & Co., Inc.	Salomon Brothers & Hutzler	
Shearson, Hammill & Co.		Stone & Webster Securities Corporation		B. J. Van Ingen & Co. Inc.	
Bache & Co.	Bear, Stearns & Co.	Alex. Brown & Sons	Goodbody & Co.	Ira Haupt & Co.	Hayden, Stone & Co.
Hemphill, Noyes & Co.	Hornblower & Weeks	F. S. Moseley & Co.	Paine, Webber, Jackson & Curtis	R. W. Pressprich & Co.	
L. F. Rothschild & Co.		F. S. Smithers & Co.		Wood, Struthers & Co.	
American Securities Corporation	Bacon, Whipple & Co.	A. G. Becker & Co. Incorporated	Blair & Co. Incorporated	William Blair & Company	
Clark, Dodge & Co. Incorporated	Dick & Merle-Smith	R. S. Dickson & Company Incorporated		Francis I. duPont & Co.	
Estabrook & Co.	First of Michigan Corporation	First Southwest Company		Hallgarten & Co.	
Hirsch & Co.	E. F. Hutton & Co. Incorporated	W. E. Hutton & Co.	Kean, Taylor & Co.	W. C. Langley & Co.	
Lee Higginson Corporation	Wm. E. Pollock & Co., Inc.	Riter & Co.		The Robinson-Humphrey Company, Inc.	
Stifel, Nicolaus & Company Incorporated	Stroud & Company Incorporated	Tucker, Anthony & R. L. Day		Weeden & Co. Incorporated	
Adams, McEntee & Co., Inc.	Bacon, Stevenson & Co.	Baker, Watts & Co.	Barr Brothers & Co.	Baxter & Company	
Blunt Ellis & Simmons	J. C. Bradford & Co.	Coffin & Burr	Courts & Co.	F. W. Craigie & Co.	Cruttenden, Podesta & Co.
Dempsey-Tegeler & Co., Inc.	Eldredge & Co., Inc.	Geo. B. Gibbons & Company Incorporated	Gregory & Sons	J. A. Hogle & Co.	
The Illinois Company Incorporated	A. M. Kidder & Co., Inc.	McDonald & Company	The Ohio Company	Rauscher, Pierce & Co., Inc.	
Roosevelt & Cross Incorporated	Schwabacher & Co.	Stein Bros. & Boyce	Stern, Lauer & Co.	Spencer Trask & Co.	Chas. E. Weigold & Co., Inc.



## DEALER-BROKER INVESTMENT LITERATURE AND RECOMMENDATIONS

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

**Airlines**—Analysis of outlook—John H. Lewis & Co., 63 Wall St., New York 5, N. Y. Also available is an analysis of Texas Gulf Sulphur Co.

**Canada's Future in Oil and Gas**—Analytical brochure—Canadian Gas and Energy Investments, Ltd., 320 Bay St., Toronto, Ont., Canada.

**Canadian Chartered Banks**—Memorandum—A. E. Osler & Co., Ltd., 11 Jordan St., Toronto 1, Ont., Canada.

**Canadian Gold Mines**—Comparative figures—Wills, Bickle & Co., Ltd., 44 King St., West, Toronto 1, Ont., Canada.

**Canadian Oil & Gas Industry**—Report—Reynolds & Co., 120 Broadway, New York 5, N. Y. Also available is a report on Allied Stores.

**Capital Gains Tax: Impact on the Economy and the Investor**—Discussion in current issue of "The Exchange" magazine—The Exchange Magazine, 11 Wall St., New York 5, N. Y.—20 cents per copy, \$1.50 per year. In the same issue is an article on the Cosmetics Industry and Wall Street's Favorite Fifty.

**Departments Stores**—Report with particular reference to Marshall Field & Co., Nieman Marcus Co. and Johnson Hill's Inc.—The Milwaukee Co., 207 East Michigan St., Milwaukee 2, Wis.

**Depressed Issues**—Bulletin on stocks which appear to represent good value in the current market—Hemphill, Noyes & Co., 8 Hanover St., New York 4, N. Y. Also available is a discussion of the Silver market.

**Drug Industry**—A package approach to investing in the industry—Harris, Upham & Co., 120 Broadway, New York 5, N. Y. Also available is an analysis of Spencer Chemical Co.

**Foreign External and Internal Securities**—1960 year-end prices—booklet—arranged by countries—New York Hanseatic Corporation, 120 Broadway, New York 5, N. Y.

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

**Japanese Investment Survey**—Report—The Daiwa Securities Co., Ltd., 149 Broadway, New York 6, New York.

**Japanese Market**—Review—

Yamaichi Securities Co. of New York, Inc., 111 Broadway, New York 6, N. Y. Also available are analyses of the Japanese Vinyl Chloride Industry, Telephone and Telegraph Industry, Ricoh Co., Ltd. and Nippon Musical Instruments Manufacturing Co., Ltd.

**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.

**Life Insurance Stocks**—Bulletin—Copley and Company, Inc., 620 North Tejon Street, Colorado Springs, Colo. Also available are data on Peerless Mortgage Co., Western Wool Processors, Inc., Colorado Insurance Service Co., International Safflower Corp. and Discount Stores Inc.

**Market**—Bulletin—B. C. Christopher & Co., Board of Trade Bldg., Kansas City 5, Mo.

**1962—Outlook**—Bulletin—Parrish & Co., 40 Wall St., New York 5, N. Y.

**Nature of Puts & Calls**—By Anthony M. Reinach—The Bookmailer, Inc., 232 East 35th St., New York, N. Y.—\$2 per copy.

**Outlook for 1962**—Bulletin—Droulia & Co., 25 Broad St., New York 4, N. Y.

**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.

**Railroad Bonds**—Bulletin on issues which appear interesting—H. Hentz & Co., 72 Wall St., New York 5, N. Y. Also available are data on Great Northern, Northern Pacific, Western Maryland and Florida East Coast.

**Adelphi Electronics, Inc.**—Report—H. B. Crar dall Co., 79 Wall St., New York 5, N. Y.

**Aeroquip Corp.**—Data—A. M. Kidder & Co., Inc., 1 Wall St., New York 5, N. Y. Also available are data on Thrifty Drug Stores, Grayson Robinson Stores, Roblin Seaway Industries, Jerrold Electronics Corp.

**Allied Stores Corp.**—Report—Hardy & Co., 30 Broad St., New York 4, N. Y. Also available is a report on Food Mart, Inc.

**American Airlines Inc.**—Analysis—Gruntal & Co., 50 Broadway, New York 4, N. Y.

**American Insurance Co.**—Memorandum—Kidder, Peabody & Co., 20 Exchange Place, New York 5, N. Y. Also available is a memorandum on Fire & Casualty stocks.

**American Steel Foundries**—Memorandum—Pershing & Co., 120 Broadway, New York 5, N. Y.

**Andrew Jergens Co.**—Analysis—A. G. Edwards & Sons, 409 North Eighth St., St. Louis 1, Mo.

**Andrew Jergens Co.**—Memorandum—Eppler, Guerin & Turner, Inc., Fidelity Union Tower, Dallas 1, Texas. Also available is a memorandum on Peter Paul.

**Arvin Industries**—Analysis—Colby & Co., 85 State St., Boston, Mass. Also available are discussions of Elk Horn Coal and U. S. Industries.

**Arvin Industries**—Memorandum—Thomson & McKinnon, 2 Broadway, New York 4, N. Y. Also available is a memorandum on Unilever.

**Associated Truck Lines**—Analysis—Cruttenden, Podesta & Co., 209 South La Salle St., Chicago 4, Ill. Also available is an analysis of Shaw Barton Inc.

**Bauer Aluminum**—Analysis—Parker, Ford and Company, Inc., Vaughn Building, Dallas 1, Texas

**Canada Dry Corp.**—Analysis—Laird, Bissell & Meeds, 120 Broadway, New York 5, N. Y.

**Carter Products**—Analysis—J. A. Hogle & Co., 40 Wall St., New York 5, N. Y.

**Central Hudson Gas & Electric Corp.**—Data in current issue of "Investor's Reader"—Merrill Lynch, Pierce, Fenner & Smith Inc., 70 Pine St., New York 5, N. Y. In the same issue are data on London Grocers Ltd., Diamond Crystal Salt Co., Brown Company, Anderson, Clayton & Co., United Merchants & Manufacturers Inc.

**Circle Controls Corp.**—Report—L. C. Weward & Co., Trenton Trust Building, Trenton 8, N. J.

**Coastal States Gas Producing Co.**—Analytical brochure—Paine, Webber, Jackson & Curtis, 25 Broad St., New York 4, N. Y. Also available is a memorandum on General Telephone.

**Columbia Pictures**—Data—Winslow, Cohu & Stetson, Inc., 26 Broadway, New York 4, N. Y. Also available are data on Helmerich & Payne.

**Consumers Automatic Vending**—Analysis—V. S. Wickett & Co., Inc., 99 Wall St., New York 5, N. Y.

**Continental Insurance Co.**—Review—L. F. Rothschild & Co., 120 Broadway, New York 5, N. Y.

**Crown - Bremson Industries**—Memorandum—Johnston, Lemon & Co., Southern Building, Washington, 5, D. C.

**Curtis Industries, Inc.**—Memorandum—Saunders, Stiver & Co., 1 Terminal Tower, Cleveland 13, Ohio.

**Dresser Industries, Inc.**—Analysis—Eastman Dillon, Union Securities & Co., 15 Broad St., New York 5, N. Y.

**Dresser Industries**—Memorandum—Sprayregen, Haft & Co., 26 Broadway, New York 4, N. Y.

**Electronics International Capital Ltd.**—Memorandum—Bear, Stearns & Co., 1 Wall St., New York 5, N. Y.

**Electronic Specialty Co.**—Memorandum—Dempsey-Tegeler & Co., 210 West Seventh St., Los Angeles 14, Calif.

**Elliott Automation Ltd.**—Analysis—New York Hanseatic Corporation, 120 Broadway, New York 5, New York.

**Elox Corporation of Michigan**—Analysis—Geo. Eustis & Co., Tri-

State Building, Cincinnati 2, Ohio.

**Falk**—Memorandum—Loewi & Co., Inc., 225 East Mason St., Milwaukee 2, Wis. Also available are memoranda on Arlan's, Mar-rud and Rockower Stores.

**Flo-Tronics, Inc.**—Report—Naftalin & Co., Inc., 207 South Sixth St., Minneapolis 2, Minn.

**Ford Motor Co.**—Data—Carl M. Loeb, Rhoades & Co., 42 Wall St., New York 5, N. Y. Also available are data on General Telephone & Electronics, Joy Manufacturing, Lane Bryant and Minnesota & Ontario Paper.

**Fruehauf Trailer**—Memorandum—Richard J. Buck & Co., 4 Albany St., New York 6, N. Y.

**General Motors**—Memorandum—Bruno, Nordeman & Co., 115 Broadway, New York 6, N. Y.

**General Motors**—Memorandum—Edward D. Jones & Co., 309 North Fourth St., St. Louis 2, Mo. Also available is a memorandum on Daily Machine.

**Glasrock Products**—Report—Seager Securities Corp., 310 Madison Ave., New York 17, N. Y.

**Inland Steel**—Memorandum—A. C. Allyn & Co., 122 South La Salle St., Chicago 3, Ill.

**J-E Plastics Manufacturing**—Memorandum—J. W. Sparks & Co., 120 Broadway, New York 5, N. Y. Also available is a memorandum on Wagner Electric.

**Keystone Custodian Funds**—Report—May & Gannon, Inc., 149 Federal St., Boston 10, Mass.

**Kleber Laboratories, Inc.**—Analysis—D. E. Liederman & Co., Inc., 80 Pine St., New York 5, N. Y.

**Magnetic Metals**—Memorandum—Butcher & Sherrerd, 1500 Walnut St., Philadelphia 2, Pa.

**Mount Clemens Metal Products Co.**—Bulletin—De Witt Conklin Organization, Inc., 120 Broadway, New York 5, N. Y. Also available are bulletins on National Starch and Chemical Corp. and Southern Equitable Life Insurance Co.

**National Research**—Memorandum—Herbert E. Stern & Co., 52 Wall St., New York 5, N. Y.

**Natomas Company**—Review—Walston & Co., Inc., 74 Wall St., New York 5, N. Y.

**Pacific State Bank**—Analysis—William R. Staats & Co., 640 South Spring St., Los Angeles 14, Calif.

**Premier Corporation of America**—Analysis—Charles A. Taggart & Co., Inc., 1516 Locust St., Philadelphia 2, Pa. Also available is an analysis of Glickman Corp.

**Pubco Petroleum Corp.**—Bulletin—Goodbody & Co., 2 Broadway, New York 4, N. Y.

**Pubco Petroleum Corp.**—Bulletin—Coburn & Middlebrook Inc., 30 Federal St., Boston 10, Mass.

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

**Royal Dutch Petroleum Company**—Analysis—W. E. Hutton & Co., 14 Wall St., New York 5, N. Y.

**Royal Dutch Petroleum**—Bulletin—Weingarten & Co., 551 Fifth Ave., New York 17, N. Y.

**Shop & Save (1957) Ltd.**—Analysis—Doherty Roadhouse & Co., 335 Bay St., Toronto, Ont., Canada.

**Sinclair Oil Corp.**—Review—Purcell & Co., 50 Broadway, New York 4, N. Y. Also available are surveys of Amerada Petroleum, American Enka, Firestone Tire & Rubber Co. and Idaho Power.

**Smith Corona Marchant**—Survey—Shields & Co., 44 Wall St., New York 5, N. Y.

**Socony Mobil Oil Co.**—Bulletin—Auchincloss, Parker & Redpath, 2 Broadway, New York 4, N. Y. Also available is a survey of General Refractories Co. and a chart analysis of Standard Kollsman.

**Southeastern Public Service**—Memorandum—Orvis Brothers & Co., 15 Broad St., New York 5, N. Y.

**Sterling Seal Company**—Analysis—Aetna Securities Corp., 111 Broadway, New York 6, N. Y.

**Syston Donner Corp.**—Data—Darius Inc., 80 Pine St., New York 5, N. Y. Also available are data on Camco Inc. and Brush Beryllium Co.

**T. F. H. Publications**—Memorandum—Arnold Malkan & Co., Inc., 26 Broadway, New York 4, N. Y.

**Tech-Aerofoam Products**—Memorandum—Moran & Co., 10 Commerce Court, Newark 2, N. J.

**Texas Instruments**—Survey—Fahnestock & Co., 65 Broadway, New York 6, N. Y. Also available is a survey of Mercantile Stores Co.

**Viewlex Inc.**—Analysis—Butler, Herrick & Marshall, 30 Broad St., New York 4, N. Y.

**Youngwood Electronic Metals Inc.**—Bulletin—Lenchner, Covato & Co., Inc., Bigelow Building, Pittsburgh 19, Pa.

## Measurements Spectrum, Inc. Common Offered

Adams & Co., 5455 Wilshire Blvd., Los Angeles, is offering publicly 60,000 common shares of Measurements Spectrum, Inc., at \$5 per share. Net proceeds will be used by the company for the purchase of equipment, repayment of debt and working capital.

Measurements is headquartered at 815 S. Fremont Ave., Alhambra, Calif.

## Tax-Exempt Bond Market

Continued from page 6

awarded \$2,000,000 school bonds due 1962-1981 to the account headed by The Northern Trust Co. Reoffered to yield from 1.65% to 3.50%, the account reports an unsold balance of \$430,000 bonds.

Wednesday's only sale of importance involved \$7,800,000 Richmond, Virginia various Public Improvement (1963-1982) bonds which were won in very close bidding by the Morgan Guaranty Trust Co. of New York group at a 2.93% interest cost. The runner-up bid of a 2.94% interest cost was made by The Chase Manhattan Bank group. Scaled to yield from 1.70% to 3.20%, a balance of \$4,200,000 presently remains in account.

**Moderate New Issue Calendar**  
The new issue calendar has been expanded since last writing and presently totals around \$350,000,000 for the next six weeks. This is a moderate calendar for this period of the year and with the improved tone of the market more large issues can be expected to be announced. However, the market's capacity, enhanced by Federal interest in early year marketing, seems far beyond volume expectancy.

The inventory situation as our previous remarks have inferred, is far better than it has been in months. The Blue List total of state and municipal bonds is \$380,552,399 as reported on Dec. 20. The total a week ago today was \$450,415,000. On Nov. 30, the figure was \$504,450,000. The previous low total was \$367,997,500 on Sept. 28.

The toll road issues have done slightly better since last writing. On Dec. 14, the Smith, Barney & Company turnpike bond Index averaged at a 3.90% yield. This averaged market was about one-quarter point better than the previous week's market. Again, the market tone is better here than is expressed by the Index. For those of you who have read this far we express our hopes to you for a Merry Christmas. We believe that next year will be a tough one, too.

Season's Greetings

and

Best Wishes

to All

★ ★ ★ ★

Troster, Singer & Co.



# Time Is of the Essence in Effecting Airline Mergers

By Alan S. Boyd,\* Chairman, Civil Aeronautics Board  
Washington, D. C.

**Air carrier regulatory head warns the industry to act soon in their own and the public's interest in effectuating mergers, or face Board's detailed studies specifically recommending which carriers should merge for the good of the industry and the nation. Merger criteria suggested are: (1) protection of public interest; (2) preservation of effective competition and; (3) minimum size for each carrier.**

Mergers probably present the best solution to the problem which the airline companies express as basic, that is excessive competition. Officials who favor mergers usually qualify their endorsement with the observation that they should achieve desirable objectives in public service. A reasonable degree of competition should remain. The mergers should result in better integrated route structures and sounder financial condition for the surviving carriers. Price should be fair and service adequate to the public. Several times I have gone on record as favoring mergers given these conditions. I do so again here.



Hon. Alan S. Boyd

Mergers are difficult to bring about. The Board is without the power to order them to come about. They usually involve complicated negotiations, requiring carrier managements to reach agreement on many controversial questions, and eventually requiring CAB approval. They are possible of attainment, however. Witness the fact that the 16 major "grandfather" airlines existing in 1938, five have been merged into other companies. I would hope that others of the 11 domestic trunklines now in existence will merge in the future, if the remaining carriers will then be financially sound and offer adequate and competitive service at reasonable charges.

The components (individual companies) are owned by many thousands of investors. The companies are in fact controlled by management. Management personnel have devoted their lives to developing the companies. They are well paid today because of their efforts. Management has a perfectly understandable vested interest in the continued existence of its own company.

### Advocates Studies by the Board

This vested interest has in the past militated against merger possibilities. It is quite important that individual carrier management today review merger possibilities and route exchanges or suspensions in the light of what is best for the public and the industry. Before I go into some merger criteria, let me say this: time may be running out for some carriers to receive what they and their investors consider to be a fair price for merging into other companies. It is altogether possible that financial conditions in the industry may become worse before they become better than they are now. Time is of the essence here and there is little or none to waste.

It is my personal view that if the carriers will not act soon in their own interests and in that of the public, the Board should institute studies of its own to develop detailed criteria for mergers and to determine what carriers should merge in the better interest of the industry and the nation. I am not speaking of studies in the abstract, I am speaking of

recommendations concerning specific carriers. Although it is true, as I have just said that the Board is without the power to order mergers, we are not without the power to study the matter, in my opinion, and to come up with a report which will disclose the situation in full. We have a statutory duty to the public, to the nation, and to the air transportation industry which we must discharge. Where we do not have the power to rectify an undesirable situation in air transportation, at least we can expose it and recommend corrective action.

### Public Interest

The first criterion for approving any merger is that it must be in the public interest. People need or want to travel and send or receive goods and mail by air. They would have this when and where they want it at fair prices for appropriate qualities of service. The carriers were granted their certificates of public convenience and necessity to meet these public requirements. Airline routes have been awarded in the public and national interest. A merger represents a basic change in route awards and structure. It should provide for better service, more through service, to more people in more communities.

The time has obviously come when every airline company must think seriously in terms of potential mergers. Fortunately there is a vast mass of basic data available in our recurrent origin-destination airline traffic surveys. Each carrier should map its traffic, both on-line and inter-line. The inter-line portion will show, at each connecting point, each of the various carriers with which the traffic connects. In this way, as of any one survey period, each carrier will know the most likely markets for through service. By comparing these charts over several survey periods, they should see where the trends of traffic are pointing.

I believe that wherever a potentiality exists for better through service, a potentiality exists for generating more traffic. I feel sure that the CAB would be extremely interested to learn of any such cases which will simultaneously satisfy a public need, expand the market for air transportation, and strengthen the airline carrier system.

### Effective Competition

There is a second basic criterion I would like to stress—the need for effective competition between carriers. Usually, competition is thought of in terms of numbers of competitors. I would like here to change the emphasis, and look less to the number of competitors and more to the intensity and effectiveness of competition.

I am not at this time about to launch into the vast and complex controversy over competition. I accept that competition is basic to the entire American free enterprise system. I accept, as is stated in the Federal Aviation Act under which we operate, that the public interest requires competition. But there is a limit on it imposed by economics and reason.

I believe that competition has advantages to the public and to the industry, acting as a continual spur to better service, and rapid improvement in aviation tech-

nology and economical practices. I know that competition has its costs, and that the economy inevitably pays for these benefits of competition. The objective is to strike a balance between benefits and costs.

I feel that the balance most nearly comes out with two carriers on a route between fairly large cities. In some quite exceptional cases, there may only be one, and monopoly is justified. Beyond a certain high density of traffic, or for some other overriding reasons, there may occasionally be justification for three or possibly more carriers on a route.

### Minimum Size

There is another essential to effective competition, and that is a requirement for a minimum size for each competitor. I have not worked out the concept of minimum size mathematically. It is, fundamentally, that each carrier be sufficiently large for a technically efficient specialization of labor and capital, and be able to command sufficient financial resources to purchase and operate optimum-sized fleets of the highly expensive aircraft we have today.

I will not try to say how many planes of a given type are necessary for low-cost operations. If it were, for example, 10 jets of a single type at a cost of \$5 or \$6 million each, plus associated spares and ground and mainten-

ance facilities, it might well require \$75 million of capital. If, to service a diversified system adequately, a similar sized fleet of smaller modern aircraft were also needed for shorter haul services, the total capital requirements for a single company could easily exceed \$100,000,000. Also, over a period of time conditions change and competition enforces rapid modernization with newer and better equipment. The minimum level of investment would then need to be increased.

It should be clearly understood that I am using these figures only for illustrative purposes. If any carriers present merger plans for Board approval, I hope that they will go into this problem in considerably more detail, and show on an engineering as well as a financial basis, how the remaining carrier would measure up to a criterion of minimum efficient size.

\*From a talk by Mr. Boyd before the Connecticut General Symposium on the "Issues and Challenges of Air Transportation," Hartford, Conn.

### Joins J. S. Strauss

(Special to THE FINANCIAL CHRONICLE)

SAN FRANCISCO, Calif.—Frank S. Kirkland has been added to the staff of J. S. Strauss & Co., 155 Montgomery Street. He was formerly with Hooker & Fay.

## Morse, Bergman Forming in N. Y.

Morse, Bergman & Co., Inc., members of the New York Stock Exchange, will be formed with offices at 26 Broadway, New York City, as of Dec. 28. Officers will be Alexander Morse, who will acquire a membership in the Exchange, President; Saul Bergman, Chairman of the Board and Vice-President; Benjamin Wein, Executive Vice-President; Mason W. Britton, Harriet Horne and Helen M. Cavis, Vice-Presidents; Harry G. Stracks, Treasurer; and Maxwell Kirchner, Secretary.

## Asiel & Co. to Admit Partners

Frank Levy on Dec. 28 will acquire a membership in the New York Stock Exchange, and will be admitted to partnership in the Exchange member firm of Asiel & Co., 20 Broad St., New York City.

On Dec. 31, Robert K. White, a member of the Exchange, will also become a partner in Asiel & Co.

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.

December 20, 1961

188,750 Shares  
**Cramer Electronics, Inc.**  
Common Stock  
Par Value \$1 per Share  
Price \$8 per Share

Copies of the Prospectus may be obtained in any State from only such of the undersigned and the other several underwriters as may lawfully offer the securities in such State.

**Carl M. Loeb, Rhoades & Co.**  
Incorporated

All of these Shares having been sold, this announcement appears as a matter of record only.

Not a New Issue

December 18, 1961

70,000 Shares  
**Harsco Corporation**  
Common Stock

**Carl M. Loeb, Rhoades & Co.**



# The Ever Growing Air Conditioning Industry

By Cloud Wampler,\* Chairman of the Board, Carrier Corporation, Syracuse, New York

Five air conditioning markets developing by 1966, amounting conservatively to \$6 billion, are described on the occasion of two engineering societies' joint award commemorating Dr. Willis H. Carrier's Rational Psychometric Formulae formulated 15 years ago. Mr. Wampler's outline of developments in residential and apartment central systems, school buildings, hospitals and industrial plants adds up to a cooling capacity tonnage of 10.6 million tons, and this excludes what may well occur when thermoelectric air conditioning becomes practical.

Ten years before his death Dr. Willis H. Carrier, one of the founders of our company, predicted that by 1965 chilled water would be piped through streets to provide air conditioning as a public utility service for large groups of buildings. Next May—some 22 years following this prophecy—the Hartford Gas Company will turn on just such a system to serve a complex of commercial structures, including several office buildings, two banks, a hotel, a broadcasting facility and a shopping center. Furthermore, utility companies in other cities are now thinking in terms of similar systems. And the approach conceived by Dr. Carrier appears particularly suitable as a means of air conditioning large clusters of buildings such as those which are part and parcel of urban renewal programs.

Each development that I have covered thus far would not have surprised Dr. Carrier at all. And I really doubt that the others which I shall discuss would have caught him the least bit off base. Be that as it may, I would like to discuss five particular air conditioning markets—already important but very definitely on the march. And I do so, firm in the



Cloud Wampler

belief that each of them is a part of "The Legacy of Willis Carrier."

**Central Air Conditioning Systems**  
First, the air conditioning of homes by means of central systems. In 1961 some 234,000 installations will be sold at an estimated retail price of about one-third of a billion dollars.

Assuming a continuation of present growth rates, nearly 1,600,000 homes will be centrally air conditioned during the next five years. This will require between 4½ and 5 million tons of cooling capacity with an installed value estimated to be more than \$2 billion.

Incidentally, our forecasts indicate that by 1966, one out of every ten, well-maintained, single-family, owner-occupied houses will be air conditioned with the grand total being nearly three million.

At the time of Dr. Carrier's death there was little air conditioning in apartment houses except for room units installed by tenants. But today—only 11 years later—this market is of vast importance to our industry.

It is estimated that during the next five years more than 1,600,000 apartments in buildings containing five or more units will be provided. About one million of these will be air conditioned. For our industry this means in round figures 1,750,000 tons of cooling capacity between now and 1966, with the installation value running in sum total pretty close to \$1 billion.

**The School Market**

Now then, the school market. Estimates by the U. S. Department

of Health, Education and Welfare indicate that the nation's public school construction bill for the next 10 years will approach \$25 billion. This would provide more than half a million new classrooms in some 60,000 elementary and secondary schools needed to ease current shortages and accommodate an increased enrollment of 7,600,000 students by 1971.

How many of these new school buildings will be air conditioned? It is difficult to provide the answer today with a high degree of accuracy. However, some recent statistics are indicative of the rate at which this market is expanding.

As of the end of 1960 less than 1% of the nation's 1,340,000 public school classrooms were air conditioned. But this year about one in every 20 new primary and secondary school buildings is being completely air conditioned.

The reasons for the increase in classroom air conditioning are numerous. A most important factor is the steady rise in summer school enrollment. Then there is the expanding use of visual aids which call for better control of lighting. Obviously, this makes air conditioning essential. For an open window is of little use when covered by a blackout curtain.

Furthermore, air conditioning permits improvements in design. To illustrate, more interior space as opposed to classrooms strung out in wings automatically makes for a more compact building which requires less ground space, less wall construction, less wiring, less plumbing and less many other things. The fact of the matter is that air conditioned schools can be built for no more money and frequently for less money than conventional structures.

Our market research people believe that 750,000 tons of cooling capacity will have to be supplied to school and colleges during the next five years. And this should mean orders for our industry totalling almost one-half billion dollars.

**Hospital Air Conditioning**

Another market which is developing swiftly is hospitals. Incidentally, Dr. Carrier designed the first hospital air conditioning system in 1914. This had to do with a premature baby ward in a Pittsburgh institution.

Until quite recently, however, hospital air conditioning was confined to special treatment areas such as surgeries, nurseries and delivery and recovery rooms.

Along about 1955 it became apparent that hospital air conditioning would become a market of importance. But the present outlook makes that of a few years ago look very small indeed. Consider this if you will—the Federal Government now estimates that \$1.6 billion in new hospital construction each year for the next 10 is needed to bring facilities up to adequate standards.

Related to this tremendous building program is the attitude of hospital administrators typified by a recent survey involving 18 key executives. Most of these expressed themselves vigorously that air conditioning aids patient recovery, increases staff efficiency, makes housekeeping easier and prevents the spread of odors.

It appears likely that among general hospitals used by the average citizen for short-term ailments, more than 60% of the patient-bed areas will be air conditioned by 1966.

Altogether hospital installations during the next five years will probably account for 1,400,000 tons of cooling capacity valued at somewhat more than one billion dollars.

**Industrial Trend**

My fifth chapter is headed "industrial air conditioning" and here it is interesting to note that the

first system ever designed by Dr. Carrier involved a production problem—the difficulties of color printing due to changes in humidity.

I do not mean to say that in the relatively near future every new factory will be air conditioned. But I am confident that this market is on the march.

Certainly there has been in the past several years a growing interest in factory air conditioning as a means of assisting human productivity, improving morale and reducing absenteeism and labor turnover. Please note that for the moment I am ignoring air conditioning as a part of an industrial process.

Studies of the effect of air conditioning upon the human factors in a substantial number of plants indicate an annual return on the added investment ranging from 26% upward. Any such consideration is bound to have a powerful influence.

As an indication of the huge future potential, the nation probably has some six billion square feet of production space today, with less than 10% being air conditioned. New construction, which currently appears to account for the largest portion of the industrial air conditioning market, has averaged over \$3 billion annually for the past five years. During the next five, it is estimated that over \$18 billion of new production facilities will be constructed. The air conditioning requirements of these together with those already in existence will total at least two million tons of cooling capacity. And that means business for our industry in the amount of about one and one-quarter billion dollars between now and 1966.

**\$6 Billion by 1966**

Now then, let me do some summarizing by listing the tons of cooling capacity which we foresee as being required during the next five years in the more rapidly developing markets that I have been discussing:

	Tons
Residential central systems	4,700,000
Apartment houses	1,750,000
School buildings	750,000
Hospitals	1,400,000
Industrial plants	2,000,000
<b>Total</b>	<b>10,600,000</b>

Turning now from tons to dollars, it appears these five markets will account for nearly \$6 billion worth of business for the air conditioning industry between now and 1966.

As you consider this staggering figure please keep in mind that my estimates are exclusive of the old, tried and true markets such as office buildings, department

stores, hotels and commercial establishments generally. Also, I should make clear that these widely recognized markets involve not only new construction but the unavoidable modernization of existing structures.

**Advanced Technology**

At this point let me cover briefly a subject with which Dr. Carrier would have felt very much at home—the advanced technology of air conditioning. Many in the industry are aware of the thermoelectric cooling and heating "sandwich" or panel. The cost of this per BTU of capacity is presently very much on the high side as is also the operating expense. However, it represents one important stage in the development of a prototype thermoelectric air conditioning unit for use on nuclear powered submarines and other vessels. Next spring Carrier expects to deliver the prototype as ordered to the U. S. Navy. This will contain 24 panels and the entire unit will occupy less than one cubic foot of space. As for cooling capacity, two of these assemblies would be sufficient for the average three bedroom house with a floor area of 1,200 square feet.

No one of us can now predict when thermoelectric air conditioning will become practical for residential or commercial applications. Obviously, there are many problems yet to be solved. But I am sure these will be solved and I cannot imagine a more exciting area for the research and development people of this great industry of ours.

Without question we are still a long, long way from reaching an end to growth either in markets or in technology. And I hold that the trails which Willis Carrier blazed when he created the first scientific air conditioning system in 1902 and when he submitted the Rational Psychometric Formulae in 1911 stretch very far into the future.

\*From a talk by Mr. Wampler before a joint meeting of the American Society of Heating, Refrigerating and Air Conditioning Engineers and the American Society of Mechanical Engineers, N. Y. C.

## E. F. Hutton Co. To Admit to Firm

On Jan. 1 William F. Close, Eli W. Tullis and John Dennis Brown will become partners in E. F. Hutton & Company, 1 Chase Manhattan Plaza, New York City, members of the New York Stock Exchange. Mr. Tullis will make his headquarters in the firm's New Orleans office, 233 Carondelet Street; Mr. Brown will be located in the Houston office, 901 Rusk.

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# When Do We Benefit Most In Taxing Foreign Earnings?

By H. A. Rockwell,\* Treasurer, Merck & Co., Inc.

President's tax proposals for foreign investment earnings are scored by Mr. Rockwell who contends (1) no preferential treatment has been accorded those earnings, (2) existing law furnishes all the tools the Treasury needs to prosecute tax evasion particularly as they may concern "tax havens"; and (3) our tax laws require neither updating nor down-grading if we are to remain internationally competitive. Mr. Rockwell agrees with and endorses Congressman Boggs' proposals regarding usefulness of Foreign Business Corporation for both large as well as small enterprises.

Commerce Department statistics show us that American business has increased its direct investment abroad from \$11.8 billion at the end of 1950 to \$32.7 billion at the end of 1960. Has this investment had favorable effects on the economy of the U. S. and Free World? If the answer to this question is emphatically yes, as I believe it is, then we must oppose the President's program to change the U. S. tax treatment of foreign earnings. He would in effect impose tax penalties on companies that have invested abroad, when the real need is for a constructive program. A brief review of the postwar period will serve to suggest the kind of tax revision which would be justifiable at the present time.

Following World War II, leadership in rehabilitation had to come from the United States. What were the forms that this leadership took? First, of course, were the programs of our government, including the many facets of financial aid. Second, and in my opinion of equal importance, were the programs of the business leaders of our country operating in the framework of the free enterprise system.

Business naturally was motivated by profit, but it also encountered new forms of risk which it was prepared to shoulder without any new privileges extended by way of U. S. tax incentives. Let me just repeat that thought—in the postwar period American business has not received any special U. S. tax inducements or privileges to spur its investments in foreign countries. Quite to the contrary, business has been rebuffed on every proposal that would permit better correlation between the tax structure of the foreign country where the income is earned and the tax structure of the U. S. upon repatriation of the foreign earnings for use in the U. S. I would like to cite a few examples.

## Favors Boggs' Proposal

The rewrite of the Internal Revenue Code in 1954 first proposed, but later withdrew, a means of deferring U. S. tax on the income of foreign branches of U. S. domestic corporations. The objective was to place the tax treatment of branches on an equal footing with the U. S. tax treatment of foreign subsidiaries. This was not tax concession, but an attempt to eliminate tax considerations from the decision as to form of corporate structure to be used in a given foreign country. Later a similar result would have been obtained in legislation proposed by Congressman Boggs through the use of a U. S. holding company to be known as a Foreign Business Corporation. Many of the so-called "tax haven" companies that seem to be giving the

U. S. Treasury Department concern today would not have been created had our laws been modernized along the lines of the Boggs proposal.

Another instance where the U. S. businessman has sought correlation of tax laws but not U. S. tax concessions has been allowance for taxes "spared" by the foreign country. Here the businessman has said, "I am willing to place capital sums at risk in Country X if I am free to negotiate my tax bill with the government of that country, and have any benefits by way of tax concessions abroad carry through to the U. S. stockholders of my company." Up to this point in time, the attitude of the U. S. Government has been that any taxes saved by such negotiations will accrue to the U. S. and not to the stockholders who took the investment risk. In other words, taxes forgiven by a foreign government become taxes payable to the U. S.

From these examples then you can see that our government has had opportunities to do a constructive job toward creating a sensible tax atmosphere for the business transactions between the nations of the Free World, but thus far no progress has been shown.

## Decries President's Tax Proposals

Now comes the bombshell in the form of the President's tax proposals of last spring. Instead of constructive action we are faced with destructive action. Here are the proposals as they concern the \$32 billion stake of the American businessman in the continued progress of the Free World economy.

(1) Levy the 52% U. S. corporate tax in the year the income is earned abroad regardless of whether or not such income is ever brought home to the U. S., the only exemption being a subsidiary in a lesser developed country which is not deemed a tax haven subsidiary. Incidentally, the definition of a tax haven subsidiary remains uncertain.

(2) Reduce the foreign tax credit allowable as an offset against U. S. taxes by changing in most instances the computation which has been used for more than 30 years.

In support of these recommendations the President said:

"If we are seeking to curb tax havens, if we recognize that the stimulus of tax deferral is no longer needed for investment in the developed countries, and if we are to emphasize investment in this country in order to stimulate our economy and our plant modernization, as well as ease our balance of payments deficit, we can no longer afford existing tax treatment of foreign income."

Throughout the testimony of Secretary Dillon, supporting the President's proposals before the Ways and Means Committee, the expression "deferral privilege" was used. He indicated that taxation of the earnings of a foreign entity simply removed a special incentive previously given by the U. S. that was no longer needed or equitable in the circumstances.

The fact is that the jurisdictional right of any nation to tax a bona fide non-resident foreign corporation on its foreign income has rarely if ever been advanced before. Therefore, at no point in time could the U. S. be considered as having extended a privilege to the U. S. business investor. As I said earlier in this paper, the threefold increase in the direct investment abroad during the 10-year period ending with 1960 was in no way stimulated by U. S. tax concessions.

The Administration's approach met prompt challenge as to legality, equity and knowledge of the facts. The printed record of the Hearings before the Ways and Means Committee held in June show some 1,000 pages of testimony in opposition to the proposals for taxing foreign earnings. Included is the presentation of a member of the MCA Tax Policy Committee.

## Sums Up Agreements

Emerging clearly from the record is the preponderance of evidence in support of industry's position that its foreign investment has been essential to the strength of the Free World, that it has improved the U. S. economy as well as the economy of other Free Nations and is continuing to do so, that tax deferral is not a privilege nor has it been a major incentive for foreign investment, that existing law furnishes all the tools necessary for Treasury to prosecute evasive acts particularly as they may concern the "tax haven" enterprise, and finally that U. S. tax law needs updating not down-grading if we are to be competitive with other nations in international trade.

I think we all should look with pride at the presentations made by the business spokesmen. Here is an outstanding example of the job that can be done when an aroused citizenry takes the time to develop a clear record of the facts.

I trust that the initiative shown at the Hearings in correcting misconceptions of the past will now move forward in the direction of legislation long overdue. On the record, business has sound bases for pursuing the following arguments:

(1) That it should not be penalized by change in the

method of computing the foreign tax credit.

(2) That the principle of tax sparing must be accepted in tax treaties between nations of the Free World.

(3) That the concept of the Foreign Business Corporation as proposed by Congressman Boggs be brought to fruition.

## Agrees With Congressman Boggs

I would like now to dwell on the third item, but before doing so let me assure you that no conspiracy exists between me and Congressman Boggs. My paper was prepared in advance of his remarks on the same subject.

The Foreign Business Corporation first of all would be a domestic corporation clearly subject to all the laws of the U. S. Its foreign source income whether in the form of earnings from its own activities abroad or activities of its subsidiaries or branches would not be taxed by the U. S. until domestic use was made of the earnings, e. g., through loans or distributions to its parent company. It would be permitted to act as a banker in the financing of one foreign operation out of funds available in another foreign operation, without U. S. tax incidence. Likewise without U. S. tax incidence, the parent company could transfer its ownership rights in foreign assets to the FBC.

The right to be taxed as an FBC would be elective and, of course, subject to satisfying certain requirements regarding the volume and type of its foreign activities, e. g., 90% of gross income from sources without the U. S. and 90% from the active conduct of a trade or business.

From this brief analysis then you will recognize that the FBC would be useful to the small as well as the large enterprise; it would allow for segregated management, control and financing; it would eliminate the tax differentiation between branches and subsidiaries; it would make provision for direct export operations; and it would return to U. S. jurisdiction the legal situs of ownership rights of many of the foreign assets which have been attracted abroad in recent years through promotion of the tax haven concept by certain foreign governments.

In closing may I point out that

business by the strength of its testimony before the House Ways and Means Committee has taken a big step in countering the ill-conceived proposals of the Administration, but we must build further on that foundation. The Treasury Department fully intends to introduce the same program again early next year and we must be prepared to take the offensive. I suggest for serious consideration the Foreign Business Corporation proposal.

\*Remarks made by Mr. Rockwell at the Manufacturing Chemists' Association's 11th Semi-Annual Meeting and Midyear Conference, New York City, Nov. 21, 1961.

## Silverman Heads James Talcott, Inc.

A financial era that began nearly 108 years ago ended Dec. 20 at the offices of James Talcott, Inc., the nation's largest independent



Herbert R. Silverman James Talcott

commercial financing and factoring organization, when 68-year-old James Talcott, grandson and namesake of the firm's founder, announced his retirement as Chairman of the company and an active participant in corporate affairs. For the first time in its long history, the house of Talcott will not have a Talcott at its head.

Herbert R. Silverman, President of the company since 1958, was elected to succeed Mr. Talcott as Chairman and Chief Executive Officer and will continue to serve as President.

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# A Floating Pound Would Cause Sterling to Sink

By Paul Einzig

Proliferant converts to the floating pound in England are told in clear-cut terms why it would be a disadvantageous step. Dr. Einzig compares the pre-World War II world wide deflationary trend, favorable for a floating rate, with the factors in the present outlook. He warns that any appreciation swing would be checked by a deterioration in the balance of payments whereas a depreciation swing would not be automatically checked. His prognosis is a depreciating trend for sterling despite occasional recoveries, and he fears this would be made to appear respectable and, therefore, not induce strong remedial measures.

LONDON, England — The late Professor Edwin Cannan once remarked that people who are quite reasonable and sensible on most subjects become stupidly fanatical when they discuss their favorite ideas on currency problems. This is exactly what is happening nowadays to quite a number of otherwise intelligent people who have allowed themselves to be converted in favor of the floating pound. The correspondence columns of newspapers are full of letters, many of them from people who ought to know better, who support the idea with a fanaticism worthy of a great deal better cause. It is of course possible to make out a good cause for almost any monetary proposal—even for a return to bimetalism or to full gold standard with coins in circulation. But anyone who is in favor of floating exchanges in existing circumstances must have deliberately blinded himself to facts and arguments which should be only too glaringly obvious to all people whose intelligence is not much below average.

Those in favor of the floating pound really seem to believe that all that need happen is for the government to adopt their idea and the British people would live happily forever after, relieved of all their worries and troubles. Incredible as it may seem, these fanatics really believe that if only sterling were allowed "to find its level" the balance of payments deficit would disappear. Anyone who is capable of believing that nonsense is capable of believing anything.

## Pre-War Experience

This strange creed is based on pre-war experience with the floating pound, without regard to the fact that conditions today are totally different from those prevailing in the '30s. Even then the

fluctuations of sterling produced chain reactions in the form of depreciations and devaluations of other currencies. But by and large the system worked. This was due to the following circumstances:

(1) The main danger was world-wide deflation. By making sterling flexible Britain was able to avoid importing unemployment.

(2) Protection was adopted, so that it was possible to safeguard the domestic market against increased foreign competition resulting from an appreciation of sterling.

(3) There was ample unused productive capacity and ample unemployed manpower, so that it was possible to take advantage of Britain's increased competitive power resulting from a depreciation of sterling.

(4) Owing to the size of unemployment British wages were elastic in a downward as well as an upward direction.

None of these circumstances exist today. (1) There is no need to keep sterling flexible in order to avoid importing unemployment because there is no deflation to import. (2) The trend now is not towards protection but towards the elimination or reduction of tariffs, so that the domestic market would be flooded with imported goods whenever sterling appreciated. (3) On the other hand, it would not be possible for British exporters to take anything like full advantage of improved export possibilities that would result in a depreciation of sterling, because industries which would be enabled to compete are already working near capacity, and labor is scarce.

(4) Above all, while sterling would be flexible in both directions wages would only be flexible in one direction. It is inconceivable today that any trade union would ever consent to a wage reduction in any circum-

stances imaginable, so that whenever sterling appreciated a corresponding rise in the price of British goods in terms of foreign currencies would affect export prospects immediately. Indeed it is inconceivable that in face of an appreciation of sterling and the resulting fall in the prices of imported goods the trade unions would be prepared even to moderate their wage demands. So the result of a rise in sterling would be inevitably a sharp decline in Britain's competitive capacity and a deterioration of the balance of payments.

On the other hand, the result of an appreciation of sterling would not be an improvement of the balance of payments. For the rise in the price of imported goods would further stimulate wage demands. Moreover, it is highly doubtful that, in existing conditions, the physical volume of exports could be increased to a sufficient extent to compensate the balance of payments for the adverse change in the terms of trade caused by a depreciation of sterling. It would take quite a supreme effort for Britain to run fast enough to be able to stand still.

Most important of all, the government would lose the incentive to resist wage-plunder and inflation. Until now all post-war governments, Socialist or Tory, made some degree of effort to that and whenever there was a danger of being forced into devaluation. But the beauty of flexibility is that a major depreciation of sterling would no longer be something to be ashamed of. It would become quite respectable, and would be looked upon as being just a normal part of the system. Whenever sterling is under pressure the government would cheerfully and unashamedly take the line of least resistance. Sterling would be lowered again and again and again as a matter of administrative routine. It is true, in theory sterling could also rise, and no doubt it would from time to time, if only as a result of dollar scares or other speculative influx of short-term funds. But upward movements would be checked by a deterioration of the balance of payments, while there would be no automatic check to downward movements. In such circumstances the floating pound would have to be—temporary recoveries apart—a persistently depreciating pound.

# Connecticut Brevities

**Stanley Works** of New Britain has agreed to acquire S. N. Bridges & Co., Ltd., London, England. The company is one of the largest manufacturers of high quality electric and pneumatic power tools in England. This acquisition is a further step in a long-term program to develop and strengthen Stanley Works worldwide operations. All the capital stock of Bridges will be acquired by Stanley's English subsidiary.

**United Aircraft Corporation** has reorganized part of its missile and space activities to increase its government contract work. The company has established the United Aircraft Corporate Systems Center in Windsor Locks to absorb and expand Hamilton Standard's missiles and space systems development and give such work a new management at the corporate level. The Systems Center will be staffed at the start by 150 members of Hamilton's missile and space systems department.

**The New Britain Machine Co.** will manufacture the Morey line of electronically tape-controlled three-axis and four-axis profile milling machines through its Lucas Machine Division in Cleveland. These machines are used primarily by the aircraft industry for producing specialized parts requiring highly precisioned tolerances.

**Superior Electric** has moved most of its Bristol area manufacturing operations from 12 scattered locations to its new 300,000 square-foot plant on Middle Street on the former Bristol Airport property. Cost of the modern building is estimated at \$3,000,000.

Directors of the **Connecticut General Life Insurance Company** of Bloomfield have proposed a plan for the acquisition of Aetna (Fire) Insurance Company, Hartford, whose board has also expressed approval. This plan is contingent on: (1) CG stockholder approval at a special stockholders' meeting to be held Jan. 3, 1962 (2) approval by the Insurance Commissioner of Connecticut, (3) acceptance by holders of at least 80% of Aetna stock, and (4) a Treasury Department ruling that the exchange is tax-free.

**The Electric Boat Division** of General Dynamics Corporation of Groton, one of the top producers of nuclear powered submarines, announced that it plans to hire more than 2,000 production workers by next spring. Current employment at the Eastern Connecticut Plant on the Thames River is 10,667. The planned addition to the work force will bring total employment to a figure in excess of the previous all-time high of 12,412 attained during World War II.

Company officials said that the firm has a near record work load of construction contracts for 11 nuclear submarines. Electric Boat has built 10 of the 21 nuclear sub-

marines now in service including the Polaris-firing models.

**Andersen Laboratories** of West Hartford has announced the formation of a Wire Sonic Division to manufacture magnetostrictive delay lines. A new plant covering about 10,000 square feet will be occupied in Farmingdale, New York. Equipment will include a wide range of electronic test equipment, vacuum heat treating and machine shop facilities. The division is expected to employ about 100 people when operating at a capacity of \$1,000,000 in shipment.

**Pratt & Whitney Aircraft** of East Hartford, Connecticut, has sold another of its jet engines as additional ground power for an electric utility company. The new customer is the Delaware Power and Light Co. which will install a generating unit designed by P. & W. A. that is powered by a modified J-75 jet engine. This will constitute the first use of the J-75, with natural gas as fuel, according to Pratt & Whitney officials. The new jet unit will be used to supply power during peak load periods in Wilmington, Delaware. It is expected to be in operation by the end of next year.

## N. Y. Inv. Ass'n Elects Officers

Richard E. Boesel, Manager of the syndicate department of Hayden, Stone & Co., was elected President of The Investment Association of New York at the association's annual meeting. J. Scott Crabtree of Equitable Securities Corporation was elected Vice-President, Peter P. Wiley of Merrill Lynch, Pierce, Fenner & Smith Incorporated, Secretary and Morgan H. Harris, Jr. of White, Weld & Co. Treasurer.

The Investment Association of New York is an organization of approximately 600 young men engaged in the investment banking and security brokerage business.

The following were elected Chairmen of Executive Committees: Robert E. McGill, III of Morgan Stanley & Co., Member Education Committee; J. Logan Burke of W. E. Hutton & Co., Public Education Committee; Richard W. Goss of Merrill Lynch, Pierce, Fenner & Smith Incorporated, Entertainment Committee; George V. Fargis, Jr., of Eastman Dillon, Union Securities & Co., Membership Committee; Charles H. Symington, Jr., of G. H. Walker & Co. and John E. Eckelberry of Clark, Dodge & Co., Publication and Publicity Committee.

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# Public Power Advocates Are Renewing Their Attacks

By Philip A. Fleger,\* President, Edison Electric Institute, and Chairman of the Board and President, Duquesne Light Company

The case against public power and for privately owned electric utilities is presented in opposition to the current drive for government power. Instigation of the latter is contrasted with private plans to invest more than \$143 billion in electric company systems in the next 20 years resulting in nearly \$102 billion in taxes without involving any outlay of taxpayers' money. Mr. Fleger protests the government's plans to spend unnecessarily \$10 billion, in addition to present \$5½ billion in Federal projects, at a time when government funds are hard pressed, which would not result in cheaper rates if taxes are included and, particularly, since there is no question that private financing is available to handle plans to nearly quadruple our power-producing capacity during the 1960s and 1970s alone. Industry is asked to make every effort to bid for public support now that government power advocates have taken a new lease on life and are going farther than before.

Since before the turn of the century, the Federal Government has had an interest in power development. But in those days it was incidental to flood control and navigation. The government really entered the power business during the 1930's with the establishment of the Tennessee Valley Authority. Then, when Congress blocked attempts to establish other valley agencies, such governmental agencies as the Bonneville Power Administration, the Southwestern Power Administration and the Southeastern Power Administration were set up.



Philip A. Fleger

During the past eight years there was a sharp drop in new starts of government power projects and many of us thought this wasteful and unnecessary encroachment on our free enterprise system was finally going to stop. But that isn't the way it has worked out.

## No Mandate From Voters

In the 1960 November election, the arguments for government power carried no weight with the voters. In virtually every state in which vast government spending has been demanded for government power projects, the voters showed their preference to be served by the investor-owned electric companies. But the advocates of government power have completely ignored the expressed preference of the people. They have taken a new lease on life and are going farther than ever before.

What are the specific goals in the current drive for government power? One of them seems to be building up the rural electric co-operatives into service companies for industrial and urban areas. Through the Rural Electrification Administration, these co-operatives are being financed with 2% money, costing them about half what it costs the government. So the American taxpayer is paying the bill for this expansion.

Another goal seems to be preventing any of our companies from undertaking any hydro-electric developments in major river basins. Since these projects can be financed in the free market, it would be an unnecessary waste of the taxpayers' money as well as a violation of our free enterprise system to have the government undertake them.

Still another goal seems to be the creation of a nationwide transmission network for Federal power. This would duplicate our own interconnected network, would involve more waste, and would serve no useful purpose.

## Unfair Competition

In the United States, government has had a long-established role of regulator, or watch-dog, if you will, to assure fair play in business. But when government, with its police powers and powers of taxation, enters a business in which its nation's own citizens are properly performing, it can compete in a way which is completely unfair.

In the power business, government ownership has created a glaringly unfair form of competition. This fact cannot be stressed too often.

The basic tactic of the advocates of government power is quite simple. They offer electricity at less than cost to certain sections of the country, like the Tennessee Valley, through exemption from taxes and the loan of money at less than the going rate in the free market. This simply involves taking money from some citizens and giving it to others. As a result of this devious and un-American practice, 20% of the users of electricity in this country are being excused from paying more than three-fourths of the taxes that the other 80% are required to pay through their electric bills.

Now, we, the investor-owned electric utility companies, are prepared to bear our full, fair share of the cost of government, and we believe our customers are, too. And since Russia has declared economic war upon us, this is a time when all Americans need to pull together and to do so with the knowledge that everyone is bearing his proper portion. So it seems both a poor economy and a morale-reducing inequality to continue to allow 80% of the nation's electricity users to avoid paying their proper share of taxes in their electric bills—just because they happen to be customers of governmentally financed power projects.

But there is much more at stake here than our own interests, important as they are to us. As a nation we appear to be facing a long, hard fight with international communism in which our government will need huge sums for defense. Surely, we do the broad national interest a service in pointing out that over the next 20 years more than \$143 billion for construction of electric company systems will come from the operation of our industry in a free enterprise economy—a burden government need not and should not bear. And not only that, but over the next two decades, the investor-owned electric companies will contribute nearly \$102 billion in taxes to Federal, state and local governments, more than half of this total to the Federal Government. Even in the stratosphere of Federal governmental finance, these are very large sums.

## An Appalling Statistic

I saw a statistic several months ago that appalled me. It was a

simple one: the interest on the U. S. national debt amounts to more than \$1 million an hour. Yes, our inability to comprehend the genuine magnitude of the millions and the billions our government spends may have more influence on irresponsible government spending than we realize.

How many people understand that if government-financed power projects paid taxes on the same basis as companies, there would be more than \$500 million annually in additional tax revenues for Federal, state, and local governments? How many people understand the fact that Government-in-the-power-business now represents an investment of about \$5½ billion in Federal projects and that there are plans for spending some \$10 billion more? These are funds that are vitally needed for our national defense and in other areas of legitimate government activity. Government—in-the-power-business drains money away from these areas. And this is all the more serious because government expenditures are totally wasted in the power field. They are not necessary at all.

When a member of the general public is faced with a welter of conflicting statements concerning benefits, costs, and merits of any given project, it may appear far easier to ignore the whole business than try to understand it. But it only takes one simple question to cut through the confusion: "Can these power facilities be financed in the free market?" If the answer is "yes," then the answer to government financing must be "no."

As in the past, the funds needed to build the power plants for the future can be provided by the millions of Americans who voluntarily invest their savings, directly or indirectly, in electric company stocks and bonds. This has been the foundation of America's world leadership in electric power supply.

## Private Industry's Long-Range Program

Our companies are planning today for the power needs of 1970, 1980 and even for the year 2000. During the sixties and seventies we will be nearly quadrupling our power-producing capacity. By the year 2000, total power production in the United States will probably need to be in a range of from six to 10 trillion kilowatt-hours. We

offer our pledge that the capacity to produce this power can be wholly provided under the free enterprise system, and financed entirely through the free money market.

The pattern for progress in the electric industry was laid out long ago. The motivating spirit in this pattern is free enterprise—and government power violates it. Government power is wasteful. It is discriminatory. And most important of all, it is wholly unnecessary.

So it's up to us—to advance America's electric leadership. That leadership is of paramount importance in the world today—but the average American doesn't realize it. It has been established by our industry, operating under free enterprise—but the average American doesn't know it. It is threatened by the continued growth of Federal power—but the average American doesn't recognize it.

## Industry's Task

The question is—what should we as an industry do about it?

First and foremost, we must continue the performance that has established that leadership in the first place. We must continue to sell electrical living and we must continue to build to take care of the demand we create. We must continue to serve the American people as we have served them for the past 80 years.

Second, and equally important, we must convince the American people that we built America's electric leadership and we're the best qualified to advance it. We must convince them that government competition threatens that leadership.

We must use every available medium. We must use advertising in the newspapers, on radio, and television. We must use our bills and we must use direct mail. We must use display space in our showrooms and offices. We must make speeches and we must even hold street corner conversations. All our people must work for the support of all the people with whom they come in contact.

This is what we can do, company by company, across the land. And this is what we must do everywhere for we're all in it together.

A Hells Canyon, Colorado River storage project, a generating and transmission co-op in Indiana, a public utility district election in

Washington—these are not local battles. They are skirmishes in a mammoth struggle that threatens every part of our industry and our traditional American system of free enterprise as well.

Our people have made progress in getting the American people on our side. Twenty years ago, according to surveys, 55% of the public favored government ownership of electric utilities. Today that figure has dropped to 38%. By any standards, that's a substantial gain.

But, I repeat, the advocates of government power have taken a new lease on life and are going farther than ever before. We must match—yes, out-match—their aggressiveness in bidding for the support of the American people. All it takes is a willingness and a will. We have plenty of experts in communication in our companies. All top management has to do is to give them the assignment and their full support. Through the years, our companies showed vision and skill and courage in building America's electric leadership. We must now show vision, skill and courage in bidding for the support of the American people.

\*From an address by Mr. Fleger before the 14th Annual Roundtable Conference of the EEI Industrial Relations Committee, Chicago, Ill.

## Elected Director

Richard P. Oakley has been elected a director of The One William Street Fund, Inc., effective Jan. 1,



Richard P. Oakley

1962, it has been announced. A partner of Lehman Brothers, the Fund's investment adviser, Mr. Oakley has been a Vice-President of the Fund since its inception.

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

December 15, 1961

360,000 Shares

**COMMERCE CLEARING HOUSE, INC.**

**Common Stock**

Par Value \$1 Per Share

These shares are presently outstanding and are being purchased by the underwriters from certain stockholders.

Price \$19.50 per share

Copies of the prospectus may be obtained from the undersigned (one of the undersigned named therein) only by persons to whom the undersigned may legally offer these securities under applicable securities laws.

**Dillon, Read & Co. Inc.**



# Probable Impact of Trend Toward Regional Groups

By Leon A. Bekaert\*, President, Federation of Belgian Industries and Managing Director of Trejileries Leon Bekaert, Belgium

The many faceted, inter-related effects and consequences resulting and apt to result from regional trade integration are probed by Mr. Bekaert who knows full well the Benelux experiment and the ECM. Moreover, he compares European experience with what Latin American regional trade can expect, and with North American trade. The noted European industrialist explains why it is impossible to predict what would arise in the event of the merger of the "Sixes" and "Sevens"—other than that Great Britain's entry would mean reduced duties on Commonwealth manufactures, and more farm imports.

The formation of vast areas of commercial and economic integration in the world will inevitably lead to a certain reorientation and displacement of some existing trade.

It would be premature at present, however, to make precise projections regarding this development which will largely be determined by a series of imponderable factors. Some

of these are inherent in the evolving and still incomplete character of the different integration formulas now being carried out. Others depend on the often unforeseeable reactions of countries not participating in this movement.

We feel, therefore, that any hypothetical forecast would have to be surrounded by so many provisos that right from the start it would lose any practical value.

How could one plan, for example, the effects of European integration? The level of the EEC common tariff towards outside countries is still under negotiation in GATT. That is where outside countries are endeavoring to obtain concessions on the products they consider most exposed to the restrictive incidence of this tariff, and consequently first to be considered in a prospective analysis. Furthermore, neither the common commercial policy nor the common agricultural policy has yet been decided, and the present association status of overseas territories is only provisional. Would the hypothesis of a merger between the Six and one or more of the Outer Seven with or without the association of the Commonwealth countries, be adopted? And what would be the terms of the merger?

Finally, the impact of regional integration on international trade will be very different according to whether it is undertaken in expanding or declining business conditions.

All these factors are extremely important and can profoundly alter the normal consequences of regional integration.

It is from the angle of an economic world in rapid evolution, with political considerations being determinant, that I shall try to outline how I see the impact of the trend toward regional groups on world trade.

It is neither an exhaustive review nor a projection; it is merely an approach.

## Result in Quicker Trade Development

The first consequence normally expected of regional grouping is a quicker development of trade within the community than with outside countries.

It would be wrong, however, to attribute this movement solely to tariff or quota discrimination in favor of products produced by member countries of the group.

Even the perspective of an integrated market may, in a transitional period, create new flows of trade or intensify existing ones. Actually, it is a matter of a vast anticipatory movement of businesses and trade in regard to a future situation of integrated markets. It is, indeed, owing to this movement that it has been necessary to accelerate the EEC and EFTA treaties in order to catch up with economic reality.

What other explanation is there for exchanges within the European Economic Community increasing so disproportionately in 1959, with the very small tariff preference of 10% which set them in movement? This increase was 17% in value and 22% in volume. The importance of this increase will be appreciated when it is remembered that the volume of trade between the six countries increased by 11% in 1956, by 9% in 1957 and decreased by 1% in

1958, yet 1957 was an even better year for business than 1959.

It all adds up to saying that the decision to set up the Common Market caused an appreciable development in trade, right from the beginning of the transitional period, quite apart from immediate preferences.

But the anticipation feature is not the only one. Other factors, proper to the transitional period, are bringing about specific flows of trade both within the integrated group and with outside countries. Just think, for instance, of the effects of the structural adaptations of firms and national economies to the new dimensions of the market.

## Effect on Product Output and Investments

The prospective opening of a great integrated market incites industrialists to a general rationalization effort. Firms are giving up certain products of their production range in order to specialize more in the categories in which they are the most competitive.

As a result, goods will be able to be offered on the integrated market at more advantageous prices. Another result is that each member country will in future import from other countries of the zone the goods of which it has abandoned production, and will export goods in which it has specialized and developed production; hence a big development in trade within the community.

It naturally follows that this effort of adaptation necessitates considerable investments which means orders for equipment, either from within the zone or outside of it.

The effect on trade with outside countries, of this expenditure, will obviously be more immediate if the member countries of the zone do not themselves produce the necessary equipment and are therefore forced to go outside for them. Seen from this angle, the repercussions of European integration may be different from those of Latin American integration.

If the transitional period is liable to entail a big increase in trade within the community—provided, of course, that the economies are sufficiently competitive—then, *a fortiori*, the definitive period should further assist this movement.

Yet this quicker growth of internal trade is not an absolute law. One may well wonder whether, after a few years, internal and external trade will not have a tendency to develop along parallel lines once again, thus attaining a new point of balance. Perhaps the Benelux experiment will furnish an answer to this question. Before the war, the part of Belgium-Luxemburg in Holland's import trade was 11.6%. Since the 1948 Customs Union, this percentage has gone up to 18.1% (1955). Since the latter year, however, the proportion has remained practically invariable.

## Transportation Cost Factor

To that it must be added that the "incentive" of preference—which varies according to the level of the common outside tariff in a customs union, or national tariffs in a free trade area—may be cancelled out by extra transport costs, when the group does not cover a geographically united area. Such might be the case, for example, of Austria and Switzerland in the European Free Trade Association, for these countries are nearer to the EEC than to their partners in the EFTA. Such might be the case, too, of countries in the Latin American Free Trade Area.

It is important, therefore, that countries which enter a regional group should have easy, direct lines of transport between them. And it is not only distance that counts. For example, trade between two ports of the same con-

tinents might be far more expensive than transport between two ports that were further apart but connected by a big international shipping line.

To a certain extent, therefore, a difference in transport costs may counter-balance tariff preference.

## External Competitive Pressure

Finally, factors such as the existence of certain traditional trading relationships with outside countries, differences in production costs and other comparative advantages, will continue to exercise a preponderant influence on the evolution of trade within the integrated group.

In this respect, we must stress the importance of the absence of any international standardization of products. In new countries, perhaps this factor does not play a determinant part. But when highly industrialized countries set up an integrated zone between themselves, this absence of standardization—in most cases the result of national tastes and habits—may slow down the effects normally expected of zonal preference.

## Result in Quicker Economic Growth

The tendency towards rapid development of internal trade inevitably involves certain displacement of previous trade channels, and consequently, in one way or another, breaks up the existing balance. Nevertheless, although the effects of commercial or economic integration on various products and various countries must necessarily be different, integration may give rise to new trade which, for the outside world as a whole, makes up for the negative effects of these movements.

Real total damage could be done only if the regional integration of countries largely dependent on international trade, were to have consequences contrary to what was expected, i.e. a contraction of economic activity and not an expansion.

We may reasonably anticipate, in this case, that integration, in the manner in which it is conceived, must lead to quicker economic growth.

Under the pressure of competition, we are witnessing a migration of production factors, of less productive units towards more productive ones. This migration, which normally takes place within each country, now extends to the member countries of the integrated group.

In close connection with this movement, we find that integration makes possible a better technical and economic concept of enterprises and is at the origin of the creation of new production units, among which are subsidiaries of foreign firms anxious to become "insiders."

It is an open question whether this increase in production and general well-being will be merely a leap forward or an accelerated, continuous growth.

In my opinion, the answer will combine the two.

There will first of all be rapid economic development while firms adapt themselves to the new aspects of an integrated market. The early years of the European Economic Community confirm this tendency. In relation to 1958, the general index of industrial production went up to 107 in 1959 and to 121 in 1960; then, as a result of a new dimensional economic structure and a better division of labor, a growth which will be greater in absolute terms than that which existed before integration.

## Increased Imports

It is through the overall expansion of national economies (and the rapid development of exchanges within the community is one of the elements), that regional integration can contribute

to an increase in imports from outside countries, and thereby to their prosperity in general.

And it is in fact in this way that EEC imports from outside countries have developed in the course of the last few years. While, in relation to 1958, the value index of trade within the community mounted to 149 in 1960, at the same time the index of imports from outside countries rose to 121, a figure which corresponds exactly to the community industrial production index. In volume, these respective figures are 152 and 127.

This evolution is certainly fundamental, and is confirmed by the facts, but it is nevertheless governed by a series of economic factors; it is not inherent in any integration formula, anywhere in the world.

The condition for such a movement to take place is that the economies engaged in the integration process must be largely dependent on international trade, diversified both in terms of commodities and of geographical areas.

As regards western Europe, it is found that the import trade/production ratio is very high. According to calculations made by GATT when examining the Treaty of Rome, this ratio is at least three times higher than that of North America.

The number of different products imported as well as the number of countries supplying western Europe, is also definitely higher than in North America.

In view of the fact that, on the whole, variations in the volume of imports to Europe are roughly proportional to fluctuations in industrial production, it follows that any given fluctuation in industrial activity in either direction would have more widespread and much larger effect upon the export proceeds of the primary producing countries, than a similar fluctuation in North America.

The GATT survey concludes that the maintenance of prosperity and the continuity of economic development in western Europe is a matter of key importance to the world economy at large, and, in particular to the non-industrial areas which depend so heavily on the proceeds of their exports.

## Three Conclusions

This leads us to three conclusions: firstly that the situation of basic product producers will normally be different from that of producers of manufactured products; secondly, that an integrated zone that is largely dependent on import trade may no longer be so when a large number of outside countries is associated with it; finally, that the wider the extent of the zone, the more liberal the nature of tariffs and trading policy will have to be to correct the restrictive effects that might be experienced by outside country trade.

Let us enlarge a little on this point of view. The situation of outside primary producing countries is, at first sight, more favorable than that of producers of manufactured goods, for the overall economic expansion of the integrated zones must have direct repercussions on imports of basic products. To that it must be added that tariff discrimination is practically nil for these products, in view of the fact that neither the EEC common outside tariff nor the national tariffs of the EFTA countries generally applies duties to these products. Increased demand within the zones, following upon the economic growth, will consequently have a predominant in-

I. G. A. T. Trade Intelligence Paper no. 6.

The possible impact of the European Economic Community, in particular the Common Market, upon world trade. Geneva, December, 1957.



L. A. Bekaert

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 lawfully sold. These securities are offered as a speculation.

NEW ISSUE

December 15, 1961

100,000 SHARES

**THE METRODYNAMICS CORPORATION**

COMMON STOCK

(Par Value \$.01 Per Share)

PRICE \$1.10 PER SHARE

**FIRST PHILADELPHIA CORPORATION**



fluence on primary product imports.

A recent study<sup>2</sup> on the effects of European integration in the trade of Commonwealth countries confirms this point of view. According to this survey, the incidence of the EFTA will be very small and will certainly not cause any deterioration of Commonwealth trade as a whole with the United Kingdom. It is hardly necessary to add that for certain products the situation may be less favorable.

As regards the EEC, the same survey remarks that two thirds of imports from the Commonwealth consist of raw materials, which come in duty-free. In that context, an expansion in trade is to be expected. For other products, the consequences of integration may be very different. EEC imports of certain temperate foodstuffs (15% of total imports from the Commonwealth) might suffer under the EEC agricultural policy. Some tropical products might be exposed to keener competition as a result of the regime of free trade between the EEC and overseas territories. Finally, the future for goods manufactured by the Commonwealth, as for those manufactured by other outside countries, will depend to a large extent on the tariff and quota policy of the Six.

#### Cannot Predict

Those are a few of the perspectives. As I emphasized in the introduction, it is impossible to form a project as to the situation that would arise in the event of the Six and the Seven merging. One thing that is certain, however, in that event, is that Great Britain would take part in the policy making of the whole group, and her influence would no doubt be cast towards a reduction in duties on manufactured products from the Commonwealth and in increase in imports of agricultural products.

As regards manufactured products, the incidence of the creation of integrated zones will depend to a great extent on the level of the tariffs applied to such products.

Certainly, in Europe, national economies are competitive, and tariff preference might create or intensify intra-European trade, to the detriment of outside countries. This danger is all the more real in that it is on these manufactured products that customs duties are highest. Here again, the more the area is geographically extended the more it is liable to evolve towards self-sufficient economy in which the import trade/production ratio becomes less and less.

We cannot examine this problem in detail, but it seems possible to me that a merger between the Six and the Seven, with which would be linked a status of association in respect of EEC overseas territories and possibly of the Commonwealth countries, might raise problems for certain outside countries that would not enjoy zonal preference.

However, this element does not seem such as to cancel out the long term advantages that a more extensive zone would offer: greater possibilities of developing economic activity and increasing real income, and hence increased import requirements; not only in basic products but also in manufactured goods.

Finally, it is quite clear that discrimination will have very different effects according to whether it is installed when the general business conditions are expanding or contracting.

#### Summary

The purpose of these remarks is to show how extremely difficult it is to form any accurate idea re-

garding the possible consequence of regional integration, with regards to international trade. As is always the case in economics, a large number of closely interdependent factors will determine this evolution. In this approach we have endeavoured to indicate certain tendencies: the rapid development of trade within the community, increase in production and the corresponding increase in raw material imports. We have also drawn attention to the effects in the opposite sense of an integrated zone grouping a large number of countries: on the one hand, the danger of the self-sufficiency of the group, but with a greater fraction of the world benefiting by a real freedom of trade, and on the other hand, the quicker economic growth liable to aid development of trade with outside countries. When the countries making up an integrated zone do not belong to a geographically united area, the effects of the integration may be slower.

We have also seen that difficulties may arise, especially for manufactured products; but that even for these products the increased prosperity within the integrated zone, and the liberal nature of the trading and tariff policy of the zone, may compensate for the negative effects of discrimination.

<sup>2</sup>An address by Mr. Bekaert before the International Industrial Conference jointly sponsored by the National Industrial Conference Board and Stanford Research Institute, San Francisco, Calif.

## Heads Schroder Rockefeller Co.

Schroder Rockefeller & Co., Incorporated, 61 Broadway, New York City, investment bankers, have announced the election of



James E. Madden Avery Rockefeller

James E. Madden as President, succeeding Avery Rockefeller who has been elected Chairman of the Board of Directors.

Mr. Madden joined Schroder Rockefeller & Co., Incorporated in 1949 and was elected a Vice-President in 1959, at which time he also became a member of the Board of Directors.

Mr. Madden is a director of a number of other corporations and is also President of Woodrock Business Capital Corporation, a small business investment company in New York.

## Garvin, Bantel to Admit Partner

As of Jan. 1, Leon Back will be admitted to partnership in Garvin, Bantel & Co., 120 Broadway, New York City, members of the New York Stock Exchange. Mr. Back is in charge of the firm's government bond department.

## Robert Winthrop To Admit Three

On Jan. 1 Robert Winthrop & Co., 20 Exchange Place, New York City, members of the New York Stock Exchange, will admit Imrie de Vegh, Daniel S. Poor and Roderick H. Cushman to partnership.

## Harriman Ripley Elects Three

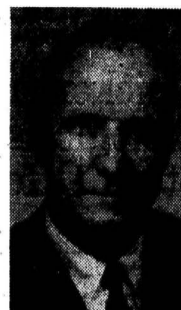
Harriman Ripley & Co. Incorporated, 63 Wall Street, New York City, underwriters and distributors of investment securities have announced the election of Edward J. Morehouse and C. Clarke Ambrose as Directors, and Robert I. Kelley as a Director and Vice-President.



Robert I. Kelley



C. Clarke Ambrose



Edward J. Morehouse

A member of Harriman Ripley's Buying Department since July, 1946, Mr. Morehouse was elected an Assistant Vice-President in January, 1957 and a Vice-President in 1959.

Mr. Ambrose joined the Buying Department in August, 1950, was elected an Assistant Vice-President in March, 1958, and a Vice-President in March, 1960.

Mr. Kelley joined the firm's staff in July, 1936 and has been Manager of the Chicago office since 1956. He will now be in charge of that office and all Mid-western operations.

## N. Y. Inst. of Fin. Spring Term

The New York Institute of Finance (successor to New York Stock Exchange Institute) has announced that its spring session will begin Jan. 29. Registration will commence Jan. 4 for former students; Jan. 8 for new students employed full time in the investment business, and Jan. 11 for new students not employed full time in the investment business. Information and enrollment forms may be obtained from the office of the Institute at 37 Wall Street, New York City.

Courses to be given, with instructors, are as follows:

Work of the Stock Exchange and Brokerage Office Procedure—A. P. Morris; Leonard H. Lorence, Merrill Lynch, Pierce, Fenner & Smith Incorporated; Allan H. Pessin, Estabrook & Co.; Joseph A. Walker, Estabrook & Co.; Richard G. Furlong, Merrill Lynch, Fenner & Smith Incorporated.

Work of the Margin Department and Advanced Margin Problems—Paul C. Fitzgerald, Fahnestock & Co.

Accounting Principles—Eugene T. Donlin, Long Island Company; Walter R. May, Robert Winthrop & Company.

Business Finance Principles—David A. Climax, Allied Chemical Corporation.

Business Economic Principles—Gabriel T. Kerekes, Goodbody & Company.

Accounting Background for Security Analysis: Albert P. Squier.

Security Analysis—Charles McGolrick, Walston & Co., Inc.; Jerome B. Skalka, Carl M. Loeb, Rhoades & Co.; Norman Novak, Shields & Company; Daniel W. McVey, Laird & Company, Corporation.

Investment Programming and Management—Nathan Belfer, de Vegh & Co.

Current Economic Developments Affecting Security Values—Louis H. Whitehead, Nye & Whitehead.

## Carter, Berlind Appoints Two

Carter, Berlind, Potoma & Weill, 37 Wall Street, New York City, members of the New York Stock Exchange, have announced that Norman Shethar has been appointed Director of Institutional Research, and that John W. Hamilton has joined the firm's Institutional Sales Department.

Mr. Shethar was formerly associated with Corporate Development Corp., in Los Angeles, Calif. as a research associate. Mr. Hamilton previously was a vice-president and manager of the sales department of the brokerage firm of Pistel Inc., and prior to that, was associated with Lehman Brothers in New York, and Saunders, Stiver & Co., Cleveland, Ohio.

## L. A. Bond Club Elects Officers

LOS ANGELES, Calif.—Donald W. Moulton, of R. H. Moulton & Co., was elected President of the Bond Club of Los Angeles at the annual meeting of the association, succeeding Stevens Manning, Paine, Webber, Jackson & Curtis. Mr. Moulton is President of R. H. Moulton & Co., and is a member of the Municipal Securities Committee of the Investment Bankers Association of America.

Members of The Bond Club also elected Ralph E. Phillips, Jr., of Dean Witter & Co., as Secretary; Richard W. Jones, of Mitchum, Jones & Templeton, as Treasurer and Director; Paul J. Anderson, of White, Weld & Co., as Director; and John A. Carter III, of Vance, Sanders & Co., as Director.

## D. L. Calvin to Join A. C. Allyn

CHICAGO, Ill.—Donald L. Calvin will resign as Securities Commissioner of the State of Illinois, effective Jan. 1, and will join A. C. Allyn & Co., 122 South La Salle Street, members of the New York and Midwest Stock Exchanges.

The offering is made only by the Prospectus.

NOT A NEW ISSUE December 20, 1961

57,396 Shares

**James Talcott, Inc.**

Common Stock  
(\$4.50 Par Value)

Price \$56 per share

Copies of the Prospectus may be obtained from the undersigned and others only in states in which they are qualified to act as dealers in securities and in which the Prospectus may legally be distributed.

F. EBERSTADT & CO. WHITE, WELD & CO.  
Incorporated

<sup>2</sup>The Economist Intelligence Unit, The Commonwealth and Europe, London-New York 1960.



## James Talcott Common Offered

F. Eberstadt & Co.; White, Weld & Co. Inc., New York City and associates are offering 57,396 common shares of James Talcott, Inc., at \$56 per share.

Lincoln National Life Insurance Co. is selling 47,285 of the shares and Bankers Life Co. the other 10,111. No proceeds will accrue to the company.

Talcott common shares are traded on the New York Stock Exchange.

The company of 225 Park Ave., South, New York City, engages in commercial financing and accounts receivable factoring. It is one of the oldest businesses of its kind in the nation. Established in 1854 by James Talcott, the com-

pany was incorporated in 1914. In the six months ended June 30, 1961, receivables financed and factored totaled \$671,156,000 compared with \$625,099,000 in the first six months of 1960. Net income applicable to common stock was \$2,288,846, equal to 91 cents a share, in the 1961 months, compared with \$1,952,079, or 91 cents on fewer shares.

## Knickerbocker Biologicals Stock Offered

Initial public sale of common stock of Knickerbocker Biologicals Inc. is being made through the offering of 75,000 shares, at \$6 per share, by Paul Eisenberg Co., Inc. and Magnus & Co., Inc., New York City.

None of the proceeds from the sale will accrue to the company as the shares are already outstanding and are being sold for Dr. Amos Cahan, President and Director, who will retain 84% of the company's outstanding stock on completion of the offering.

The company of 300 West 43rd Street, New York City, manufactures, packages and distributes an extensive line of diagnostic serums and cells used for the purpose of blood grouping and testing. These diagnostic reagents are employed in laboratory testing and cross-matching of the blood of hospital patients receiving transfusions and of the blood to be transfused. In addition, the company operates three blood donor centers.

## Kendall Indust. Common Offered

Currier & Carlsen Inc., Los Angeles, is offering publicly 150,000 common shares of Kendall Industries, Inc., at \$4 per share. Net proceeds will be used by the company for the purchase of equipment, repayment of debt, the carrying of inventory and accounts receivable and working capital.

The company of 5581 Air Terminal Dr., Fresno, Calif., is engaged in the manufacture of sliding aluminum windows and doors. It also sells sliding glass doors, window accessories and component parts. The company's products are sold almost entirely to approximately 45 distributors located in the eight Pacific Coast and western states.

## F. P. Ristine To Admit Partner

Effective Jan. 1 F. P. Ristine & Co., 15 Broad St., New York City, members of the New York Stock Exchange, will admit Nicholas Scimonelli to partnership.

## George Harmon Co. Stock All Sold

Hamilton Waters & Co., Inc., Hempstead, N. Y., reports that its recent offering of 62,500 common shares of George Harmon Co., Inc., at \$4 per share was all sold. Net proceeds will be used by the company for additional working capital, purchase of equipment, research and development, and advertising.

The company of 18141 Napa St., Northridge, Calif., is a diversified manufacturer in the field of solid-state electronics and electro-mechanical devices. Its products include various types of switches, time delay relays, solid-state AC and DC power supplies, VHF and UHF solid-state transceivers, AC and DC static contactors, sea beacons and crash locating devices.

## Wood, Walker Branch

PITTSFIELD, Mass.—Wood, Walker & Co. has opened a branch office at 28 North Street under the management of Matthew F. Hasbrouck, Jr.

## G. H. Walker Names Four

Ray Carter Walker, a grandson of the founder, George H. Walker, and the third generation of Walkers in the organization; Richard C. Steadman, and Gerald Anthony Lodge, will become General Partners in the investment firm of G. H. Walker & Co., 45 Wall



Ray Carter Walker Gerald A. Lodge Richard C. Steadman C. H. Symington, Jr.

Street, New York City, members of the New York Stock Exchange, effective Jan. 1, 1962, it has been announced. At the same time, Charles H. Symington, Jr. will become a Vice-President of the firm's corporate affiliate, G. H. Walker & Co. Incorporated.

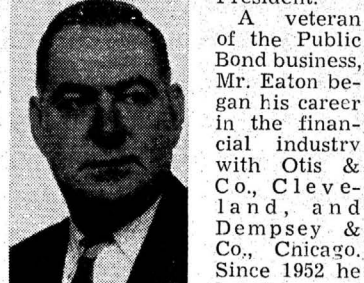
Mr. Walker has been associated with G. H. Walker & Co. since 1959 as a security analyst, and is currently supervisor of the Research Department.

Mr. Steadman joined the New Business Department of G. H. Walker & Co. in 1959.

Mr. Symington, a member of the New York State Bar, joined G. H. Walker & Co., in 1956. Since April, 1960, he has been Assistant Manager of the Syndicate Department.

## K. Eaton With John Nuveen

Kenneth L. Eaton has become associated with John Nuveen & Co. in its New York offices at 25 Broad Street, according to Chester W. Laing, President.



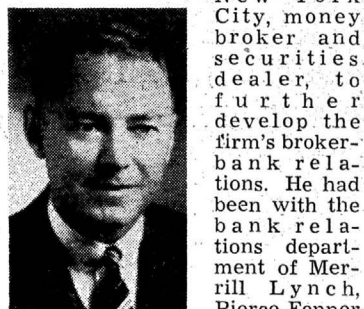
Kenneth L. Eaton

A veteran of the Public Bond business, Mr. Eaton began his career in the financial industry with Otis & Co., Cleveland, and Dempsey & Co., Chicago. Since 1952 he has been associated with A. C. Allyn & Company, Incorporated in Chicago and New York City.

John Nuveen & Co. is the oldest and largest organization in the United States dealing in tax-exempt securities exclusively. The company also is the sponsor-underwriter of the Nuveen Tax-Exempt Bond Fund, a registered investment company of the unit investment trust type.

## Clark Joins Garvin, Bantel

Milton J. Clark has joined the money department of Garvin, Bantel & Co., 120 Broadway, New York City, money broker and securities dealer, to further develop the firm's broker-bank relations. He had been with the bank relations department of Merrill Lynch, Pierce, Fenner & Smith, Incorporated.



Milton J. Clark

A Foreign Service Officer with the Department of State, 1955-58, Mr. Clark received a Citation for Distinguished Service upon leaving government service.

Garvin, Bantel & Co. maintains and operates the Federal Funds market and specializes in arranging collateral loans to brokers

and individuals. The firm also serves as a brokers' broker on the New York and American Stock Exchanges.

## \$157 Million Florida Turnpike Bonds Marketed

Dillon, Read & Co., Inc.; Glore, Forgan & Co.; White, Weld & Co.; Wertheim & Co.; Tripp & Co., Inc.; Leedy, Wheeler & Alleman, Inc.; Childress and Company, and Pierce, Carrison, Wulbern, Inc. were joint managers of a group that offered publicly on Dec. 20 \$157,000,000 Florida State Turnpike Authority 4 3/4% turnpike revenue bonds due Nov. 1, 2001. The bonds are priced at 99%.

The bonds are subject to redemption in part by operation of a bond retirement fund on or after Nov. 1, 1966, at redemption prices commencing at 103 1/8%, and otherwise as a whole on or after Nov. 1, 1973, at redemption prices commencing at 104 1/2%, together with accrued interest, these redemption prices in each case decreasing annually to 100% on Nov. 1, 1991.

The Authority constructed and now operates the Sunshine State Parkway, which extends for about 109 miles northward from the vicinity of Miami to the vicinity of Fort Pierce. Opened to traffic in January, 1957, this parkway was financed by the Authority through the issuance of \$74,000,000 bonds series of 1955, of which \$63,817,000 were outstanding as of Nov. 1, 1961.

The new issue of turnpike revenue bonds is being issued for the principal purposes of financing the construction of an extension to this parkway and of refunding all of the outstanding series of 1955 bonds. The new bonds will be secured by a pledge of the combined net revenues of the existing Sunshine State Parkway and of the extension.

## With Granger Co.

Granger & Co., 111 Broadway, New York City, members of the New York Stock Exchange, announced that Walter De Canio, Peter R. Gates, Kurt E. Gerbert, Gerard J. Kelly, Jr., and Demetrius Vamvaketis are now associated with the firm as registered representatives.

### DIVIDEND NOTICES



On December 12, 1961 a quarterly dividend of fifty cents per share was declared on the Common Stock of this Company, payable February 26, 1962 to stockholders of record at the close of business January 19, 1962. Transfer books will remain open. Checks will be mailed.

JOHN R. HENRY, Secretary

### COMBUSTION ENGINEERING



#### Dividend No. 233

A Quarterly Dividend of Thirty Cents (30¢) per share on all the outstanding stock of Combustion Engineering, Inc. has been declared, payable January 31, 1962, to stockholders of record at the close of business January 17, 1962.

LAMBERT J. GROSS  
Vice-President and Treasurer

### DIVIDEND NOTICES



The Board of Directors has declared a dividend of \$1.75 per share on the 7% Preferred Stock payable January 2, 1962, to stockholders of record December 21, 1961.

C. B. ATKINS, Secy-Treas.

### United

#### UNITED SHOE MACHINERY CORPORATION

226th Consecutive Quarterly Dividend

The Board of Directors has declared a dividend of 37 1/2 cents per share on the Preferred stock and 62 1/2 cents per share on the Common stock, both payable February 1, 1962 to stockholders of record January 3, 1962.

FREDERICK A. STEVENS,  
Treasurer

December 13, 1961

### DIVIDEND NOTICE



#### TENNESSEE CORPORATION

November 21, 1961

#### CASH DIVIDEND

A regular quarterly dividend of thirty-five (35c) cents per share was declared payable December 19, 1961, to stockholders of record at the close of business December 4, 1961.

#### STOCK DIVIDEND

In addition, a 2% stock dividend was declared payable December 30, 1961, to stockholders of record at the close of business December 4, 1961.

The above cash dividend will not be paid on the shares issued pursuant to the stock dividend.

JOHN G. GREENBURGH,  
Treasurer  
61 Broadway  
New York 6, N. Y.

### FEDERAL

#### FEDERAL PAPER BOARD CO., Inc.

Common & Preferred Dividends:  
The Board of Directors of Federal Paper Board Company, Inc. has this day declared the following quarterly dividends:

50¢ per share on Common Stock.  
28 3/4¢ per share on the 4.6% Cumulative Preferred Stock.

Common Stock dividends are payable January 15, 1962 to stockholders of record at the close of business December 28, 1961.

Dividends on the 4.6% Cumulative \$25 par value Preferred Stock are payable March 15, 1962 to stockholders of record February 28, 1962.

ROBERT A. WALLACE  
Vice President and Secretary

December 12, 1961  
Bogota, New Jersey

## PACIFIC POWER & LIGHT COMPANY

### Dividend Notice

Quarterly dividends of \$1.25 per share on the 5% preferred stock, \$1.13 per share on the 4.52% serial preferred stock, \$1.54 per share on the 6.16% serial preferred stock, \$1.41 per share on the 5.64% serial preferred stock, \$1.75 per share on the 7.00% serial preferred stock, \$1.50 per share on the 6.00% serial preferred stock, \$1.25 per share on the 5.00% serial preferred stock, \$1.35 per share on the 5.40% serial preferred stock, and 45 cents per share on the common stock of Pacific Power & Light Company have been declared for payment January 10, 1962, to stockholders of record at the close of business December 26, 1961.

PORTLAND, OREGON  
December 13, 1961

H. W. Millay, Secretary



# THE MARKET . . . AND YOU

BY WALLACE STREETE

The year-end cross-currents kept the stock market in a confusing swirl this week that did absolutely nothing as far as indicating what the future course would be.

Selling cropped up sporadically not only in the issues that have been well deflated, where losses were likely to be established, but also in some of the recent favorites to indicate that many of the transactions were to establish profits. And such highly individualistic considerations are not the type that set a definite market trend.

### Market's Divergence Increases

More and more as the various industry groups go their own way independently despite any overall market climate, the financial services and market letters are going in for separating the various issues into "strong" and "weak" categories on their own merits, and letting the various averages wander around as a sideshow. While interesting, this has little to do with investing decisions.

With the year-end approaching, considerable analytical work was being done both as a review of 1961 and predictions for the new year. In general, they were guardedly optimistic.

### Guarded Attitude Towards Steels

The fact that the steel industry's labor contracts run out in mid-1962 is only one of the various items that is keeping enthusiasm restrained. The industry has been plagued with over-capacity and sufficient foreign competition so that wage increases in the present contracts couldn't be passed along to consumers in the form of higher steel prices.

But it is generally agreed that there will be inventory buildups early in the year as a precautionary measure in case there is a steel strike, so far at least the early portion of the year the sentiment favors a boom economy and a good stock market. Beyond that is the open question.

One of the industries where the new year will bring bright prospects is the silver mines. The suspension by the United States Treasury of silver purchases less than a month ago mostly pointed up to the fact that the demand for the metal is outstripping production.

The immediate reaction was a jump of around 10% in the price and then, as the hoarded metal accumulated abroad in anticipation of that action started to come into the market, the price leveled off. But for the important producers of silver mainly, such as New York & Honduras Rosario, the prospect is for a good earnings improvement from the higher price. To the companies where silver is mostly a by-product of other mining activities, the effect will not be nearly as beneficial.

### Store Expansion

Store stocks were in good demand which is normal for this time of the year when their heavy sales and profits are normally chalked up. But in a few cases the odds favor further price appreciation where changes are being made. Gimbel Brothers, for instance, is planning its first merger in a generation with a bid for the four department stores of Ed Schuster & Co. of Milwaukee. With the addition of some \$50 million in sales, and an additional store preparing to open in the area, there is a new element added to the growth status of this old-time retailer.

### Interesting Equipment Issues

Dresser Industries, which is known mostly as a maker of equipment for the oil and gas industries, is another above-average yield item that has been largely ignored despite its own efforts at diversification and increased efficiency.

As far as efficiency is concerned, the company in its last fiscal year was able to boost profits around 10% despite a slight decline in sales. For the current year the management is looking for an increase in sales and the effect on earnings could be even more satisfactory. The lack of investment interest is evident in its 1961 price range which covers only an exceedingly narrow one of seven points. And lately the shares have been available at only about half of the price they commanded a few years ago when the petroleum industry was reaching a peak in prosperity. The bottom of Dresser's cycle was in the middle of 1960 when it was forced to reduce its dividend and since then it would appear that a turn in its fortunes has been made.

The company has just added a valve company to its lineup which specializes in municipal water systems and sprinkler systems. This new division, which hasn't yet had time to show how it can contribute to the overall company's fortunes, is one that is troubled with lack of production facilities.

### Ford's Low Earnings Capitalization

Auto makers have been optimistic over their 1962 prospects but little of this has rubbed off on the investing public except in the case of Ford. And Ford, despite some good price action by the shares, still was held in good regard in many circles.

Ford stood out in a not-too-favorable year as the only company improving its earnings for 1961 and with a rebound in sales indicated for next year could go on to an impressive showing. The 1961 sales estimate is that the industry will bounce back to some 6.5 million cars, against 5.6 million in 1961 and 6.1 million in 1960. This, obviously, would benefit all the auto producers.

Despite Ford's price appreciation in recent markets, the outlook of improved business next year and something like \$10 a share profit attainable next year, the shares would still be only some 11-times such a figure which is a low ratio for any popular name in markets such as have been seen in recent months.

The company has shown a buoyant financial figure despite spending many millions for buying additional shares of its Canadian affiliate, all the outstanding shares of its English unit, a large part of Electric Autolite's business and acquisition of Philco. The latter was accomplished without dilution since the company purchased the shares from the Ford Foundation.

There have been hopes, premature up to here, that Ford would split the shares which seemingly adds glamour to any stock issue. The hopes are still widely held, and dividend improvement with or without a split is still a definite possibility if 1962 business comes anywhere near anticipations.

The fate of the auto giants naturally affects the tire companies, but prospects for 1962 haven't been much of an inducement to inspire any investment interest except in the case of General Tire. This issue has the glamour of Aerojet, its missile

subsidiary, as well as a pending stock split to help it do the better market work.

[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.]

## Golkin, Bomback Admits Nieman

Barney Nieman, a veteran of many years of experience in the securities business and President in 1960 of the Security Traders



Barney Nieman

Association of New York, Inc., will be admitted to general partnership in the firm of Golkin, Bomback & Co., 67 Broad St., New York City, members of the New York Stock Exchange, effective Jan. 1, 1962, it is announced.

A specialist in Cuban securities for 25 years, Mr. Nieman had previously been in the New York headquarters of Carl Marks & Co., Inc. since 1937. He opened that firm's Chicago office in 1934, and prior thereto he was associated with Leo G. Siesfeld & Co., Dealers in foreign securities for 10 years.

Mr. Nieman was President of the STANY Gratuity Fund, Inc. and President of the STANY Alumni Association in 1961.

## A. C. Allyn to Admit H. Gade

WINTER PARK, Fla. — Herman Gade, Winter Park manager for A. C. Allyn & Co., 300 Park Ave., North, will become a partner in the firm as of Jan. 1. Mr. Gade was formerly a partner in Sterling, Grace & Co., and prior thereto was a principal of Security Associates Inc., of Winter Park.

### New Shaskan Branch

POUGHKEEPSIE, N. Y.—Shaskan & Company has opened a branch office at 271 Main Street, under the management of Miss Betty Waldman.

# FROM WASHINGTON

## ...Ahead of the News

BY CARLISLE BARGERON

Increasing conservatism all around the country has the politicians of both parties worried — Democrats and Republicans. Strange that the Republicans are worried but they are. So many of them have adopted the modern Republican line that they are worrying whether they should adopt a more positive conservative position.

They are worried about the popularity of Senator Goldwater because they can't see him with his small state capturing the nomination and then winning the Presidency with the mixed population of the Eastern states. They see him, instead, as bringing about a split in the party which can't be healed. They don't see the possibilities which the Senator holds out for them—to go after the smaller farm states and the Southern States. This would be against all tradition, attractive as it may sound on paper.

The Democrats for the first time, find themselves worried about the South. In both Texas and Louisiana they have Congressional elections coming up in which they may easily lose two seats. This should give comfort to the Republican right wing. It however, upsets the Republican "liberals." Javits and Keating, both of New York; Cooper of Kentucky; Saltonstall of Massachusetts; and Case of New Jersey have consistently won in spite of the mixed populations of their states by being "liberal."

The Republican propagandists, in attacking Mr. Kennedy's failure to fulfill his campaign promises, invariably open up with his inability to pass civil rights legislation. This helps, or is intended to help Javits, Cooper and Keating, Saltonstall and Case, to the disadvantage of the rest of the party. If there is one thing sure and certain about politics the Republicans have about as much chance of getting the Negro vote away from Kennedy as a dog chasing an asbestos cat through Hades.

When Cabot Lodge announced in the last campaign that Nixon would appoint a Negro to the Cabinet he probably lost the election for the Republicans. He at least lost two Southern states,

Texas and South Carolina. It is because of this that Goldwater insists that the Republicans let the minority vote go and concentrate on the farm states and the South.

On the campuses there is a rampant conservatism whereas it used to be a hotbed of liberalism. Politicians are abashed by this growth of conservatism, the Democrats naturally and the Republicans because it tends to be radical conservatism with which they are not prepared to cope, Nelson Rockefeller being their most formidable candidate.

There is a reason for this radical conservatism. Most observers attribute it to frustration.

This radical right is frustrated by the happenings in the United Nations, for one thing. They are frustrated by the United States supporting the UN attack in Katanga, a conservative new country which is the only one in the Congo on our side. Not only are we supporting the fight against Katanga, but we are mostly financing it to the tune of about \$75 million a year while Communist Russia and other members of the UN have refused to contribute a cent. We are frustrated when we see "neutral" India sending troops into Goa; we are frustrated when we see the United States permitting Cuba to operate freely in the Caribbean and Latin America while we did so much to topple the Trujillo regime in San Domingo; we are frustrated when the government renews its foreign aid to Poland and yet that country sends goods to Cuba.

This is not the end of the list of frustrations by any means. It is safe to say that had Red China been admitted to the UN, the Administration would have had a hard time keeping Congress from voting to withdraw. As it is, the UN is to come in for some harsh words at the coming session of Congress.

### H. P. Gee Opens

SAN FRANCISCO, Calif.—Hugh P. Gee is conducting a securities business from offices at 681 Market Street.

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

NOT A NEW ISSUE

December 20, 1961

75,000 Shares

## KNICKERBOCKER BIOLOGICALS INC.

COMMON STOCK

(\$ .25 par value)

Price \$6 per share

Copies of the Prospectus may be obtained from such of the undersigned only in such States where the securities may be legally offered.

Paul Eisenberg Co., Inc.

Magnus & Co.  
Incorporated



# NEWS ABOUT BANKS AND BANKERS

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

Alfred W. Barth has been promoted to Executive Vice-President of the **Chase Manhattan Bank, New York**, it was announced yesterday by David Rockefeller, President. Mr. Barth is administrative head of the bank's international department. He joined the foreign department of the **Equitable Trust Company, New York**, in 1923. In 1933, two years after the merger of Equitable and the Chase National Bank, he was named an Assistant Manager. He was appointed an Assistant Cashier in 1937, a Second Vice-President in 1942, a Vice-President in 1946 and a Senior Vice-President in 1959. He was made administrative head of the international department last year.

Election of Watson K. Blair, Joseph F. Lord, and Lewis T. Preston as Vice-Presidents of **Morgan Guaranty Trust Company of New York** was announced today by Henry C. Alexander, Chairman of the Board.

Mr. Blair and Mr. Preston were employed by **J. P. Morgan & Co. Incorporated** in 1950 and 1951, respectively, and have been Assistant Vice-Presidents since 1958. Both are assigned to the general banking division. Mr. Lord, assigned to the Bank's Fifth Avenue office, joined **Guaranty Trust Company of New York** in 1936 and became an Assistant Vice-President in 1950.

Also announced was the election of five assistant Vice-Presidents: Robert G. Engel, William Q. Harty, S. Phelps Montgomery, William R. Putnam, II, and Lawrence J. Steuber, all in general banking.

Robert Benjamin and Henry C. Marshall were elected Trust Officers. Sidney A. Kranes, Paul C. Matthews, Wilfred R. Steiniger, Donald E. Kern and John E. Page were elected Assistant Trust Officers.

Alfred L. Brewster and Alan T. Schumacher have been elected Vice-Presidents of **Empire Trust Company, New York**.

Earl B. Schwulst, Chairman of the Board of the **Bowery Savings Bank, New York**, Dec. 13 announced the election by the Board of Trustees of Morris D. Crawford, Jr., to the position of President and Chief Administrative Officer. Mr. Schwulst will continue as Chairman of the Board and Chief Executive Officer. Mr. Crawford moves up from Executive Vice-President.

Mr. Schwulst also announced the election of John W. Larsen to Executive Vice-President and Treasurer. Mr. Larsen steps up from Vice-President and Treasurer.

P. Raymond Haulenbeek, Senior Vice-President, assumes additional responsibilities as Assistant to the Chairman.

William Lumsden, Montague T. Smith and Fred K. Cordes were elected Senior Vice-Presidents, advancing from Vice-Presidents.

Albert S. Doolittle and Elmer M. Harmon were elected Vice-Presidents. They were Assistant Vice-Presidents.

Aubrey J. Hood, Assistant Vice-President, assumes additional responsibilities as General Auditor. Cortland O. Burckhardt and Peter J. Andre were promoted to Assistant Vice-Presidents.

The following new officers were appointed: Philip H. Trout, William H. Soth, William E. Irvine and William E. Daniel, to Assistant Treasurers; Virginia T. Smith

and Elizabeth R. Clark, to Assistant Secretaries.

Appointed Principal Executive Assistants were Henry W. Johnson, Elliot J. King, Edwin Burnett and Christopher Steadman.

The **South Brooklyn Savings Bank, Brooklyn, N. Y.**, has elected George W. Heyne as Vice-President.

The **Lincoln Savings Bank, Brooklyn, N. Y.** announced the promotion of Preston B. O'Sullivan and Stanley T. Jahoda from Assistant Vice-Presidents to Vice-Presidents and Warren Ziegler to Assistant Mortgage Officer.

**Queens County Savings Bank, Flushing, N. Y.**, elected G. Schuyler Tarbell, Jr., President, succeeding Claude C. Foulk, who has been named Chairman of the Board.

The Board of Directors of the **County Trust Company, White Plains, N. Y.**, on Dec. 13 recommended the distribution of a 5% stock dividend.

Subject to approval by the Superintendent of Banks as well as stockholders, who will vote at their annual meeting on Jan. 17, the recommendation calls for distribution on the basis of one new share for every 20 shares of County Trust stock now outstanding. If affirmed the stock dividend will increase the number of shares of the bank's stock by 84,926, to a total of 1,783,434. Par value will remain at \$5 a share.

The **Ashuelot-Citizens National Bank of Keene, Keene, N. H.**, received approval on Dec. 6 to change its title to the **Ashuelot National Bank of Keene**.

The **Worcester County National Bank, Worcester, Mass.**, Dec. 12 elected John D. Hunt and Theodore K. Keith, both formerly Assistant Vice-Presidents to Vice-President.

The **First National Bank of Yarmouth, Yarmouth Port, Mass.**, increased its common capital stock from \$150,000 to \$180,000 by the sale of new stock effective Dec. 6.

Nelson L. North, Jr., was elected Executive Vice-President and William L. Pullman Vice-President of the **City Trust Co., Bridgeport, Conn.**

William L. Brower and I. Roger Stevens, Jr., have been elected Vice-Presidents and William K. Hutchinson and John B. O'Connell were elected Second Vice-Presidents of the **Fidelity Union Trust Co., Newark, N. J.**

By the sale of new stock the **First National Bank of Somerset County, Bound Brook, N. J.**, increased its common capital stock from \$1,250,000 to \$1,562,500 effective Dec. 6.

Directors of **Mellon National Bank and Trust Company, Pittsburgh, Pa.**, on Dec. 12 recommended that the \$66,542,550 capital stock be divided into 6,654,255 shares with par value of \$10 each, instead of the 2,661,702 present shares of \$25 each.

Richard K. Mellon, Chairman, said shareholders would be asked to vote on the proposed change in the articles of association of the bank at their annual meeting on Jan. 30. With their acceptance of the board's recommendation, each shareholder of record, to be determined by the date on which

the Comptroller of the Currency approves the change, will own 2½ shares for each present share.

At the same time they recommended the stock split, directors also increased the bank's surplus by \$46,151,950, effected by a transfer from undivided profits. As a result, total capital and surplus was increased to \$300,000,000, consisting of capital of \$66,542,550 and surplus of \$232,457,450.

**Central - Penn National Bank, Philadelphia, Pa.**, has elected George R. Heaton and Paul R. Sidle Vice-Presidents.

Frederick P. Storm was elected Senior Vice-President of the **Union Trust Co. of Maryland, Baltimore, Md.** Frederick M. Knieriem and Richard H. Thompson were also named Vice-Presidents.

Karl R. Bendtsen and M. Rey Dodson were elected to the Board of Directors of the **First National Bank of Cincinnati, Ohio**. The Board authorized transfer of \$2,500,000 to surplus from undivided profits, thus increasing total of capital and surplus to \$40,000,000.

The two new Directors elected at the December Board meeting take places left vacant by the recent retirement of J. B. Doan and the untimely death of Thomas E. Wood. Mr. Doan was made a Director Emeritus following submission of his resignation in November.

John S. Fangboner, President of the **National City Bank of Cleveland, Ohio**, announced the appointment of Lanning P. Porterfield as Manager of the Bank's North Olmsted Office, Lorain Road at Brookpark Road.

**Ohio Citizens Trust Company, Toledo, Ohio**, shareholders, at a special meeting Dec. 11, authorized an increase in the bank's capital account from 125,000 to 132,500 outstanding \$20 par value shares.

At their meeting which followed immediately, the bank's Directors declared a stock dividend—one share for each 16⅔ shares presently held. The dividend is payable Dec. 27 to shareholders of record Dec. 15.

The action taken today increases the bank's capital account from \$2,500,000 to \$2,650,000 and brings the total of capital and surplus to \$6,650,000.

The **Savings Deposit Bank & Trust Company, Elyria, Ohio** received approval on Dec. 5 from the Office of the Comptroller of the Currency to convert to a National bank with the title of **First National Bank of Elyria**.

Kenneth V. Zwiener, President of **Harris Trust and Savings Bank, Chicago, Ill.**, has announced that Carroll E. Prater, A. Newell Rumpf and Errett Van Nice were named Senior Vice-Presidents, all having previously held the title of Vice-President.

**Lake Shore National Bank, Chicago, Ill.**, elected A. Thomas Etcheson President, succeeding Joseph R. Frey, who continues in the post of Chairman and Chief Executive Officer.

Dennis F. Glass and Robert C. Hansen were elected Vice-Presidents of the **American National Bank & Trust Co. of Chicago, Illinois**.

**District National Bank, Chicago, Ill.**, elected Edward F. Smith a Vice-President.

**National Bank of Detroit, Mich.**, announced the promotions of Samuel A. Clark, Charles T. Fisher III, and Gerald E. Warren to Vice-Presidents.

By a stock dividend effective

Dec. 5 the **Peoples National Bank & Trust Company of Bay City, Mich.**, increased its common capital stock from \$2,200,000 to \$2,640,000.

A certificate has been issued approving the application of the **Milan State Bank, Milan, Mich.**, to merge into the **National Bank and Trust Company of Ann Arbor, Mich.**, effective as of Dec. 2. The merger is effected under the charter and title of the National Bank and Trust Company of Ann Arbor. Capital stock of the merged bank is \$1,350,000 divided into 67,500 shares of common stock, \$20 par value.

The **Marshall Hsley Bank, Milwaukee, Wis.**, has announced the election of Donald N. Baxter, Edward C. Blom and Werner A. Blom as Vice-Presidents.

The Office of the Comptroller of the Currency issued a charter on Dec. 1 to the **Seneca National Bank of Wichita, Wichita, Sedgewick County, Kansas**. The bank has a capital of \$300,000 and a surplus of \$150,000.

On Dec. 6, the **Oklahoma National Bank of Chickasha, Okla.**, received approval to change its title to the **Oklahoma National Bank & Trust Company of Chickasha**.

The common capital stock of the **First National Bank of Bethany, Oklahoma**, was increased from \$100,000 to \$200,000, effective Dec. 1.

The **Atlantic National Bank of Jacksonville, Fla.**, announces the retirement of Charles D. Wynne, Executive Vice-President on Dec. 31.

The common capital stock of the **First National Bank of Eau Gallie, Fla.**, was increased from \$325,000 to \$487,500 by the sale of new stock effective Dec. 6.

**Republic National Bank, Dallas, Texas**, has announced the following changes in officials: Oran H. Kite, Leland S. Dupree, Lewellyn A. Jennings, C. B. Peterson, Jr., and John R. Scott were elected Executive Vice-Presidents. DeWitt Ray and William O. Stevens were elected to the new posts of General Vice-Presidents. James D. Berry, Darrel H. Hamric, Pat Henry, Jr., James W. Keay, Ray J. Pulley and C. B. Sullivan were elected Senior Vice-Presidents. John H. Hurson, William Guy Osborn, C. E. Burnett, John S. Davis, Lee Drain, J. Frank Fields, J. L. Hemmingson, John C. Johnson, Robert E. Morgan, Charles H. Pistor, Jr., Robert L. Terry, William R. Whitley and James C. Wilson, Jr., were elected Vice-Presidents.

**First National Bank, Dallas, Tex.**, announced that George A. Nicoud, Jr., has been elected a Senior Vice-President, Sam F. Holmes, Jr., and Robert E. Tripp were elected Vice-Presidents. Paul H. Kirk and J. Lawson LaPrelle, Jr., were elected Vice-Presidents and Trust Officers.

**Mercantile National Bank, Dallas, Texas**, has elected Meyer J. Rachofsky and A. C. Armstrong Senior Vice-Presidents. Paul Armstrong, Horace C. Lemmons, Howard C. Lund, Hobbie S. Thompson and M. Harvey Earp were elected Vice-Presidents.

Paul W. Mason, formerly President of the **Robstown National Bank, Robstown, Texas**, has been elected a Vice-President of the **First National Bank of Fort Worth, Texas**.

Allen L. Rosenberg was elected Vice-President of the **Guaranty Bank, Phoenix, Ariz.**

Edwin E. Adams, President of

The **Bank of California, San Francisco, Calif.**, Dec. 12 announced that at the Head Office Eugene H. Gray was elected Vice-President and Trust Officer, David A. Bryant, Assistant Vice-President, Donald E. Seese, Assistant Comptroller, and Julian Idiart, Assistant Secretary.

The **Bank of America National Trust and Savings Association, San Francisco, Calif.**, increased its common capital stock from \$160,000,000 to \$168,000,000 by a stock dividend effective Dec. 4.

## Celebrates 32nd Year

Coincident with the firm's celebration of its thirty-second year of operation, Greene and Company, 37 Wall Street, New York City, dealers in over-the-counter securities, held their annual Christmas party for the entire staff on Friday, Dec. 15 at the Waldorf-Astoria Hotel.



Irving A. Greene

Irving A. Greene, senior partner, said that this 32nd year of operation has been the most active and profitable in Greene and Company's history, and "with our faith and prayer may we hope to continue to share good fortune and good health with our employees and friends," he further stated.

## Wellco Ro-Search Industries, Inc. Common Offered

C. E. Unterberg, Towbin Co., New York City is making the initial public sale of common stock of **Wellco Ro-Search Industries, Inc.** through the offering of 125,070 shares, at \$5.50 per share. None of the proceeds from the sale will accrue to the company, as the shares are being sold for a selling stockholder, Atlas Corp.

The company of Waynesville, N. C., is engaged in two related businesses. The first is the licensing of other firms throughout the free world to manufacture footwear with processes developed by the company. The company provides technical assistance in the manufacturing and merchandising products utilizing its processes, and develops, designs and constructs shoe vulcanizing equipment for use with these processes. The other business is the design and manufacture of house slippers and casuals with sponge rubber mid-soles and leather outer soles for the domestic market. The company presently markets 52 styles of house slippers, 48 styles of casuals and four styles of patented comfort shoes.

## Dunphy Joins Donaldson, Lufkin

John J. Dunphy has been named Vice-President and Director of the Institutional Sales Department of the New York Stock Exchange Corporation, Donaldson, Lufkin & Jenrette, Inc., 80 Pine Street, New York City, it was announced.

Prior to joining Donaldson, Lufkin & Jenrette, Mr. Dunphy had been Manager of the Research Department at the investment firm of Cyrus J. Lawrence & Sons.



## Van Ingen Jr. Pres. Of Firm

Bernard J. Van Ingen, Jr. has been elected President of B. J. Van Ingen & Co. Inc., 40 Wall Street, New York City, underwriters and distributors of state, general market and public revenue bonds, it has been announced. Formerly Executive Vice - President, Mr. Van Ingen succeeds the late L. Walter Dempsey.



B. J. Van Ingen, Jr.

The election marks the second generation of Van Ingens to head up the Van Ingen organization, which was originally founded by Bernard J. Van Ingen, Sr., who died in 1955.

Mr. Van Ingen acquired his early training and experience in the field of municipal finance with The First Boston Corporation where he rose to the post of Assistant Vice-President in the Municipal Bond Department. He resigned from The First Boston Corporation in 1955 to join B. J. Van Ingen & Co. Inc. as a Vice-President in April, 1955 and was elected Executive Vice-President earlier this year. From 1956 to the end of 1959 he also was a general partner of Hill, Darlington & Co., members of the New York Stock Exchange.

## Cramer Electronics Common Offered

Carl M. Loeb, Rhoades & Co. Inc., New York City, and associates are offering 188,750 common shares of Cramer Electronics, Inc., at \$8 per share.

The company, a Newton, Mass., distributor of electronic components and equipment, is selling 87,250 shares and 11 stockholders the rest.

The underwriters also are offering 16,000 of the shares, at the public offering price, to certain employees and other persons selected by the company.

Cramer will use \$400,000 of the proceeds received by it to retire bank debt and \$50,000 for leasehold improvements and will add the balance to working capital.

The company sells electronic products by two methods—some 95% by direct industrial sales and 5% at its own retail stores. Net sales in the nine months ended Sept. 30, 1961 were \$3,827,072 compared with \$2,931,500 in the similar 1960 months. Net income in the 1961 period was \$186,652, equal to 43 cents a common share, compared with \$129,941, or 30 cents, in the similar period of 1960.

## Hemphill, Noyes To Admit Partner

On Jan. 1 Jack P. Gould will be admitted to partnership in Hemphill, Noyes & Co., 8 Hanover St., New York City, members of the New York Stock Exchange.

## Richard Kohn to Admit Partner

Newark, N. J.—Richard E. Kohn & Company, 20 Clinton St., members of the New York Stock Exchange, on Jan. 1 will admit Louis J. Metzger to partnership in the firm. Mr. Metzger is manager of the syndicate department.

# PUBLIC UTILITY SECURITIES BY OWEN ELY

## American Telephone & Telegraph Company

American Tel. & Tel. through its subsidiaries controls about 82% of the 74.3 million telephones in the U. S.; General Telephone & Electronics controls about 6% and several thousand smaller companies control the remaining 12%. A.T.&T. also has a moderate interest in Bell Telephone of Canada, and a minority interest in various U. S. operating companies which are not considered part of the Bell System. However, Bell is no longer actively acquiring independent telephone companies.

A.T.&T. itself owns and operates the national network of long distance lines connecting both its own local systems and those of the independent systems. Long distance or toll revenues provide about 38% of system revenues. They include A.T.&T.'s proportion of overseas communications revenues, which it has to share with some 125 foreign countries or agencies. Two important subsidiaries are Western Electric (owned by A.T.&T. except for a very small minority interest) which manufactures telephone equipment and also conducts a large volume of defense work for Washington; and the Bell Telephone Laboratories, which is one of the largest research organizations in the world and operates largely on a non-profit basis.

In addition to telephone messages, the Bell System provides a number of auxiliary services such as teletypewriter exchange service (TWX); private line telephone services; facilities for transmission of TV and radio programs and computer data; and various new combination services at special rates.

Overseas communications, which used to be at the mercy of weather conditions occasionally when radio-telephone was exclusively used, have been made much more efficient and reliable by the installation of several new telephone cables, which represent a miracle of precise construction. With overseas business now expanding at about 20% per annum, the Bell System has proposed to install a system of satellites which would act as relay stations for international microwave communications. This would not only permit a much larger volume of business, but would allow transmission of TV and other broad-band communications. This program has not yet been definitely formulated, but Congress is expected to enact legislation within a few months, which may determine the position of A.T.&T. and other international common carriers in this project. In the meantime, A.T.&T. is moving ahead with its experimental program.

The accompanying table shows the consolidated earnings record of the Bell System for the decade 1950-60. The annual increase in revenues has approximately 9%, although it has slowed down to 8% in the past three years. Net income has shown an average 10-year gain of 14%, although 1960 showed only 9%. The number of shares outstanding (adjusted for the 3-for-1 split in 1959) has shown an average increase of about 10%. As a result, the gain in earnings per share outstanding gained only 3% on the average during the decade; however, in the four years 1957-60, with much smaller annual increase in shares outstanding, the gain in share earnings averaged 8%.

In 1961 any gain in earnings per share will probably be nominal since the number of shares has been increased over 5% and the business recession which began early in 1960 and continued through the first four months of 1961 has had slowing effect. However, it appears likely that with the substantial business boom now getting under way earnings in 1962 will again show a good increase, and the future long-term rate of gain should be maintained, it is estimated, around a 7% or 8% level, barring World War III or a substantial depression. It appears likely that equity financing will be spaced further apart in future years since American Tel. & Tel. has now accomplished its objective of restoring the equity ratio to around 67%; during the post-war period and the early 1950s it was necessary to issue a substantial amount of stock merely to raise the ratio, which had declined to a relatively low level during the 1930s and early 1940s.

Another reason for the improved earnings showing in recent years has been the decline in the number of employees, which helped to offset the constantly rising wage rates. During the period 1920-1957 the number of employees increased from 229,000 to

652,000, but in the three years following they dropped to 580,000. There is probably some connection between this fact and the progress made with conversion to dial telephones. Such conversion has been nearly completed so far as local calls are concerned, but now nearly two-thirds of all telephones can dial long-distance directly, while 95% can receive such calls directly.

Further gains in automation are under way. The company has been experimenting with electronic exchanges and by 1965 the first complete local operation will probably be in use in New Jersey. It is estimated that a fully automated exchange will need only about one-fifth as much space as the present exchange. Thus, in future years, as present facilities are gradually replaced, economies in new construction expenditures may be possible, even though the volume of business may continue to grow rapidly.

With respect to long distance lines, the use of coaxial cables and microwave circuits has made considerable progress; but now an even more efficient method of transmission is in sight—Maser, a tight beam of light which may be transmitted through pipes; and may eventually carry thousands of telephone messages; TV and other broadband communications, etc.

The price of American Tel. & Tel. remained in a range of 49-62 (adjusted for the split) during the years 1950-57. With the 3-for-1 split and the increase in the dividend (the first since the 1920s) the stock "took off" and has recently reached a high of 139%, a gain of 133% over the 1957 high. At the recent price around 137, paying \$3.60, it yields 2.6% and sells at about 25 times earnings; this is roughly the same average as for all electric utility stocks.

Year	Revenues (Bill.)		Net Inc. (Mill.)		Number of Shs. (Mill.)		Earned on Actual Shares	
	Amt.	% Incr.	Amt.	% Incr.	Amt.	% Incr.	Amt.	% Incr.
1960	\$7.9	7%	\$1,213	9%	224	4%	\$5.43	5%
1959	7.4	9	1,113	17	215	1	5.19	15
1958	6.8	8	952	15	212	9	4.50	5
1957	6.3	9	830	10	194	3	4.28	7
1956	5.8	9	756	14	189	17	4.01	d2
1955	5.3	10	664	21	162	13	4.09	7
1954	4.8	9	550	15	144	13	3.81	1
1953	4.4	10	479	18	127	9	3.77	8
1952	4.0	11	407	12	117	17	3.48	d5
1951	3.6	9	365	5	100	16	3.67	d9
1950	3.3	—	347	—	86	—	4.04	—

## Hayden, Stone To Incorporate

On Jan. 2, Hayden, Stone & Co., Inc., will be formed as a New York Stock Exchange member corporation, with offices at 25 Broad Street, New York City, and on the same date Hayden, Stone & Co., a partnership, will cease doing business.

Officers of the corporation will be Wickliffe Shreve, Chairman of the Board; Alfred J. Coyle, President; Kenneth Ward, Chairman of the Executive Committee and Senior Vice-President; Edwin J. Hodder (Boston), N. Leonard Jarvis and Pierre R. Bretey, Senior Vice - Presidents; Gilbert King (Boston), Albert Ehrenfreund (Albany), David B. Stone (Boston), Richard G. McDermott, William R. Jones, Joseph E. Swan, Jr., William F. Bohner, Abijah U. Fox, John V. Mulligan, George B. Seager, L. Hudson Leathers, William F. Rowley, Donald Arthur Jr., David N. Danielson (Chicago), Anthony P. Rizzuto, William J. Stoutenburg, Jr., Richard U. Boesel, Jr., Leslie E. Fourton, David B. MacNeil, and Charles

T. Jawetz (Los Angeles), Vice-Presidents; John J. McMahon, Vice-President and Treasurer; Orvis Sowerwine, Vice - President and Secretary; and Charles W. Gillies, Graham Bell, Jesse I. Doyle (Boston), John M. Wenner (Chicago), Ara A. Cambere (Chicago), Joseph A. Field, Jr. (Sherman Oaks), and Lloyd C. Young (Los Angeles), Vice - Presidents and Assistant Secretaries.

## Smith, Barney to Admit T. L. Haff

SAN FRANCISCO, Calif.—Effective Jan. 1 Theodore L. Haff, Jr., will become a partner in the New York Stock Exchange firm of Smith, Barney & Co. Mr. Haff is manager of the firm's local office at 120 Montgomery St.

## Ira Haupt Adds

(Special to THE FINANCIAL CHRONICLE)  
BEVERLY HILLS, Calif.—Howard S. Scott has been added to the staff of Ira Haupt & Co., 242 North Canon Drive. He was formerly with Merrill Lynch, Pierce, Fenner & Smith Incorporated.

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

NEW ISSUE

62,500 Shares

**GEORGE HARMON COMPANY, INC.**

COMMON STOCK  
(Par Value 10c per Share)

**HAMILTON WATERS & CO., INC.**

250 Fulton Avenue Hempstead, N. Y.  
IVanhoe 3-1034

This is not and is under no circumstances to be construed as an offer to sell, or as an offer to buy or as a solicitation of an offer to buy, any of the securities herein mentioned.

The offering is made only by the Prospectus

New Issue

December 18, 1961

60,000 Shares  
**MEASUREMENTS SPECTRUM, Inc.**

Common Stock

Price \$5.00 Per Share  
(Par Value \$5)

Copies of the offering circular may be obtained from the undersigned

**ADAMS & COMPANY**

5455 Wilshire Boulevard, Los Angeles 36, California

Other offices: Sherman Oaks, Taft, and Garden Grove



## SECURITY SALESMAN'S CORNER

BY JOHN DUTTON

### Creative Advertising on a Postal Card

One of the foundations of every business success is to supply the needs of your immediate market area with the goods or services that are most in demand. This holds true whether you are a salesman, an investment dealer, a large stock exchange member firm with many branch offices, or you sell cabbage in a corner vegetable store. The ability to evaluate the needs of your market is the first step. Next in importance is to offer the facilities which meet the demands of your prospective customers, and last but not least, you should use effective methods of informing them that you are ready, willing, and able to serve them.

All this is academic unless you also discover a medium of publicity that is suitable to your own operation. Large firms with expertly staffed advertising departments often find it difficult to gear their messages to the needs of individual communities. The smaller firm, too, has its problems in this respect. In addition to the many technical and restrictive impediments applicable to the securities business, there is always present the necessity for producing the type of advertising that will direct the attention of people in individual communities to the firm that is appealing to them for their patronage and support. There are areas where the investor interest is more concerned with stability, income, and long-term investment—there are others where the speculative interest is the compelling and the controlling factor. Advertising must hit the target if it is going to produce results.

### Direct Mail With A Message

Reproduced below is a postal card that is typical of the effective direct mail advertising that has been used regularly by one investment dealer who conducts a single office in a highly competitive area. His firm, however, is located in a section of his city that is heavily populated by retired individuals who have the time to read, and whose investment interest is primarily in quality securities bought for the income they produce. This dealer tried the large metropolitan papers but he discovered that he did not reach his market. He also used a local paper that was published in his section of the large city where he does business but this too did not produce any tangible or discernible results. He then compiled a mailing list including his regular customers, his prospects, and about 15,000 other selected names in the area where his office is located. Twice a month he mails a postal card, carrying either an institutional message or some general suggestion for investment. His results have been excellent.

Notice the headline "If your Grandson Is Worth \$100,000." I doubt if most people who go to their mailbox and pick up their morning collection of advertising, bills, personal letters, and all the rest will pass this card by without noticing it. Then please note the makeup of the printing and the layout of the card. There is a variation of type style that is very appealing and the general appearance of the card is dignified despite the rather lengthy message that is conveyed on a small postal card measuring only 3 1/4 in. by 5 1/2 in. We have used this card to particularly indicate the exceptional versatility of this type of advertising. The message is quite long, yet it can be read with ease. Other cards prepared by this dealer are usually less heavily weighted with copy.

Another attractive feature of this type of advertising (particularly for the smaller firm) is the saving in time and expense.

If YOUR Grandson\* Is Worth

**\$100,000\*\***

send us that amount  
with this card\*\*\*

No matter how much he's worth, he can be worth so much more when he's older if you open an investing account for him through our office.

\*Or granddaughter, or son or daughter.  
\*\*Of course he is, but a lesser amount may be more suitable at this time.  
\*\*\*Better yet, bring the card personally.

Before using the amount for any purpose we will recommend a high quality, sound, growth type security for your approval. (If you disapprove, your own remittance will be returned at once.) Also we will tell you about the many advantages, tax-wise and otherwise, of CUSTODIANSHIPS for minors under Florida law. We can secure certification of ownership, properly inscribed using the child's name, before Christmas.

For several years we have encouraged the grandparents — and parents — of young people to appreciate the advantages of growth type investing for minors — and for themselves, too.

Inquiries invited . . . without obligation

INVESTMENT SECURITIES

Investment QUALITY is our first consideration

There are no letters to prepare and sign, no enclosures, no return cards, no stuffing of envelopes, no selling and no stamping needed. Ordinary postal cards are all that is required and your office staff can type the addresses. If you have addressing plates it is so much simpler. All you need is some one who can write the copy that you believe will appeal to the people with whom you are doing business and your prospects, plus a good printer who can set up an attractive advertisement and reduce it to postal card size, and keep at it regularly. Since the firm that has kindly permitted me to pass this suggestion along to those who might be interested cannot answer inquiries, we have deleted their name and address from the sample reproduced here. Please do not write for any further information—any progressive and competent printing organization can make up cards that are as readable and professional as you will need.

## Our Reporter on GOVERNMENTS

BY JOHN T. CHIPPENDALE, JR.

The downward movement in prices of government issues as well as those of all fixed income bearing obligations seems to indicate that interest rates are headed for higher levels. No question about it, the financial district is looking for higher interest rates in the coming year. It is the combination of better business as well as the unfavorable balance of payments which will be working towards higher levels for interest rates, in the opinion of most money market followers.

The higher level of rates which will be paid by the commercial banks on savings and time deposits is having and should continue to have a noticeable influence on the investment policies of these institutions. So far it is evident that there will be heavier purchases of tax-exempt bonds with longer maturities and higher yields by the deposit banks in an effort to build up earning assets.

### Unanimous Thinking

The future trend of interest rates, in the opinion of practically all money market specialists and portfolio managers for large institutional investors, will be definitely upward during the coming year. This agreement on how the trend of the cost of borrowing will go for the foreseeable future, particularly during the first half if not the whole of next year, is evidently so nearly complete that one has to wonder if this group analysis of future money trends can be that good.

Nonetheless, these opinions are very strong and the reasons given for an upward movement in interest rates seem to be rather logical, so that it is not surprising that the financial community as a whole is pretty well reconciled to the paying of the higher cost of obtaining borrowed funds as time goes along.

With the future trend of interest rates apparently pretty well settled, then comes the problem for most institutional investors as to what is the best way to meet the increased costs which come along with the higher interest rates. It is evident that most of the large buyers of securities are not going to do much about the cutting of expenses, since it seems as though this is one item which cannot be reduced any more. Therefore, it seems as though the way in which most of them are going to attack this problem is by making changes in their investment programs. It is indicated that most of the mortgage policies, as well as the consumers loan ideas, are being altered in order to help earnings through these two mediums.

### Tax-Exempts of Longer Term Principally Emphasized

It is the attitude, however, toward tax-exempt obligations which is being changed quite a bit in this quest for earnings to offset the higher costs of the increased payments which will have to be made on time and savings deposits. According to advices, there is a very definite movement going on among nearly all of the commercial banks to extend the maturity range of these tax-exempt bonds in order to build up the earnings side of the equation. In some cases this means going from a ten year top maturity range into one in which 15 year maturities will now be the longest to be purchased. In other instances this range will be lengthened to 20 years, with a few institutions being willing to look at some of these bonds out as long as 25 years.

Most of the portfolio managers appear to be willing to make these longer tax-free commitments, since this is one channel with the proper maturity distributions that will help the earnings of their institutions. The short-term issues of municipal bonds will, in many cases, be cut back in these programs which will lengthen the maturity range of the tax free issues in this search for higher over all earnings.

Government obligations with the near-term maturities and the greatest liquidity will in most instances be added to in order to keep the balance in the portfolio. This appears to be a satisfactory program for most of these institutions, since there seems to be very little question about short-term governments, such as Treasury bills going to higher yields as we go along.

With all interest rates evidently headed for higher levels led by short-term rates, this brings up the point as to what will happen to intermediate and long-term rates. It is being assumed by most money market experts that they too will also follow the trend.

### Newborg Co. to Admit Schiffer

Walter A. Schiffer, member of the New York Stock Exchange on Jan. 1 will become a partner in the Exchange firm of Newborg & Co., 25 Broad St., New York City.

### Vilas & Hickey Admits Swenson

Vilas & Hickey, 26 Broadway, New York City, members of the New York Stock Exchange, on Jan. 1, will admit J. Walter Swenson to partnership.

### Pistell, Inc. Formed A. S. E. Firm

John C. Pistell has been elected President and a Director of Pistell, Inc., 50 Broadway, New York City, members of the American Stock Exchange, it has been announced by Richard C. Pistell, Chairman. The brokerage firm changed its name from Pistell, Crow, Inc.



John C. Pistell

John C. Pistell, before his election as President, was Vice-President in charge of the trading department. He will continue to supervise that department in addition to his new position as managing partner.

Gerard L. Regard, former Vice-President, was named a director and elected Vice-President-Treasurer. He continues as manager of the dealer relations department.

H. M. Dharamsey, former Vice-President and Manager of the customer relations department, was named a director and elected Vice-President and Secretary.

K. Philip Dresdner, former Vice-President-Secretary, was named director and elected Vice-President in charge of the underwriting department. He will supervise both buying and syndicate activities.

Kenneth H. Avery was reappointed director and re-elected Vice-President. He will continue to represent Pistell, Inc., on the American Stock Exchange floor.

### D. B. Marron to Be NYSE Firm

With the election of William T. Baker, member of the New York Stock Exchange, to vice-president, D. B. Marron & Co., Inc., 63 Wall Street, New York City, will become a member of the New York Stock Exchange. Other officers of the firm are Donald B. Marron, president and treasurer; Robert E. McKeever, vice-president; and Henry Mann III, vice-president and secretary.

### Mitchell, Hutchins To Name V.-Ps.

CHICAGO, Ill.—Mitchell, Hutchins & Co., Inc., 231 South La Salle Street, will appoint Douglas J. M. Graham, Bruce A. Johnston, and John Coleman, Jr., vice-presidents, effective Jan. 1. Mr. Graham and Mr. Johnston will make their headquarters in the firm's New York office at 1 Wall Street.

### Laird, Bissell To Admit Two

WILMINGTON, Del.—Laird, Bissell & Meeds, du Pont Building, members of the New York Stock Exchange, on Jan. 1 will admit William C. Lickle and F. Michael Donohue, Jr., to partnership.

### Lubetkin, Regan To Admit Two

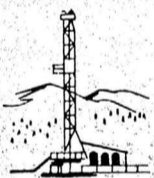
Lubetkin, Regan & Kennedy, 44 Wall Street, New York City, members of the New York Stock Exchange, on Jan. 1 will admit Philip C. Lubetkin and Robert M. Horner to partnership.





## It takes a lot of crude oil to keep the *Firebird* flying

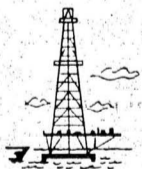
Pure Oil's Firebird was born hungry and his appetite has grown as our new PURE Firebird Gasolines have found a welcome reception from dealers and motorists. To keep the Firebird flying and build up our reserves, we've stepped up exploration and drilling activities on a broad front. In this hemisphere alone, recent projects include:



**PURE GOES "WAY WEST"**—In San Juan County, Utah, PURE brought in one of the major wildcats of 1959. By February, 1962, seven wells will be producing on our properties in the Northwest Lisbon field. These properties will be unitized with properties of other owners in the field, and the combined production will approximate 10,000 barrels of high-gravity crude oil per day. We will have a 52% interest in the unit.



**NEARBY—ANOTHER NEW STRIKE**—Just north of Northwest Lisbon, we've hit again, at Big Indian. Completed this summer, the first well has a calculated open flow potential of 44 million cubic feet of gas and 800 barrels of condensate (a kerosine-like liquid) a day. A second well is now being drilled.



**14 FATHOMS DEEP**—Off-shore Louisiana, in 85 feet of water, we've erected a new drilling platform. A pioneer in off-shore drilling, PURE now owns an interest in over 50 gas and oil wells in the Gulf, and plans to drill eleven new wells in 1962.



**HOT PROSPECTS IN COLD COUNTRY**—New leases on Federal land in Alaska bring our total holdings there to approximately a million acres. PURE is continuing its geological and geophysical surveys and will follow with further exploratory drilling. PURE spudded in its first Alaskan well earlier this year.



**... AND IN THE TROPICS**—The first major oil company to enter Honduras, PURE has already begun seismic explorations there. The concession covers 10,195,000 acres, on land and off-shore.

*PURE now has oil rights on almost 37,000 square miles of land in 26 states, the Gulf of Mexico, and 7 foreign countries on three continents. This expanding program adds up to keeping the "SURE" in "PURE"!*



**THE PURE OIL COMPANY**



# MUTUAL FUNDS

BY JOSEPH C. POTTER

## Not Without Grace

An individual who has ventured into the marketplace, and pinned his hopes for investment success on a stock — or two or three — knows how frustrating such an exercise can be. He may fancy the automotive industry, figure General Motors is a prime choice and wake up to find that American Motors is the Stock of the Year.

Even the mutual funds, with their professional management and extensive research, have been known to miss the best performer. And their chances of success, considering the superior tools and the advantage of the spread risk, are bound to be far greater than those of the man playing a lone hand and giving only negligible attention to the investment chore.

Here, as 1961 fades, a prime candidate for Stock of the Year is W. R. Grace & Co., which bounded upward from around 35 early in the year to around 90 in the autumn. Grace, a longtime factor in shipping and banking, acquired widespread investment appeal only after the financial community began to recognize its highly profitable stake in chemicals.

If the general public overlooked Grace, so for that matter did many of the funds. Even Chemical Fund, in a review of its portfolio as of Sept. 30, had not latched onto Grace.

Chemical Fund lists 17 general chemicals in its portfolio and notes that these account for over 27% of the company's total assets (over \$300 million). None of the 17 comes close to matching the brilliant performance of Grace and the list includes such stand-out companies as Allied Chemical, Du Pont, Rohm & Hass, Union Carbide, Dow and Monsanto.

Now, none of this is intended as a critique of Chemical Fund, which has utilized its knowledge of chemical science to make the dollars of its investors grow appreciably. Indeed, as the record shows, an investment of \$10,000 made following World War II would have grown to a value of about \$55,000 and paid over \$9,000 in dividends.

The point is that the by-guess and by-gosh approach to the marketplace of the individual investor is far less likely to find the stars of tomorrow and, even worse, is apt to lead him into situations that can be extremely costly.

Chemical Fund notes that more than 60% of its assets are invested in companies with a stake in the development of space-age sciences. Understanding these industries is a full-time chore for a staff of trained experts. As the fund notes: "There are pitfalls in buying 'science fiction' stocks, as many investors have painfully learned of late."

If W. R. Grace somehow eluded Chemical Fund, the fund didn't overlook Xerox, a standout performer of 1961. There are numerous others.

Xerox, of course, is an important factor in the field of graphic arts, which might be termed "semi-chemis." In that grouping Chemical Fund has well over 9% of its assets. Its stake in drugs, second only to the general chemicals, totals up to nearly 21%. Oil and gas tote up to better than 7% and pulp and paper to 6%.

Specialty companies account for 15% of the company's holdings—such stocks as Corn Products, Minnesota Mining & Manufacturing, National Lead and Procter & Gamble.

Management of the fund, obviously, is research-minded. As Chemical Fund puts it "The chemical industry today spends more of its own resources on new-product development than any other U. S. industry. All told, the chemical process industries spend over \$1 billion on research — over 25% of all company-sponsored research in the nation." The result is a profit growth calculated at more than three times that of all other manufacturing industries in the past seven years.

And the profits derived by Chemical Fund over the years from a working knowledge of chemical science add up to a performance that is not without grace.

## The Funds Report

**Axe-Templeton Growth Fund** of Canada reports that during August, September and October the fund made new commitments in Monarch Fine Foods, Canadian Hydrocarbons, Rockover of Canada 6% convertible preferred and Hoogovens (Dutch steel company). The company sold its Imperial Tobacco and Ogilvie Flour Mills preferred. Holdings of Tesco Stores, Massey-Ferguson Royal Dutch Petroleum and Superior Propane were increased. KLM Royal Dutch Airlines, Loblaw Co. Ltd. and Ventures Ltd. were decreased.

**Calvin Bullock, Ltd.**, managers of investment companies, have announced the appointment of Luther C. Campbell as wholesale representative in the central western area.

Mr. Campbell, who will make his headquarters in Dallas, Texas, is a West Point graduate. He comes to the Bullock organization after spending a number of years as a registered representative of a New York stock exchange firm. With Bullock, Mr. Campbell will offer to investment firms in his area assistance and sales ideas for Bullock Fund, Canadian Fund, Dividend Shares and Nation-Wide Securities.

Individual and institutional investor purchases of the **Group Securities** mutual funds in November were \$2,652,210, more than double the November, 1960, volume, according to Herbert R. Anderson, President. October purchases of the company's six mutual funds totaled \$2,898,835, also more than double the year-ago figure.

**Imperial Financial Services of Minneapolis** states that its cash sales of \$1,305,861 represents a new peak for any November. Total sales through November, of \$14,024,739, represent an 86% rise from the year-earlier period.

With December totals still to be registered, **Investors Planning Corporation of America** has already bettered last year's annual sales high, President Walter Benedict reported. He said the fund distributor's 1961 business written through last month's close came to \$163,437,000, an increase of 16.5% in comparison with the \$140,265,000 at Nov. 30 a year ago. He said sales for all of 1960 came to \$150,537,000.

**E. C. Morton & Co.** has opened an office in Woodstock, Vt., its first in the Green Mountain State.

The class of 1962 at Lehigh Uni-

versity has initiated a memorial class gift campaign among its 590 members. Funds received from annual payments over the next 20 years will be invested in **Putnam Growth Fund**.

**United International Fund** reports at the half year, ended Oct. 31, net assets of \$21,262,533, or \$10.97 per share. At May 1, the date operations began, assets were \$22,893,747, equal to \$11.33 a share.

At Oct. 31, 62% of total net assets was invested in common stocks of 86 companies in 10 countries and 12% was invested in corporate and government bonds of Argentina, New Zealand, Germany, Japan and Norway.

## Putnam Mgmt. Elects Directors

BOSTON, Mass.—The directors of The Putnam Management Company, Inc., 60 Congress Street, have elected Charles M. Werly



George Putnam, Jr. Charles M. Werly

Chairman of the Board, and George Putnam, Jr., President and Chief Executive Officer. Mr. Werly was formerly President, and Mr. Putnam Executive Vice-President of the Company.

The Putnam Management Company is Manager of The George Putnam Fund of Boston and The Putnam Growth Fund.

## Kuhn, Loeb Co. To Admit Partners

On Jan. 1 Kuhn, Loeb & Co., 30 Wall Street, New York City, members of the New York Stock Exchange, will admit to partnership Alvin E. Friedman, John S. Guest, Jerome S. Katzin, John T. Monzani and H. Spottswood White.

## Boettcher & Co. To Admit Partners

DENVER, Colo.—Boettcher and Company, 828 Seventeenth St., members of the New York Stock Exchange, on Jan. 1 will admit William H. Hutchinson and Alfred A. Wiesner to partnership. Mr. Hutchinson will make his headquarters in the firm's Pueblo office.

## Brown to Be Staats Partner

LOS ANGELES, Calif.—On Jan. 1 William R. Staats & Co., 640 South Spring St., members of the New York and Pacific Coast Stock Exchanges, will admit Wallace B. Brown to partnership. Mr. Brown who has been with the firm for many years, is cashier.

## John C. Legg & Co. To Admit H. DeMuth, Jr.

BALTIMORE, Md.—John C. Legg & Company, 22 Light Street, members of the New York and Philadelphia-Baltimore Stock Exchanges, on Jan. 2 will admit Howard E. DeMuth, Jr. to limited partnership in the firm.

# BANK AND INSURANCE STOCKS: This Week — Bank Stocks

## FIRST SECURITY CORPORATION

In previous discussions in this column of bank stocks as investments there have been attempts to focus on those banks in areas where deposit growth will exceed the average for the country as a whole. One area which has not been previously discussed is the northern portion of the Mountain States area. This would include Utah, Idaho, Wyoming and Montana.

The largest banking institution in this area is a bank holding company, First Security Corporation. First Security, through member banks has over 70 branches in Utah, Idaho and Wyoming. Representation in the latter state is through one bank in Laramie. The members of the holding company in Utah and Idaho are the dominant banks in these areas with the largest affiliate in Utah. Within the past year (1961) deposits have increased approximately 5% and are now in the vicinity of \$600 million. This increase compares very favorably with the Walker Bank whose deposit growth in the year 1961 is estimated to be negligible. Although the Walker Bank is an affiliate of the Western Bancorporation it seems logical that participation in banking growth in any area can best be achieved through investment in that bank which is primarily centered in the area. The Walker Bank represents in the vicinity of 10% of the total deposits of the Western Bancorporation; therefore, any growth in the area will not reflect itself to the same extent in the earnings of the holding company because of such broad geographical diversification of Western Bancorporation's assets.

The largest bank in the First Security group is centered in the Salt Lake City area. This has been regarded as the center of a mining and agricultural area. Recent developments in the use of metals in missile development mean substantial industrial development (Thiokol Chemical and Hercules Powder Corporation). Also, the introduction of natural gas and the oil and gas discoveries in Southern Utah have contributed to some industrial expansion. In Idaho much of the growth has occurred for the same reasons with also hydroelectric development which provides relatively cheap power. According to economic surveys of the Salt Lake City and Boise areas, population over the next decade is expected to show a 100% increase.

First Security Corporation sells at a modest multiple of earnings when compared to California banks. (See table.) The growth in earnings per share over the past five years compares favorably (more than 50%) with major commercial banks and 1961 is expected to show an increase in earnings per share of 10%. This is unusual when appraising the

earnings performance of most of the major banks in the country.

Recent price	-----	\$53
Dividend	-----	\$1.00
Yield	-----	1.88%
Earnings (est. '61)	-----	\$2.50
Price-Earns. ratio	-----	21.4

The holding company is very ably managed in part by the Eccles family. Former Federal Reserve Board Chairman Marriner Eccles is Chairman of the Board of the corporation. Although family holdings of the stock may be substantial this fact has never impeded dividend increases. The cash dividend was recently raised from 90 cents to \$1 and it has been the practice of the bank to also pay 2% in stock over the past few years. It would appear that with a low payout, and an improving capital position, dividend treatment would continue to be favorable. Although commercial banks in this area have large time deposits any increase in rates paid should not deter earnings growth to the same extent as in California. In 1959 the Federal Reserve Board required the First Security Corporation to divest itself of non-banking assets. Included in these assets were a savings and loan company. The management of the bank retains interest in the new corporation which holds the savings and loan company; therefore, it seems unlikely that any drastic action will be taken by one institution to impede the growth of the other.

## NEWS ITEMS

In view of the recent announcement by the Federal Reserve Board under Regulation Q regarding interest paid on time deposits, the Chase Manhattan Bank and the First National City bank have both announced an increase in rates to be paid. The Chase Manhattan will pay up to 3½% on time deposits and the First National City will pay up to 4%. The effect of such a move will have no appreciable effect on earnings of these banks, nor would a change affect earnings of any of the major banks in the East where time deposits are not significant.

## CORRECTION

In the recent discussion (Dec. 7 issue) of Colorado banks, the Denver United States National Bank, which had been referred to as the "Denver National," was reported as having 800,000 shares outstanding. This did not allow for a 12½% stock dividend to holders on Jan. 17, 1961, nor did it allow for a 1-for-9 offering of stock to stockholders on Sept. 12, 1961. The stock dividend and the subscription each increased the capitalization by 100,000 shares. Accordingly, there are now outstanding 1,000,000 shares of stock.

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## AS WE SEE IT

have remained as cool as it had been the day before.

### Contemptuous of the President

The resolutions of the labor convention and the remarks of the head of the powerful automobile workers union are really quite remarkable after what the President himself had pled for and what the head of the combined forces of the organizations in convention assembled had said about cooperation with the President—and, for that matter, after the kind of ovation the President received in person when he appeared before the representatives of organized labor. The President had asked for moderation in all negotiations and avoidance of demands for shorter work weeks or greater increases in wages than correspond to gains in "productivity." He, in rather gentle language, it is true, had tried to remind the convention of its share in responsibility for price stability, and a good deal more of the same sort.

When the convention got around to resolutions, it said in part: "In collective bargaining in the period ahead, AFL-CIO affiliated unions will press for wage advances as a vital means of increasing inadequate consumer purchasing power. Purchasing power must catch up and keep pace with fast rising national productive power so as to help stimulate and sustain an increased rate of national economic growth." Then followed demands for year-round income or employment and adequate benefits upon loss of jobs; improved health, welfare and pension programs; measures to minimize ill-effects on workers of automation and plant relocation; and shorter hours with no loss of pay and "substantially more paid vacations, holidays and other paid leisure time." One would hardly guess that the President, amid great applause only a few days before (and, for that matter, his Secretary of Labor) had taken a very definite stand against shortening the work week at the present time, and that both had had a good deal to say about productivity as a limit to wage increases.

### Reuther Takes the Prize

But it took Walter Reuther, the aggressive leader of the auto unions to cap the climax of contempt that labor leaders showed for the President of the United States and his aide. Said he: "We ought to say to them that we are prepared to work 40 hours a week if you can give every American who wants to work a job at 40 hours a week, and if you cannot, then we ought to fight to reduce the level of the work week until every

Continued from page 1

American who is willing and able to work has a job in the American economy.

"There is, though, much else both in the outgivings of Mr. Reuther and the resolutions unanimously adopted by the convention that is quite contemptuous of the President of the United States. A great deal is said about weak consumer purchasing power, rising unemployment and economic stagnation, and the "need" for an expansionary budget policy to take up the slack and promote growth.

Now the cold truth of the matter is that all too often members of the Administration, if not the President himself, have given expression to the same broad philosophy of economic progress, and still seem to hold to the errors of their ways. Few if any of them seem to be free of the foolish notion that "purchasing power" depends upon the portion of the national product that is paid out to wage earners, and that programs are desirable for increasing that part of the national product. Certainly the Administration is not free of the idea that by increasing public expenditures, economic growth or at least some kind of economic blessing can be obtained.

### Wage Earners and the Farmer

Of course no one would suppose or claim that the business world generally is wholly free of fallacious notions about what makes the economic system work, but it is a fact, plain as a pikestaff, that two groups or elements in the population need to make a radical revision in their thinking about such matters. These are, it need hardly be specified, organized labor and organized agriculture. First and foremost, we as a people must come to the conclusion, and convince even the politicians, that there is nothing about either the work of a wage earner or of the farmer that sets him apart from the rest of us and makes him an instrument with which the rest of us can lift ourselves by our own bootstraps. Merely to give the matter this cold expression ought to demolish once and for all much of the nonsense about the subject—but, of course, these old fallacies have a strong hold on life.

## Hallgarten & Co. To Admit Partners

On Jan. 1, Hallgarten & Co., 44 Wall St., New York City, members of the New York Stock Exchange, will admit to partnership Alvin Ruml, Robert A. Russell, F. Bradford Simpson, Jr., and Arthur S. Zankel. Mr. Simpson is Manager of the firm's municipal department.

## Nat'l Exchange Opening March 7

The National Stock Exchange will initiate securities trading March 7, 1962, thus becoming New York City's third operating national securities exchange and the nation's 14th.

This announcement was issued by Lawrence H. Taylor, Chairman of the Board of Governors of The National Stock Exchange, who said the decision had been reached today by the Board of The National Stock Exchange. The announcement of the opening date climaxes more than three years of effort on the part of the Board, Officers and Staff of The National Stock Exchange.

Trading will be conducted on an entirely new and modern trading floor especially designed for securities trading and equipped with the latest in communications devices. The new quarters occupy the ground floor of The New York Mercantile Exchange building at 6 Harrison Street, Manhattan. The New York Mercantile Exchange, established in 1872, conducts futures trading in commodities on the second floor of the building. It is the sponsor organization of The National Stock Exchange.

The National Stock Exchange has 102 members. The officers are Lawrence H. Taylor, Cirota, Taylor & Co., Chairman; Hendrik

Ahlers, Carl Ahlers, Inc., Vice-Chairman; John J. Scanlan, President; Aaron Freundlich, Secretary; and Llewellyn Watts, Jr., Watts & Sons, Treasurer. On the Board of Governors are the officers and Maurice Haberman, Haberman Bros.; Rolf R. Roland, Model, Roland & Stone; Harry Ross of Ross, Lyon & Co.; Robert J. Seigel, Brand, Grumet & Siegel, Inc.; and Charles Wiegard, Reynolds & Co.

## Newhard, Cook to Admit Four

ST. LOUIS, Mo.—Newhard, Cook & Co., 400 Olive St., members of the New York and Midwest Stock Exchanges, on Jan. 1 will admit H. Harrison Culver, Edward B. Mower, Jr., Harry W. Newhard, and Eugene M. Reese to partnership.

## Townsend, Dabney To Admit Three

BOSTON, Mass.—Townsend, Dabney and Tyson, 30 State St., members of the New York and Boston Stock Exchanges, on Jan. 1, will admit Richard S. Andrews, Lincoln B. Hansel and Milton E. Prevost to partnership.

## Cruttenden, Podesta To Admit Four

CHICAGO, Ill.—On Jan. 1, Cruttenden, Podesta & Co., 209 South La Salle St., members of the New York and Midwest Stock Exchanges, will admit to partnership Herbert J. Burke, Sam B. Lyons, Richard E. Neal and David S. Tucker. Mr. Burke is Manager of the firm's unlisted trading department. Mr. Neal is a Resident Manager in Indianapolis; Mr. Tucker is Manager of the San Francisco office.

## Gould Named by Bermuda Bank

Jason Gould has been appointed representative in North America for The Bank of Bermuda, Ltd. and will make his headquarters in a newly opened office at 165 Broadway, New York, it was announced by Sir Henry J. Tucker, the bank's general manager.

Mr. Gould was formerly a director of Burns Bros. & Denton, Ltd., Toronto, and its New York affiliate, Burns Bros. & Denton Inc., with headquarters in New York.

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# Commercial Banks Should Learn Portfolio Management

Continued from page 1

mercial bank portfolio will contain virtually no risk of loss of principal.

The second criterion—adequate liquidity—is not so easily disposed of. Perhaps the most straightforward definition of adequate liquidity is an availability of funds at all times that may be realized without capital loss to provide for any realistically foreseeable deposit loss or loan growth. The portfolio manager should schedule his investments to provide for known seasonal loan and deposit movements and for anticipated cyclical movements. He should never be caught by surprise. As we have all learned in the last few years, it can be very costly when a bank finds itself forced to take large capital losses on sales of intermediate or longer maturities to raise funds. But it is not necessary to go to the other extreme. Some banks have erred as often on the side of excessive liquidity as inadequate liquidity. There is no virtue in a policy of holding only short-term investments. Loss of income because of a needlessly liquid portfolio often is an expensive price to pay for the insurance the bank gets against a need for funds so large that it would arise only under the most unlikely circumstances.

The third criterion of portfolio management is earnings. Within the limits set by liquidity requirements, good portfolio management will earn for the bank every dollar of income that can possibly be earned. There is no simple formula or rule that a bank can follow to obtain maximum earnings from its investment portfolio. In fact, good portfolio management requires flexibility rather than rules or formulas so that the officer managing the portfolio is able to move promptly in response to changing market circumstances. At the same time, it is necessary for the portfolio manager to have a well-defined portfolio policy and to adhere scrupulously to this policy in all his transactions. Nothing is more costly to a bank than what might be called "ad hoc" portfolio management, in which each investment decision grows out of the circumstances of the moment and is unrelated to any broad portfolio plan.

In the final analysis, managing a bank investment portfolio for maximum earnings depends principally upon the calibre of investment knowledge devoted to it. There are, continuously, opportunities for improving income through portfolio adjustments that do not affect either the quality or the liquidity of the portfolio. To be aware of these opportunities it is necessary that the officer with primary responsibility for the bank's investments be in close contact with the bond and money markets. Smaller banks often can not afford to assign a senior officer to devote all of his time to the portfolio and the money position. But even in the smallest banks every effort should be made to assure that the officer who, among other duties, has the responsibility for the portfolio should be well informed on investment markets and in frequent contact with these markets. A bank would never give responsibility for its general books to a person who had not studied accounting nor would it give responsibility for granting new credit lines to a person unable to analyze a financial statement. Investment management also requires specialized knowledge; it is equally important that the most expert judgment available be applied to the job.

### III. Managing the Bond Account

For expository purposes I would

like to separate the investment account—or bond account—from the bank's short-term liquidity position. Let me say immediately, however, that this is an artificial separation. In a well-managed bank portfolio there is latitude for shifting back and forth between the bond account and the bank's liquidity reserve assets, with the shifts guided by anticipated needs for funds, interest rate expectations, and yield spreads among investments of various maturities. Still, the distinction between investment account and liquidity position is useful and not wholly arbitrary. At any moment, the longer-term investments owned by a bank represent the funds the bank does not expect to need in the foreseeable future and whose placement is guided principally by income considerations, while the short-term investments represent funds the bank thinks it might soon need and whose placement is guided principally by liquidity considerations.

There are various techniques for managing a bank's investment account, some good and some bad. The measure of good or bad in appraising the bond investment account is almost wholly in terms of the rate of return realized. If the bank has made adequate provision in its short-term investments for any foreseeable need for cash, liquidity is by definition of only marginal importance in the bond account. Of course, the entire investment account is a secondary defense line to supply cash if it should be needed, so that only securities which are traded in a fairly broad market should be purchased by commercial banks as investments. But there is absolutely no need, and it is very costly, to schedule the entire bond investment account as though the funds will be needed for other purposes at maturity.

The very poorest portfolio policy is one in which bonds are purchased and then locked up in portfolio until maturity. I would judge that very few commercial banks today follow this policy. Nearly all banks trade their bond accounts. If a bank had followed this policy over the past 10 years and had maintained an average portfolio maturity of four years, its average rate of return before taxes probably would have been no more than 2½%. After taxes, the rate of return on this procedure of portfolio management would have been only in the neighborhood of 1¼%. Of course, there is no reason to trade your bond account unless some purpose is served. But the combination of our present tax laws plus astute investment judgment supply an important purpose—significantly higher earnings.

#### Technique of Capital Gains and Losses

A much superior policy, and one with which virtually all banks are familiar, involves trading the bond portfolio to take capital gains and losses. Commercial banks are permitted to take capital losses as offsets to ordinary income for tax purposes but are allowed to take capital gains at the capital gains tax rate. If taken in the same year, of course, capital gains and losses are treated as offsets, so in order to benefit from present tax provisions it is necessary to determine whether a particular year should be a gain or a loss year and then to adhere to that decision throughout the year unless there are compelling reasons for changing it. The cyclical movement of interest rates has been sufficiently orderly to permit most banks in recent years to determine rather easily whether

they should take profits or losses in the current year. For example, most banks have made 1961 a profit year, although there are a few banks that took profits in the latter part of 1960 and have taken losses this year. In almost all cases, 1962 is scheduled to be a loss year.

If we assume that a bank had maintained an approximately steady maturity distribution over the past 10 years by lengthening a bit each time bonds were swapped to take profits or losses, it should have been possible to add about one-quarter per cent to before-tax income over what could have been earned simply by holding bonds to maturity before reinvesting. On even a rather small bank portfolio, this is an amount that certainly justifies the minimum attention to the portfolio required to determine whether bonds should be swapped for profits or to take losses. A word of caution should be added about tax swapping. Many banks when taking profits simply "wash" the transaction by buying back the same issue they have sold, or they buy another almost identical issue of virtually the same maturity and rate of interest. This is not a well-advised procedure. It is one thing for a bank to take profits in the process of making an identifiable change in its portfolio distribution, but it is quite another thing to claim profit or loss on a transaction that clearly was undertaken solely for tax reasons. The Bureau of Internal Revenue may challenge the latter type of claim, and quite properly so.

A third procedure of bond account management, which has proved to be very profitable during the past 10 years, involves adjusting the portfolio to take advantage of the regular upward and downward movement of interest rates over the business cycle. Briefly, under this procedure a bank sells bonds to take profits when interest rates are low and bond prices high, reinvesting the proceeds in short-term securities. Liquid funds are then available for investment at intermediate and longer term when bond prices subsequently fall and interest rates rise. More and more banks have adopted this policy, as shown by the fact that in the past year (through October) the weekly reporting banks have added some \$6.4 billions to their holdings of government securities within one year of maturity, while liquidating \$2.0 billion of securities more than one year from maturity. The effect on income from this procedure, which might be called "arbitraging the rate cycle," has truly been startling. As compared with the standard portfolio system of taking profits and losses in alternate years, this system would have increased after-tax yields on the bond account by something better than one full point per year over the past 10 years.

The premise on which this, the most profitable system of bond account management, rests is that rates of interest will rise during periods of prosperity and good business and will fall during periods of business recession. Throughout our economic history this pattern has prevailed, and there is no apparent reason to expect it to change in the future.

#### Favors Liquidity Emphasis for Now

Those banks that have improved the liquidity of their portfolios during this past year, either by buying shorter issues when they had new funds to invest or by shifting into shorter maturities when they sold bonds to take profits, in most cases will probably benefit. In the first place, these banks have their portfolios in condition to provide easily for growing loan demand as business recovery continues. The danger will have been eliminated of having to sell longer bonds at a siz-

able capital loss to raise funds. And if it should happen that the funds are not needed for new loans or for deposit withdrawals and instead are reinvested sometime next year at longer maturity, it also seems quite likely that interest rates will be sufficiently higher during the course of next year to more than compensate for the somewhat lower current income the bank has earned. For example, if rates of interest on six or seven-year bonds should rise by only one-quarter per cent, prices of these bonds would be 1½ points lower. If a bank has given up three-quarters of a point or so in current yield by moving into short maturities and buys back into intermediate maturities next year, it probably will show an over-all profit on the operation, particularly after taking account of taxes on current income. The system of moving short when bond prices are in the high point of their cyclical movement and lengthening when they are at their low point, therefore, has the advantage of assuring liquidity at the time the bank is most likely to need it and also of promising higher returns than can be earned by maintaining a more or less even maturity distribution in portfolio.

In spite of the very profitable results from interest rate arbitrage in the past several years, this procedure of portfolio management should not be recommended indiscriminately for all commercial banks. Its clearly superior profitability has been made possible by the wide swings in interest rates that have occurred in the last several years. But it is by no means clear that the interest rate swing and thus the profit possibilities during the current business cycle are sufficiently good to justify a bank's putting all its eggs in this basket. Interest rates have remained higher through this recent easy money period than in either 1954 or 1958, the last two such periods, so that the latitude for further rate advance during business recovery is reduced. Also, there is no evidence thus far that credit demands will be strong enough to drive rates of interest to the levels they reached in late 1959. One powerful influence that should help prevent rates from rising to the high levels of 1959 is the very fact that so many commercial banks are in liquid position waiting for higher rates. Their demand for longer investments alone will help to put a lid on interest rates.

In this situation, very careful planning of investment operations may be necessary next year to assure profits. The bank that is not closely in touch with the market and able to move promptly may find that it has missed its opportunity to take maximum advantage of the interest rate cycle. I might add that this method of portfolio management requires not only sound judgment but stern determination. It is a very human weakness to try to squeeze the last dollar out of a market that is moving in your direction. But good portfolio management requires that you decide in advance the rates of interest at which you will begin shortening or lengthening and stick to this decision. Unless you are of this temperament, an attempt to arbitrage the rate cycle might prove costly rather than profitable.

For all of these reasons, and in spite of the proven superiority in recent years of what I have called the arbitrage system of bond portfolio management, good portfolio management this year on the part of most smaller to medium-size banks should not have involved drastic readjustments in the portfolio. At most banks, net additions to investment account probably should have been in holdings of shorter-term securities, and part of the

longer portfolio holdings should have been shifted into shorter maturities, principally to improve liquidity. If then these funds should not be needed for other purposes next year and are available for investment at longer-term, I believe banks should be able to extend profitably. But forecasts are always uncertain, and the profit prospect this time around is not particularly great. Therefore, a hedge operation, retaining some intermediate or longer bonds along with a generally more liquid portfolio, has been the recommended course.

Before turning to management of this short-term portfolio, there are a few other observations on the bond portfolio that should be made. The first has to do with a fairly common portfolio policy that appears to be related in principle to the first practice I described, that of buying bonds to hold to maturity. This is the policy of attempting to carry approximately equal amounts of securities in each annual maturity. This portfolio arrangement has often been recommended by experts, but for reasons that I am unable to understand. If we assume that a bank has made adequate provision for liquidity through its short-term investments, including in short-term those securities out to perhaps two or as long as three years, what possible need is there for another block of bonds in the four-year area, another in the five-year area and so forth. A portfolio so arranged implicitly seems to assume that at some time in the foreseeable future it might be necessary for the bank gradually to liquidate its entire investment portfolio. Realistically, such a prospect is so remote as scarcely to be worth consideration in portfolio planning. Some part of a bank's portfolio—often, a substantial part—should be considered permanent investment portfolio and invested at whatever maturity promises the most favorable return, including prospect of capital gain in measuring rate of return. The total of securities included in "permanent" portfolio will of course tend to change gradually with the passage of time, but we may confidently expect that periods of easy money and high bond prices will occur with sufficient frequency that, if necessary, a bank may from time to time liquidate some of its longer-term portfolio without loss in order to add to liquidity investments. If a more attractive rate of return is available, let us say, in the 10-year maturity range than in the five- to seven-year would dictate that some part of range, good portfolio management of the bank's investment account be placed in these longer maturities.

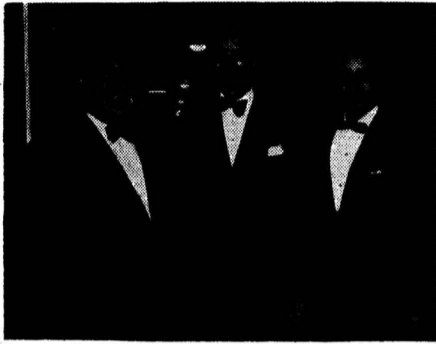
#### Today's Appeal of Longer Tax-Exempts

Similarly, many banks have not taken full advantage of the very attractive after-tax income available on high grade state and municipal obligations, particularly tax-exempt bonds in the 10 to 15 year maturities. Within limits imposed by risk assets ratios and other considerations relevant to individual banks, most commercial banks could add considerably to their after-tax income by increasing their holdings of tax-exempt securities.

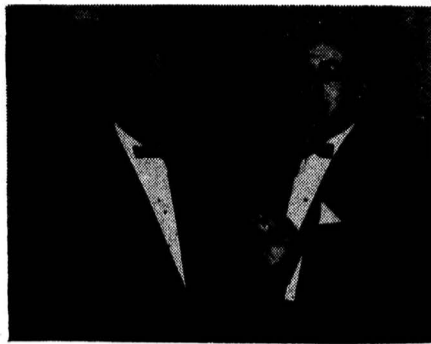
Let me stress that I am not recommending unsound or speculative shifting of the bulk of a bank's portfolio into longer-term governments and/or longer municipals in a blind grasping for yield. What I am saying is that a good many banks have needlessly sacrificed income by operating under arbitrary rules of thumb that may impose a five-year maximum maturity, or that require evenly spaced maturities, or that limit unrealistically the total of tax-exempts. Remember, the first rule for good portfolio management is that the manager never be caught by surprise—



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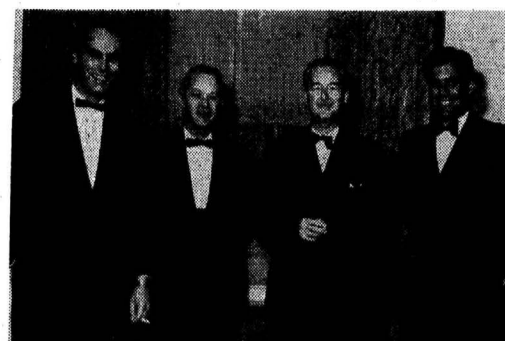
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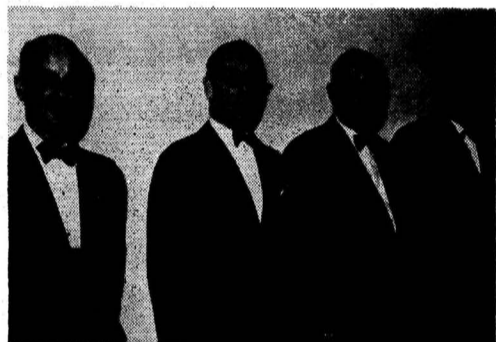


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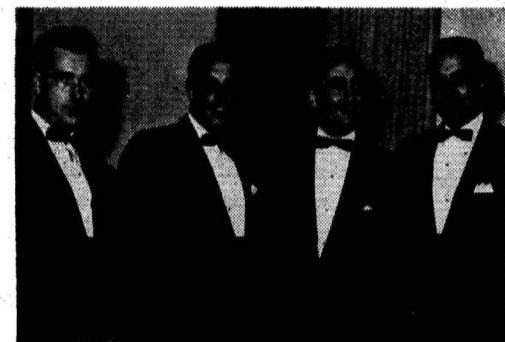
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that he always shall have provided for any potential needs for cash. Assuming that this conservative provision for liquidity has been made, the placement of the balance of the portfolio should be guided principally by income considerations rather than by investment rules whose only discernible effect has been to limit income.

#### IV. Managing the Short-Term Investment Account

The principal purpose of short-term investments in a bank portfolio is to assure liquidity that will cover any predictable need for cash funds. Consequently, income from the investment becomes secondary to liquidity. At the same time, every effort should be made to obtain maximum income from the short-term investment account consistent with the bank's liquidity needs.

The most costly short-coming of many commercial banks' management of their liquidity investments is that they often are shorter than is absolutely necessary. During a period when rates of interest on three-month bills are only slightly lower than on six-month or one-year maturities, there is relatively little cost in a bank's being unnecessarily short. But during this past year there ordinarily has been little excuse for any bank to hold investments in the three-month range. Three-month Treasury bills have generally traded around 2.30%, six-month bills near 2.70%, and one-year paper in the neighborhood of 3%. If a bank has had a definite, predictable need for a block of funds 60 days or 90 days in the future, there might appear to have been some justification for carrying three-month bills. But even in this case the arithmetic seldom justifies it. Suppose that a bank with a known need for money three months in the future instead of buying three-month bills at 2.30% were to buy six-month bills at 2.70%. If interest rates were to remain steady during the three-months, the bank when it sold its bills as it needed funds—these would now be three-month bills—would earn its 2.70% plus the increased rate realized from the fact that it sold bills at 2.30% that it had bought on a 2.70% basis. The net rate of return would be in excess of 3%. In order for this bank to have done so better than break even, earning only the 2.30% it would have earned by buying three-month bills, it would have been necessary for market rates on three-month bills to have climbed to approximately 3.10%—by about 80 basis points—in the intervening three months. At most times it is a very good gamble that rates will not rise that rapidly.

This is but one illustration of the very significant pick-up in yield that has been possible this past year and that is in fact possible at most times by taking advantage of the yield slope in the short-term area. Good management of a short-term government securities portfolio ordinarily calls for purchasing six-month bills, one-year bills, tax bills on original issue, and certificates and short notes on original issue by the Treasury.

In addition to the opportunities to improve income by avoiding an unnecessarily liquid short-term portfolio, there is a wide range of opportunities involving short-term investment assets other than U. S. Governments. Short-term Government Agency securities ordinarily trade at one-eighth to one-quarter per cent better yield than direct government obligations, are easily traded in a broad market, and are classified for examination purposes as non-risk assets. They have a definite place in a bank's short-term portfolio. Shorter municipal securities may often be purchased at taxable equivalent rates of interest far better than

short-term governments. Bankers acceptances and commercial paper usually offer attractive investment opportunities, as do the new negotiable certificates of deposit issued by the larger commercial banks. All of these obligations trade in active markets, and the average bank would ordinarily have no difficulty buying or selling to provide for its investment requirements.

The possibilities for improving income from the short-term portfolio are so numerous that a paper of this length can scarcely begin to touch upon them. From one day to the next there is an endlessly diverse range of possibilities for arbitrage or for moving funds back and forth from one type of investment to another so as to improve income. It would not be profitable in most smaller banks to assign someone full time to follow short-term money markets and invest the bank's funds. But there are sufficient opportunities to improve income from such investments by only part-time attention to the bank's short-term investments as to justify more careful study of the matter than most banks have thus far given it. Again, the first requirement is recognition that there is money to be made by greater attention to portfolio.

In conclusion, I would like to repeat a remark that I made earlier: There is no simple formula to assure the most profitable portfolio management. Each bank differs in its investment requirements from all other banks, these requirements change with the passage of time, and the market in which each bank must work out its problems is constantly moving. The one key to improved profits from portfolio is the continuous application of informed judgment to the investment accounts. If you have rules under which you now operate and which might be limiting your investment results, it might profit you, when you get back to your offices, to subject those rules to critical scrutiny. Why were they established in the first place? Do they still do what they were intended to do? Are there ways in which by abandoning or changing the rules you might add to income without in any way weakening your ability to meet the bank's day to day money requirements?

\*An address by Mr. Gaines before the First National Bank of Chicago conference of Bank Correspondents, Chicago, Ill., Nov. 28, 1961.

## Commonwealth Theatres of Puerto Rico Common Sold

Public offering of 100,000 common shares of Commonwealth Theatres of Puerto Rico, Inc., at \$10 per share is being made by J. R. Williston & Beane, New York City, and associates. Of the total, 50,000 shares are being sold by the company and 50,000 by certain stockholders. Net proceeds will be used by the company for the construction of a drive-in theatre, remodeling of two existing theatres and for working capital.

The company of Santurce, Puerto Rico operates 38 movie theatres in the Commonwealth and sells candy, soft drinks and cigarettes by vending machines and at stands. Authorized stock consists of 1,000,000 no par common shares, of which 500,000 will be outstanding upon completion of this sale.

### Astor & Ross to Admit

Astor & Ross, 111 Broadway, New York City, members of the New York Stock Exchange, on Dec. 28 will admit Frank S. Whyman to Partnership. Mr. Whyman will acquire a membership in the Exchange.

## Chemical N. Y. Names Director

Charles Ezra Daniel, prominent industrialist and former United States Senator from South Carolina, has been nominated for membership on the board of directors of Chemical Bank New York Trust Company, to be elected at the annual meeting of stockholders on Jan. 16, 1962, Chairman Harold H. Helm has announced.



Charles Ezra Daniel

Mr. Daniel is Chairman of Daniel Construction Company of Greenville, S. C., and a director of Eastern Air Lines, Inc., Georgia-Pacific Corporation, Graniteville Company, Prudential Insurance Company of America, Saco-Lowell Shops, South Carolina National Bank, Southern Bell Telephone & Telegraph Company and J. P. Stevens & Co., Inc. Mr. Daniel is a member of The Business Council and a trustee of Clemson College, the Committee for Economic Development and South Carolina Foundation of Independent Colleges.

## Chicago Analysts Forecast Forum

CHICAGO, Ill.—The Investment Analysts Society of Chicago will hold their annual forecast forum on the outlook for 1962 at their meeting to be held today at 3 p.m. in the Grand Ballroom of the Midland Hotel.

Speakers will be Tilford C. Gaines, vice-president of the First National Bank of Chicago, who will discuss the general business outlook and factors likely to influence interest rate movements during the year.

Stanley A. Winter, vice-president of A. G. Becker & Co., Inc., will speak on Electronics.

Evan L. Ausman will discuss Life Insurance.

C. Reed Parker, Duff, Anderson & Clark, will discuss Steel and Aluminum.

Allan A. Gilbert, vice-president of George Fry and Associates, will speak on the Effects of Discount Houses on Traditional Merchants.

## Francis I. du Pont To Admit Monroe

LOS ANGELES, Calif.—On Jan. 1, Brooks Monroe will become a partner in the New York Stock Exchange member firm of Francis I. du Pont & Co. He will make his headquarters at the firm's Los Angeles office in the Statler Center.

## Finkle & Co. to Admit M. Siebert

On Jan. 1, Muriel F. Siebert will become a partner in Finkle & Co., 70 Wall St., New York City, members of the New York Stock Exchange. Miss Siebert is a partner in Stearns & Co.

## Eastman Dillon Branch In San Francisco

SAN FRANCISCO, Calif.—Eastman Dillon, Union Securities & Co. has opened a branch office at 601 California Street under the management of John W. Mackey, resident partner.

## THE SECURITY I LIKE BEST...

Continued from page 2

42,000 acres on the Island of Oahu. About 18,000 acres in Oahu are in agriculture but in time it could be developed for the Island's expanding population. About 6,500 acres of land are owned in Contra Costa County, California, about 40 miles from San Francisco. This land represents long-term investment and its full potential probably will not be realized until public water is made available and highways improved.

New management emphasis seems directed towards not only consolidating Dole and Bumble Bee into a stronger and more cohesive unit, but also towards effectively utilizing the company's extensive and valuable land holdings. Hawaii is one of the most rapidly growing states in the Union. Because of this growth and because of the State's somewhat unique position in relation to the mainland, industrial, commercial and residential land development potentials are thought to be enormous.

Land and land improvements are carried on the books at \$17,500,000 or about \$109 an acre. There is a great deal of interest in these lands, some rash calculations as to value have been made but no realistic figures have ever been made available. One of Castle & Cooke's holding, the island of Lanai, purchased by Dole in 1922 for \$1,100,000, is a self contained community and this alone is probably worth greatly in excess of cost.

Consolidated earnings in fiscal 1960 (pro forma) were \$2.25 a share compared with \$2.96 in 1959. At the stock's current price of 51, these earnings are being valued at 23 times which I feel is reasonable in relation to what I consider an outstanding long-term growth pattern.

Despite the fact that several months have elapsed since the merger, it is extremely difficult to project earnings. Results for the first full fiscal year to April 30, 1962 will probably reflect several adverse factors, a decline in Dole's earnings and the problems affecting Matson Navigation and the shipping business. Dole's earnings will also exclude May, 1962, one of its best months. The adjustment of inventories at the close of the new fiscal period will also be undertaken as these have been carried on the books at the same value for many years.

Bumble Bee's results will be better and the popularity of its brands among consumers continues to increase. On a long range basis, prospects are good and expansion of markets coupled with new products should improve sales and earnings.

Financial condition is excellent with net working capital at \$18 a share. The company will realize about \$17,000,000 after taxes upon completion of the sale of its 230,000 shares of Honolulu Oil. Proceeds will be used to retire bank loans and finance corporate expansion. On a pro forma basis combined balance sheet showed book value of \$44 a share.

Already management is giving strong evidence of carrying out its planned program for expansion of markets, land development and corporate realignment. The first move was the announcement that a \$1,500,000 tuna cannery will be built at Cambridge, Maryland, to be operated by a new subsidiary of Bumble Bee. The reason for this move is to increase the company's penetration into metropolitan New York and inland areas of the United States and to exploit the South American and African export markets. Strategy is to continue its move to the mainland. Hawaii's market is limited and since Castle & Cooke is the

largest company on the mainland, it has become increasingly subject to new State anti-trust laws.

Several weeks ago, Oceanic Properties requested the planning commission to rezone 3,000 acres of land in Oahu. If approval is received the company plans, upon approval of its Board, to develop a self-contained community, with its own schools, shops and homes. Timing on this may be several months away, however, its successful outcome should be of major benefit to stockholders. The recently announced sale of Castle's controlling interest in Kentron Hawaii, Ltd., an electronics and equipment communications company, organized in 1956, was another move towards revamping its corporate setup.

Until recently, Castle has, to a large extent, been primarily a lessor or a land sales agent. Its new policy is to aggressively participate in land development. As this program accelerates, it should have a significant impact on earnings. These broad land interests as well as the company's investment position in a wide variety of other businesses inject a broad element of unrealized asset potential into the situation not ordinarily found in most companies. For this reason, I consider Castle unique and unsuitable as a true basis of comparison with other food companies. However, in comparing several other food stocks, I find that they are selling between 21 and 29 times estimated 1961 earnings compared with 23 times for Castle. It seems to me that an investor is paying very little for the land and other assets and the potential realization of such assets.

Capitalization consists of \$16,044,000 of long-term debt and 2,319,799 shares of common stock. Dividends are being paid at the rate of \$1.40 annually and have been paid continuously since 1896. The stock is currently priced at 51, and is traded in the Over-the-Counter Market.

## Chicago Board of Trade Slate

CHICAGO, Ill.—The following nominations have been presented to members of the Chicago Board of Trade for officers to be voted upon at the annual election to be held Jan. 15:

Chairman of the Board—James P. Reichmann.

Vice-Chairman of the Board—Bernard P. Carey.

Second Vice-Chairman of the Board—James J. Coughlin.

Directors—Robert L. David, Milton Kirshbaum, Robert L. Martin, Robert L. Raclin, Carson H. Varner and Fred J. Watts, Jr. (five to be elected for three years).

Nominating Committee—George J. McKerr and Paul E. Murin (for three years); George E. Booth (for one year).

Committee of Appeals—Raymond A. Comenzo, Sidney C. Hamper, Thomas E. Herr, Edmund J. O'Connor and Clarence W. Swaby (two year term); Earl M. Combs III (to serve for one year).

Committee of Arbitration—John O. Epeneter; William P. Fanning, Thomas A. Gledermann, Sherman L. Levin and Paul F. McGuire (two year term).

Ardin P. Buell was nominated by petition for a three year term as a member of the nominating committee.

### R. J. Buck, Partner

Richard J. Buck & Co., 4 Albany Street, New York City, members of the New York Stock Exchange on Jan. 2 will admit Constance F. Buck to limited partnership in the firm.



# Problems and Prospects Of the American Economy

Continued from page 3

new housing starts rose by more than 20% from January to September.

The improvement in the economy has been fully reflected in the income of American consumers and American business. From January to September personal income rose at an annual rate by more than 4%—or about \$50 after taxes for every man, woman, and child in the country. Over the same period, corporate profits after taxes rose by approximately 20%.

Much of the vigor and speed of the recovery to date is founded on the prompt measures taken by the Administration and Congress to expand demand to strengthen the markets for goods and services. Among these measures were: temporary unemployment compensation, aid to dependent children of the unemployed, early payment of tax refunds and National Service Life Insurance dividends; speed-up of both civilian and defense procurement and construction, including the highway building program; financial aid to distressed areas; and an extensive housing program. These actions reflect the Administration's philosophy that the Federal Budget is a positive instrument—to be used in different ways at different times—for achieving both high employment and a stable price level.

Monetary policy, operating through the changes in the cost and availability of credit, has also contributed to the recovery. As the President stated last May, "The full financial influence of the government must continue to be exerted in the direction of general credit ease and further monetary growth while the economy is recovering." Through the close cooperation of the Federal Reserve System, interest rates have been held down, and ready availability of credit has been maintained. Combined with specific measures to provide easier housing credit, these policies have lowered mortgage interest rates and stimulated the housing market.

## II

### Full Employment

The brief lull in the pace of recovery in September and early October is now ended. We anticipate continued steady recovery for the rest of this year and into 1962. Retail sales were up 2½% in October, thus climbing out of the doldrums, just about on schedule. Industrial production in all major sectors also moved up nicely in October. Gross National Product, which was running at a \$501 billion rate in the first quarter of this year, is pushing toward the \$540 billion mark this quarter and promises to reach \$565 to \$570 billion by the middle of 1962.

Such advances are impressive, even dazzling, in absolute terms. I do not belittle them. But it would be both wrong and dangerous simply to point with pride to continual "new highs" in output, employment, income, and business profits, and to assume that this takes care of the unfinished business of economic policy. This would ignore the sobering statistics on unemployment and the challenging facts on the continual growth of our economy's capacity to produce.

We will not feel that we are over the hump of the recovery problem until we achieve a substantial reduction in unemployment. It is true, of course, that while the labor force was gaining 2 million people from January to October, the number of people employed rose by 3.4 million. But this very substantial reduction in

unemployment must be viewed in perspective: January is always a high unemployment month and October is normally a low unemployment month. So the seasonally adjusted unemployment rate has continued at nearly 7% of the labor force month after month.

Why has a large rise in production not yet been accompanied by a reduction in the rate of unemployment? Because, as production begins to climb out of the trough of a recession, two things happen: (1) employers typically lengthen the average work-week of those already employed; and (2) output per man-hour rises significantly. Combined with an increase in the labor force, these factors make possible a large rise in output without any reduction in unemployment. As recovery continues, however, employers reach the point at which they must hire new labor in order to achieve further advances in production.

For this reason, we are confident that continuing recovery in the months ahead will significantly reduce unemployment. Should this fail to occur, the Administration fully intends to take further steps to deal with this serious problem. President Kennedy has made clear that he has no intention of "learning to live with" our present excessive levels of unemployment.

By mid-1962, if our forecasts are roughly correct, the unemployment rate will drop substantially—to 5½%, or less, of the labor force. This will fall short of full employment, just as the impressive \$565 billion Gross National Product will fall short of full use of our economy's resources. To take up the remaining economic slack will be the challenging—and rewarding—task of business, consumers, and government in the period beyond the middle of next year. Success in this effort would push us beyond the \$600 billion mark during 1963.

Let me take a moment to comment on the standard we use for "full employment." Why do we accept a 4% level of unemployment even as a first approximation of full employment consistent with price stability? The basic answer in a vast dynamic economy like ours lies in the allowances that must be made for people who are moving from job to job, people whose work is seasonal, and people whom technological advance or geographical shifts in industry have left behind—that is, allowances must be made for a certain minimum of "frictional," "seasonal," and "structural" unemployment. The point is made—quite rightly—that this is a reducible, not an irreducible, minimum. As we improve our programs to retrain and relocate workers, to stimulate new industry in areas of chronic labor surplus, and to guide young people in the fields of skill our economy will demand in the future—in short, as we improve the mobility and skill structure of our labor force—we can improve our full employment target to 3½% or even 3% unemployment.

## III

### Price Stability

If this recovery has seen disappointingly little change in unemployment, it has also seen encouragingly little change in prices. In fact, wholesale prices actually fell by 1% between January and September; the wholesale price index is lower today than it was in 1958. This is the first postwar recovery in which wholesale industrial prices actually fell in the first seven months of the recovery. And despite the continuing upcreep in

the prices of services, the rise in consumer prices has been moderate—only seven-tenths of 1% from January to September.

The outlook for continued price stability is encouraging. With a considerable margin of unused productive capacity, and with a distressingly high level of unemployment, there is little danger of "too many dollars chasing too few goods." But the appellation of price stability can be upset if the wage-price spiral is resumed. This is why it is so important to the national welfare that both management and labor make their price and wage decisions in full awareness of the overriding national interest in price level stability. In letters both to the heads of the 12 major steel companies and to the head of the United Steelworkers of America, the President sought to make clear the link between price and wage decisions in this vital industry and the achievement of overall price stability. In this field, perhaps more than in any other area of economic policy, success in reaching our common objective demands understanding and active cooperation on the part of every one of us.

As the President stated on several occasions, it is vitally important for the achievement of our national economic goals that we maintain a reasonably stable price level. Price stability is linked with the maintenance of equilibrium in our balance of payments. In the modern world, if prices and wages once again begin to creep upward at too fast a pace, our balance of payments will be an early casualty.

## IV

### Balance of Payments

Our balance of payments position has become, altogether properly, a matter of serious concern to our people and to their representatives in government. The story has been more than twice-told.

The index of our export prices for manufactures rose by 16% between 1953 and 1959, while except for the U. K. and Canada, the corresponding index for our major competitors was stable or fell. As a result, between 1953 and 1960 American export prices for manufactures rose about 15% relative to an average of the prices of all major exporters of manufactures. The United States share in the manufactured goods exports of 10 major industrial countries fell between 1953 and 1960. In 1958, 1959, and 1960, the United States had balance-of-payments deficits of \$3.5, \$3.7, and \$3.9 billion. International confidence in the dollar weakened, and in late 1960 and early this year there occurred a serious outflow of gold.

Since then there has been a dramatic improvement in our balance of payments and a restoration of confidence in the dollar. For 1961 as a whole, our payments deficit will be something over \$2 billion instead of nearly \$4 billion. The gold outflow has slowed to an occasional trickle, from just \$1 billion between March 1 and Oct. 31, 1960, to \$72 million in the corresponding period of 1961. Even that picture hides a cyclical pitfall. Our imports during the first half of 1961 were held down by domestic recession, and during those six months our deficit was at an annual rate of only \$1.5 billion. In the second half of this year, as our industrial machine picked up steam it began, inevitably and naturally, to consume and add to inventories a greater volume of imported materials. The recent preliminary figures for the third quarter show an annual rate of deficit slightly over \$3 billion.

On our international balance of payments, as on the domestic economy, it is difficult, but essential, to achieve a balanced perspective. One can acknowledge the solid progress we have made

in 1961 without being blind to the continuing problems that face us. One can be sober about short-run adverse developments without being alarmist about our basically strong long-run position.

The evidence of our basic strength is not difficult to marshal:

(1) Our export surplus on goods-and-services account, excluding military expenditures, has not flagged in recent years. It was \$2 billion a year higher on the average in the second half of the 50's than in the first half. In 1960, we exported around \$7 billion more of goods and services than we imported. This \$7 billion surplus is a substantial achievement by American industry—even if it is still not enough to cover all of our economic and military obligations abroad.

(2) During the past decade, the net claims of our citizens and their government on foreigners have doubled, and now total \$26.7 billion. This is a clear case of increasing our means, not living beyond them.

(3) We continue to hold some 45% of the free world's monetary gold stock, despite the fact that we do a substantially smaller proportion of the free world's trade. Indeed, the gold position that sometimes looks so dangerous to us would seem to most of our friends like affluence itself.

The Administration has taken positive though quietly inconspicuous steps to reduce our outpayments and increase our receipts from abroad. The export drive, the new program to guarantee export credits through local banks, negotiations with our industrial allies to increase their share of the West's expenses for military defense and foreign aid, our efforts to move with our European friends toward further liberalization of trade—these are only a few examples of programs which will eventually move our country toward a healthy equilibrium on its international accounts. A less tangible—but no less important—influence is the keen consciousness throughout government of the balance of payments problem and its implications for a wide variety of policies and actions.

On the monetary front, the Treasury has cooperated with foreign central banks in the use of new techniques for dealing in foreign currencies. And we are moving closer to the provision of new standby lending authority for the IMF. Such improvements in the international payments mechanism, together with the use of our own great reserves, has one important function: to insure that temporary adversity in international trade or capital movements need not be met by penny-wise-pound-foolish policies which stultify the West's joint quest for high employment and rapid growth.

To maintain a balanced view of our payments problem, it is also important to distinguish fundamental changes in our international position from the natural cyclical response to a recovery in the level of economic activity. Cyclical deterioration of our foreign balance is not inconsistent with a slow long-run improvement.

To achieve that improvement calls, above all, for measures which harmonize our interest in domestic prosperity and growth with our interest in an improved international competitive position. It calls for growth in productivity, for lower costs, for a modernized industrial plant, for energetic measures to seek out export markets, and—as already emphasized—for price stability. Finally, we do well to remember that we are and must be an export surplus country. Restrictions on the free flow of world trade tend to hurt our basic balance of payments position. Mutual trade liberalization must remain a basic policy

objective, not only because it is good for the world economy, but because it is good for us.

There are important points of harmony between domestic and international payments policies. There are also points of potential conflict between them. If preventive measures on the balance-of-payments front prove inadequate, the choice may be hard, and the cure may be painful. A "cure" which would restrict a slack domestic economy through higher interest rates, restrictive budget policy, and similar measures would be a high price to pay for failure of preventive measures. No permanent solution to the problem of basic competitiveness is to be found in holding down the power and productivity of our economy.

## V

### Economic Growth

Let me turn now to the longer-term problem of speeding up our economic growth, i.e., the rate of increase in our productive capacity. By "longer-term," I do not mean that this is a task which need wait upon, or interfere with, the restoration of full employment. Indeed, broadening the base of our economy through added investment, research, and education can assist and prolong recovery. The task of achieving faster economic growth brooks no delay: a dignified stroll up the path of economic growth is not enough in a world where friend and foe alike are sprinting ahead at a rapid rate.

Economic growth is both an end in itself and an instrumentality, both the pot of gold and the rainbow. We seek economic growth, in part, to raise the American standard of living and to diffuse its benefits more rapidly. Islands of poverty in the American sea of prosperity still exist; growth will flood them out of existence. Economic growth will also make it easier to meet the needs of a rapidly expanding population for a higher standard of public facilities and public services. We need more and better schools, hospitals, highways, park and recreation areas, and other public amenities which make for a fuller and richer life.

In addition it is our great pride to be an open society without class conflict, with careers open to talents, and a high rate of social mobility. To create and maintain an American society in a stationary economy might be conceivable but it would surely be difficult. Much of what is best in the American character is a reflection of growth—first through the external frontier as the nation pushed west, and now through the internal frontier of expanding educational, occupational, and economic opportunity.

Finally, we need to grow faster to meet the challenge to freedom in the world today. Our growth performance will not only determine our capacity to strengthen the defenses of the West and to assist the underdeveloped nations in realizing their awakened aspirations, it will also affect the choice which uncommitted countries make in charting their own paths to economic development. Growth in our own country will help make this a "decade of development" both here and abroad. In demonstrating to the world the vitality and dynamism of a free economy, it can also be an important factor in determining whether this is a decade of freedom or a decade of despotism.

Faster growth requires a more rapid rate of increase in productivity. To achieve this, the Administration is committed to policies which will encourage a higher rate of investment in both physical and human capital—to expand both plant capacity and brain capacity.

To step up the rate of investment in business capital, we need, first of all, full recovery in the



sense of full realization of our existing productive potential. Full recovery will put pressure on our existing plant capacity and thus increase the incentive for expansion of outlays for plant and equipment. At the same time, it will yield the higher levels of business profits which are needed to finance and to induce a higher rate of business investment. The Administration is also moving ahead with tax reforms in this area, in particular a tax credit for new investment in plant and equipment. Significant steps have been taken to make investment funds more readily available to small business. The Administration has also sought, and will continue to seek, to maintain credit readily available to business investors at reasonable rates of interest.

But more material capital is not enough; we must also have more research, better organization, and a higher level of productive skills. Recent research has shown that over half the increased output in the United States since the turn of the century has sprung from such relatively invisible sources. Fortunately, these invisible sources can be deliberately cultivated by private initiative and public policy.

In recognition of the contribution made to productivity by improved education and training, the Administration has given heavy emphasis to the desirability of improving our education at all levels. It has also presented for the consideration of Congress a comprehensive manpower retraining bill to assist in stimulating progress in this important area. Further, ways and means of stimulating industrial research are under active study as a major project of the Office of the Science Adviser to the President. Since government is the major source of financing for research and development projects in the American economy, Federal policy can, and we are determined that it will, exert a powerful stimulative influence in this field.

The government of course cannot decree a higher rate of economic growth. A better growth performance rests on individual decisions of businessmen, workers, teachers, and professional people throughout our society. Government can only seek to create an atmosphere which will encourage the kinds of behavior which are conducive to rapid economic growth.

**VI  
Conclusion**

The key to the immediate prospects of the United States economy lies in the achievement of full recovery. Thus, while full recovery without rapid growth is conceivable, rapid growth without full resource utilization is probably beyond the reach of a free enterprise economy. And full utilization will also strengthen traditional policies of free competition.

Prosperity facilitates the adjustments required by economic growth and progress and international trade. Firms will be better able to make needed adjustments to the ebb and flow of competitive forces; workers will be better able to respond to the changes in the pattern of the demand for labor by regions and occupations; and the economy will be better able to absorb needed structural alterations. Workers released by automation will be viewed as "liberated," not "displaced" — as an added resource, not an added burden. In a fully functioning economy, change need not be feared. Instead, change becomes an engine of progress.

Our nation has made a good start on the road to full recovery and faster economic growth. We must maintain the momentum. The problems I have outlined are serious ones, but I am confident that, with widespread understand-

ing both in government and in the country at large, the American economy can and will realize its great potential in the 60's.

\*An address by Dr. Heller at the White House Regional Conference, New York City.

**Comm. Clearing House, Inc. Common Offered**

Dillon, Read & Co., New York City, heads a 34-member underwriting group which is offering 360,000 common shares of Commerce Clearing House, Inc., at \$19.50 per share. Proceeds from the sale will go to the selling stockholders.

In addition, the company is offering 10,000 shares to employees at \$18.25 per share, without underwriting. Net proceeds will be used for general corporate purposes.

The company of 4025 West Peterson Ave., Chicago, is engaged in the creation, production and distribution of topical law reports, principally in loose-leaf form. Such reports are concerned with tax and business regulatory laws, both state and Federal, and are used primarily by accountants, business firms, financial institutions, government officials, lawyers, libraries and schools.

**Metrodynamics Stock Offered**

First Philadelphia Corp., 40 Exchange Place, New York City is offering publicly 100,000 common shares of Metrodynamics Corp., at \$1.10 per share. Net proceeds will be used by the company for the repayment of debt, purchase of equipment and inventories, advertising, and working capital.

The company of 8 Estover Ave., Caldwell, N. J., plans to engage in the design, commercial exploitation and manufacture of specialized proprietary electronic instruments and devices, the rendition of engineering and consulting services on a fee basis and the commercial exploitation of inventions in fields other than electronics through the medium of licensing arrangements.

**Davenport Co. to Be NYSE Member**

PROVIDENCE, R. I.—With the acquisition of a membership in the New York Stock Exchange on Dec. 28 by Allan G. Davenport, E. R. Davenport & Co., 15 Westminister St., will become a member of the New York Exchange. Other partners are Edward R. Davenport, C. Richard Blake and Clarence F. Andrews.

**Dick & Merle-Smith To Admit to Firm**

On Jan. 1, Fergus Reid III will become a partner in Dick & Merle-Smith, 48 Wall St., New York City, members of the New York Stock Exchange.

**W. G. Asmus With Walston & Co., Inc.**

(Special to THE FINANCIAL CHRONICLE)  
DENVER, Colo. — Walter G. Asmus has become associated with Walston & Co., Inc., Denver U. S. National Center; Mr. Asmus was formerly a partner in the Aloha Securities Co. of Honolulu. In the past he was with J. A. Hogle & Co. in Denver.

**Phila. Secs. Ass'n Receives Slate**

PHILADELPHIA, Pa. — Phillips B. Street of The First Boston Corporation, has been nominated for President of The Philadelphia Securities Association. Mr. Street would succeed Gordon L. Keen of R. W. Pressprich & Co., whose term expires in January. The annual meeting and dinner of the association will be held on Wednesday evening, Jan. 17, 1962, at The Barclay Hotel.

Other officers nominated are William A. Webb of DeHaven & Townsend, Crouter & Bodine, Vice-President; Frederick T. J. Clement of Drexel & Co., Treasurer and John P. McCoy of Thayer, Baker & Co., Secretary.

Mr. Keen has been nominated for membership on the Board of Governors to serve for one year. The following have been nominated for the Board of Governors to serve for two years: Robert T. Arnold of White, Weld & Co.; Edwin J. Pearson of Smith, Barney & Co.; George J. Ourbacker of Yarnall, Biddle & Co. and Henry Mck. Ingersoll of Smith, Barney & Co.

**Harsco Corp. Common Sold**

Carl M. Loeb, Rhoades & Co., New York City, reports that it has completed a secondary offering of 70,000 common shares of Harsco Corp. Proceeds from the sale will go to the selling stockholders.

The company located in Harrisburg, Pa., manufactures seamless steel products, steel cylinders and pipe couplings, non-ferrous die casings, trailer tubes for transporting gases under high pressure, Hadfields manganese steel casings and special trackwork for railroad and industrial use, and steel fittings for all major industries using pipe. The company also recovers metal from open hearth steel slag.

**Clews Merging With Abbott, Proctor**

Effective Jan. 1, Henry Clews & Co., established in 1877, will merge into Abbott, Proctor & Paine, 2 Broadway, New York City. The firm's headquarters will continue at 2 Broadway, and Abbott, Proctor & Paine will operate the Midtown office of Henry Clews & Co.

Russell L. Gilbert, George W. MacIlravy, Augustin A. Noonan and Charles J. Scheid, general partners of Henry Clews & Co., will become partners in Abbott, Proctor & Paine; Leta Clews Cromwell, a special partner in the Clews firm, will become a limited partner in Abbott, Proctor & Paine.

**Filor, Bullard To Admit**

Filor, Bullard & Smyth, 26 Broadway, New York City, members of the New York Stock Exchange, on Jan. 1 will admit Martin Gorman to partnership.



**PITTSBURGH SECURITIES TRADERS ASSOCIATION**

The Pittsburgh Securities Traders Association at its annual meeting elected the following officers and directors for the year 1962: President: Roy M. Hamsher, Cunningham, Schmertz & Co., Inc.



Roy M. Hamsher



John W. Hoy



Frederick C. Leech

Vice-President: John W. Hoy, Jr., Parrish & Co.  
Treasurer: Frederick C. Leech, Arthurs, Lestrangle & Co.  
Secretary: Robert A. Woerber, Arthurs, Lestrangle & Co.  
Directors (two year terms): Robert C. Wetmore, McJunkin, Patton & Co.; Thomas H. Davies, Jr., McKelvy & Company.  
Director (one year term): Robert P. Shaffer, C. S. McKee & Co.

Joseph E. Smith, Newburger & Co., President of the National Security Traders Association, and Alfred Tisch, Freeman & Company, Vice-President of the N. S. T. A., were guest speakers.

**DALLAS SECURITY DEALERS ASSOCIATION**

The Dallas Security Dealers Association has elected the following Officers and Directors for 1962:



Derry M. Hilger



Norval Keith



Harry F. Reed

President: Derry J. Hilger, Rauscher, Pierce & Co., Inc.  
Vice-President: Norval A. Keith, Schneider, Bernet & Hickman, Inc.  
Secretary: Harry F. Reed, Dittmar & Company, Inc.  
Treasurer: C. Thomas May, Jr., Parker, Ford & Company.  
Directors: Allen L. Oliver, Jr., Sanders & Company; Samuel J. Beard, Jr., Equitable Securities Corporation; and Walter M. Bader, First Southwest Company.

**BOSTON SECURITY TRADERS ASSOCIATION**

The following officers were elected at the annual meeting of the Boston Securities Traders Association:



John J. D'Arcy



Clive B. Fazioli



Curtis S. Bates



Frederick S. Moore

President: John J. D'Arcy, F. L. Putnam & Co.  
Vice-President: Clive B. Fazioli, White, Weld & Co.  
Recording Secretary: Curtis S. Bates, Draper, Sears.  
Corresponding Secretary: Frederick S. Moore, New York Hanseatic.  
Governors: Edward J. Opper, J. B. Maguire & Co., Inc.; Herbert L. Ferrari, Hornblower & Weeks; Gregory M. Dunn, May & Gannon.  
Incumbent Governors are: Alvin A. Dykes, H. L. Robbins & Co., and Henry N. Larson, First Boston Corporation.



# STATE OF TRADE AND INDUSTRY

Continued from page 4

it is possible to obtain weekly clearings was 5.7% above those for the corresponding week last year. Our preliminary totals stand at \$30,392,073,913 as against \$28,745,118,718 for the same week in 1960. Our comparative summary for the leading money centers for the week follows:

Week End.	('000s omitted)		%
	1961	1960	
New York	\$16,929,639	\$16,048,475	+ 5.5
Chicago	1,374,222	1,361,641	+ 0.9
Philadelphia	1,128,000	1,019,000	+ 10.7
Boston	832,013	609,084	+ 36.6

## New Surge in Orders Confirms Reports of General Uptrend in Business

Many steel products are on virtual allocation through the first quarter of 1962, *The Iron Age* reports.

A new surge of orders after Dec. 15 actually confirmed what had been reported weeks earlier — a general uptrend in business, coming on top of a major program of steel strike hedging, would create a vise-tight steel market after the first of the year.

Some steel companies report orders coming in at a rate well over their capacity. Tightest products are galvanized and cold-rolled sheet, but distribution of all flat-rolled products is under tight control. Mills are very selective about taking orders. Consumers who have relied on shipments from distant mills have been warned they have to get on the books with firm first quarter orders if they want consideration in the second quarter.

Some mills report that orders on the books are not drastically advanced. But this can be misleading. Big customers are placing their orders at a normal lead time. But they have blocked out longer programs, sometimes as far out as six months.

*The Iron Age* also notes a major pickup of general steel business, although the real pressure comes from the big users of flat-rolled products. The picture remains a little spotty. But mills report advance orders show gains coming for bars, plates, structurals, some tubular products, and rails and wheels.

Among the flat-rolled users, appliance makers, office furniture manufacturers, decking producers, and other manufacturers have all come in for heavy tonnage for February and March. Since most of these consumers have been ordering only a month ahead, this concentration produced a big bulge in the order rates.

Steel service centers have not shared in the uptrend in business to the extent noted at the mills. But, doing their own strike hedging, they are stepping up their ordering. It is reported that some Midwest warehouses are reaching out to Pittsburgh mills for second quarter tonnage.

## Steel Output Highest in 20 Mos.

Steelmaking operations have risen to the highest level since April, 1960, *Steel* magazine reported.

Output for the week of Dec. 18 will be slightly above the 2,220,000 ingot tons the metalworking weekly estimates the industry poured last week.

Mill operators will boost production still higher in coming weeks to meet the growing demand for finished products, although the upswing will be checked during the year-end holidays.

It now looks like the year's output will be close to 98 million tons — about 1% less than last year's.

Automakers, appliance manufacturers, and other users are stepping up their consumption and preparing to build inventories during the first half of next year. Sheet mills are booking as much

tonnage per week as they could produce at capacity. Orders are the biggest that producers have seen since the spring of 1959. But mills are not running full. That is because users do not want the steel they are ordering shipped until January or February.

Deliveries are still prompt, but they will start stretching out after the first of the year. By March, most sheet mills will be running at capacity.

The first strike hedge orders for plates will hit the mills by mid-January if the 1959 buying pattern is repeated next year.

Cold-rolled sheets, heavy plates, galvanized items, and tin plate may be hard to get if inventory building is accompanied by heavy consumption in the automotive, construction, and canmaking industries.

The uptrend that started in sheets is beginning to affect bars. They have been lagging for months, but producers are predicting that shipments will be up substantially in January. Automakers are ordering ahead for inventory purposes.

Revised forecasts of calendar 1962 passenger car production and sales indicate that sales may top production, *Steel* reports. That has happened only three times in the last decade—1958, 1956, and 1954.

The optimistic outlook is for 7 million retail auto sales, including imports, and total U. S. production of 6.8 million cars.

If U. S. output does reach 6.8 million cars, metalworking will have sold to automakers about 11.5 million tons of steel, 1.48 million tons of gray iron engine castings, 440 million pounds of aluminum, and 520 million pounds of zinc.

In the scrap market last week, *Steel's* composite price on No. 1 heavy melting steel held at \$34.33 a gross ton. The steadiness is seen as a prelude to a stronger market after the holiday lull. Japan is now negotiating for first quarter scrap requirements.

Japan will probably be exporting more finished steel to the U. S. in the future. Its capacity by 1970 is slated to be almost double what it is now, *Steel* reports.

Japanese imports this year are estimated at 575,000 tons, about one-fifth of all finished steel products brought into the U. S. Japan is second only to Belgium-Luxembourg as a foreign supplier of steel to the U. S., a prime target because of the high standard of living.

## Auto Production Rises 26% Above Output Level of Year Ago

U. S. auto production for the week ended Dec. 16 set a new high for 1961 and soared 26% above the level of output a year ago, *Ward's Automotive Reports* said.

The statistical agency said that the industry assembled 165,035 cars by the conclusion of overtime schedules on Saturday, Dec. 16. This was a 2.2% rise from 161,454 cars made last week, and will top the 164,834 made in the week of Nov. 27, which was a 22-months' high. In the same week of 1960, 130,711 cars were turned out.

*Ward's* said that more than half of the nation's 47 assembly plants were in operation Saturday for what was probably the last extensive overtime session this year. Most companies are expected to drop Saturday assembly until after the holidays.

December auto production is aimed at a six-year high, following a similar peak reached in November.

*Ward's* has estimated entire 1961 car production will range 16% to 17% below 1960, but pointed out that current production levels have effected a marked recovery for the industry since the outset of the year. Output at the end of the first quarter lagged 40.7% be-

hind 1960, at the end of June, 28.2% and at the end of September, 25.6%.

One plant, a Chevrolet assembly point at Atlanta, was idle this week due to a worker walkout in an adjacent Fisher Body plant. The Dodge truck plant at Warren, Mich., was still on strike during the session, as was Divco, also located in Warren. Mack Truck resumed operations Monday, Dec. 11, after being struck since Oct. 26.

Of the week's production, General Motors accounted for 48.9%; Ford Motor Co. 30.4%; Chrysler Corp. 12.1%; American Motors 7.1%; Studebaker-Packard 1.5%.

## Steel Production Data for the Week Ended Dec. 16, 1961

According to data compiled by the American Iron and Steel Institute, production for the week ended Dec. 16, 1961, was 2,200,000 tons (\*118.1%), or 1.9% above the output of 2,158,000 (\*115.8%) in the week ended Dec. 9.

Production this year through Dec. 16, 50 weeks, amounted to 93,311,000 (\*100.2%), or 2.8% below the period through Dec. 17, 1960.

The year to date production for 1960 through Dec. 17, 1960, 50 weeks, was 95,985,000 tons or (\*103.0%).

The Institute concludes with index of Ingot Production by Districts for week ended Dec. 16, 1961, as follows:

	*Index of Ingot Production for Week Ended Dec. 16, 1961
North East Coast	115
Buffalo	116
Pittsburgh	111
Youngstown	100
Cleveland	125
Detroit	153
Chicago	128
Cincinnati	129
St. Louis	130
Southern	111
Western	103

Total----- 118.1

\* Index of production based on average weekly production for 1957-1959.

## Business Failures Up Fractionally For Week Ended Dec. 14

Commercial and industrial failures edged up to 306 in the week ended Dec. 14 from 295 in the preceding week, reports Dun & Bradstreet, Inc. However, casualties remained below their year-ago level of 351, marking the second consecutive week that business mortality was lighter than in 1960, but failures remained above the corresponding 1959 toll of 285 and were 13% heavier than the pre-war toll of 270 in 1939.

Casualties with liabilities topping \$100,000 dipped to 31 from 35 in the previous week and 43 last year. On the other hand, smaller failures with losses under \$100,000 rose slightly to 275 from 260, although their total continued below the 308 of this size a year ago.

Twenty-four Canadian failures were reported, falling from 38 in the preceding week and 51 in the similar week a year ago.

## Electric Output 8.1% Higher Than in 1960 Week

The amount of electric energy distributed by the electric light and power industry for the week ended Saturday, Dec. 16, was estimated at 16,695,000,000 kwh., according to the Edison Electric Institute. Output was 611,000,000 kwh. above that of the previous week's total of 16,084,000,000 kwh. and 1,255,000,000 kwh., or 8.1% above that of the comparable 1960 week.

## Lumber Shipments Were 3.5% Above Same Week in 1960

Lumber production in the United States in the week ended Dec. 9, totaled 213,829,000 board feet, compared with 204,523,000 board feet in the prior week, according to reports from regional associa-

tions. A year ago the figure was 203,658,000 board feet.

Compared with 1960 levels, output climbed 5% while shipments rose 3.5% and orders dropped 11.1%.

Following are the figures in thousands of board feet for the weeks indicated:

	Dec. 9 1961	Dec. 2 1961	Dec. 10 1960
Production	213,829	204,523	203,658
Shipments	207,434	199,241	200,361
Orders	200,028	185,164	225,013

## Freight Loadings for the Week Ended Dec. 9 Were 2.3% Below Same Week Last Year

Loading of revenue freight in the week ended Dec. 9, totaled 560,602 cars, the Association of American Railroads announced. This was a decrease of 13,099 cars or 2.3% below the preceding week.

The loadings represented an increase of 42,984 cars or 8.3% above the corresponding week in 1960, but a decrease of 82,263 cars or 12.8% below the corresponding week in 1959.

There were 12,554 cars reported loaded with one or more revenue highway trailers or highway containers (piggyback) in the week ended Dec. 2, 1961 (which were included in that week's over-all total). This was an increase of 1,594 cars or 14.5% above the corresponding week of 1960 and an increase of 3,738 cars or 42.4% above the 1959 week.

Cumulative piggyback loadings for the first 48 weeks of 1961 totaled 546,471 for an increase of 30,540 cars or 5.9% above the corresponding period of 1960 and 160,211 cars or 41.5% above the corresponding period in 1959. There were 58 class I U. S. railroad systems originating this type traffic in the current week compared with 53 one year ago and 50 in the corresponding week in 1959.

## Intercity Truck Tonnage Was 10.5% Ahead of Corresponding Week Last Year

Intercity truck tonnage in the week ended Dec. 9 was 10.5% ahead of the volume in the corresponding week of 1960, the American Trucking Associations, Inc. announced. Truck tonnage was 1.2% below the volume for the previous week of this year. The week-to-week findings follow the pattern of generally declining tonnage which has been found at this season in previous years.

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.

The terminal survey for last week showed increased tonnage from a year ago at 29 localities, while five points reflected tonnage decreases from the 1960 level. Truck terminals at Charlotte, Dallas-Fort Worth, and Indianapolis reflected tonnage increases of 33.4, 22.8 and 20.2%, respectively. Sizable year-to-year tonnage gains were also shown at four other points, each terminal city reflecting gains of more than 15%.

Compared to the immediately preceding week, nine metropolitan areas registered increased tonnage, while 23 areas reported decreases. Two terminal cities, Buffalo and Louisville, showed no change from the previous week.

## Wholesale Commodity Price Index Off Slightly in Latest Week But Above Last Year

After a two week rise, the general wholesale commodity price level dipped slightly in the week ended Monday, Dec. 18, reports Dun & Bradstreet, Inc. However, it remained appreciably higher than in the similar week of 1960. Although week-to-week advances were registered in some eight commodities, including silver

which continued up, substantial declines in wheat and steer prices were largely responsible for pushing the over-all level down.

On Monday, Dec. 18, the daily wholesale commodity price index eased to \$273.62 from \$273.64 in the prior week but exceeded considerably the \$263.78 on the corresponding day a year ago.

## Wholesale Food Price Index Edges Up in Latest Week

The Wholesale Food Price Index, compiled by Dun & Bradstreet, Inc., edged up fractionally this week from the prior period. On Dec. 19 it stood at \$5.97, up 0.5% from the prior week. For the thirteenth consecutive week, the index continued lower than a year ago, falling 3.3% below the \$6.17 of a year ago.

Higher in wholesale cost this week were flour, corn, beef, hams, bellies, lard, sugar, cottonseed oil, beans, eggs, hogs and lambs. Lower in price were wheat, cocoa, peas and steers.

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.

## Weather Slows Yule Shopping in Week Ended Dec. 13

Snow and rain curtailed consumer buying in the week ended Wednesday, Dec. 13, in many areas of the country and pushed over-all retail sales slightly below last year's level for the similar week. Declines were registered in both women's and men's apparel but furniture and appliance purchases picked up. As well, new car sales continued to move ahead, according to scattered reports.

The total dollar volume of retail trade in the week ended Dec. 13, ranged from -3 to +1% 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: East North Central -7 to -3; East North Central -6 to -2; Mountain and Pacific -2 to +2; Middle Atlantic -1 to +3; East South Central 0 to +4; South Atlantic +1 to +5; West South Central +2 to +6; New England +3 to +7.

## Nationwide Department Store Sales Increased 1% Over The 1960 Week

Department stores sales on a country-wide basis as taken from the Federal Reserve Board's index reported a 1% rise for the week ended Dec. 9, 1961, compared with the like period last year. For the week ended Dec. 2, sales were 3% higher than last year. In the four-week period ended Dec. 9, 1961, sales advanced 4% over the corresponding period in 1960.

According to the Federal Reserve System Department store sales in New York City for the week ended Dec. 9, were 2% higher than compared with the same period last year. In the preceding week ended Dec. 2, sales were 7% higher than the same period last year. For the four weeks ending Dec. 9, a 5% increase was reported above the 1960 period while from Jan. 1 to Dec. 9, a 2% increase over sales in the comparable period of 1960 was recorded.

## Andresen & Co. To Admit Partners

Andresen & Co., 30 Broad St., New York City, members of the New York Stock Exchange, on Dec. 28 will admit Leslie G. Schoenhart, Jr., to partnership, and on Jan. 1, Frederick W. Lowey and Frederick E. Blum.



# 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		Latest Month	Previous Month	Year Ago		
<b>AMERICAN IRON AND STEEL INSTITUTE:</b>					<b>ALUMINUM (BUREAU OF MINES):</b>					
Indicated steel operations (per cent capacity).....	Dec. 16	75.5	74.0	69.5	46.9	Production of primary aluminum in the U. S. (in short tons)—Month of October.....	167,293	159,572	167,015	
Equivalent to—						Stocks of aluminum (short tons) end of Oct. ....	255,650	255,442	248,440	
Steel ingots and castings (net tons).....	Dec. 16	2,200,000	2,158,000	2,037,000	1,355,000	<b>BUILDING PERMIT VALUATION — DUN &amp; BRADSTREET, INC.—217 CITIES—Month of October:</b>				
<b>AMERICAN PETROLEUM INSTITUTE:</b>					<b>of October:</b>					
Crude oil and condensate output—daily average (bbls. of 42 gallons each).....	Dec. 8	7,397,060	7,197,910	7,178,060	7,024,210	New England.....	\$39,117,142	\$26,946,167	\$34,690,675	
Crude runs to stills—daily average (bbls.).....	Dec. 8	8,291,000	*8,473,000	8,079,000	7,887,000	Middle Atlantic.....	664,303,002	395,201,774	139,902,899	
Gasoline output (bbls.).....	Dec. 8	29,766,000	31,076,000	27,977,000	28,771,000	South Atlantic.....	68,104,051	49,168,140	42,475,204	
Kerosene output (bbls.).....	Dec. 8	3,031,000	3,086,000	2,714,000	2,928,000	East Central.....	119,249,488	129,046,399	110,697,692	
Distillate fuel oil output (bbls.).....	Dec. 8	14,735,000	*14,699,000	13,639,000	12,859,000	South Central.....	102,597,720	126,627,632	92,307,520	
Residual fuel oil output (bbls.).....	Dec. 8	6,265,000	6,438,000	5,856,000	6,658,000	West Central.....	39,043,846	*49,457,300	43,715,106	
Stocks at refineries, bulk terminals, in transit, in pipe lines—						Mountain.....	33,258,087	27,954,047	26,353,298	
Finished and unfinished gasoline (bbls.) at—	Dec. 8	187,466,000	186,234,000	182,284,000	187,136,000	Pacific.....	150,460,603	124,380,469	117,187,705	
Kerosene (bbls.) at.....	Dec. 8	35,084,000	36,102,000	37,088,000	35,353,000	Total United States.....	\$1,216,133,939	*\$928,801,928	\$607,330,099	
Distillate fuel oil (bbls.) at.....	Dec. 8	169,118,000	173,761,000	179,674,000	167,038,000	New York City.....	615,103,819	328,755,542	99,449,753	
Residual fuel oil (bbls.) at.....	Dec. 8	47,524,000	47,532,000	49,523,000	48,820,000	Total outside New York City.....	\$601,030,120	*\$600,046,286	\$507,880,346	
<b>ASSOCIATION OF AMERICAN RAILROADS:</b>					<b>BUSINESS INVENTORIES — DEPT. OF COMMERCE NEW SERIES — Month of October (Millions of dollars):</b>					
Revenue freight loaded (number of cars).....	Dec. 9	495,089	590,642	647,549	471,351	Manufacturing.....	\$54,200	*\$53,800	\$54,300	
Revenue freight received from connections (no. of cars).....	Dec. 9	511,289	476,661	524,967	480,478	Wholesale.....	13,800	13,600	13,600	
<b>CIVIL ENGINEERING CONSTRUCTION—ENGINEERING NEWS-RECORD:</b>					Retail.....					
Total U. S. construction.....	Dec. 14	\$393,000,000	\$316,900,000	\$533,700,000	\$300,900,000	Total.....	\$93,400	\$92,000	\$93,800	
Private construction.....	Dec. 14	206,000,000	189,500,000	250,600,000	171,900,000	<b>COAL EXPORTS (BUREAU OF MINES)—</b>				
Public construction.....	Dec. 14	187,000,000	127,400,000	283,100,000	129,000,000	<b>Month of October:</b>				
State and municipal.....	Dec. 14	145,000,000	107,000,000	256,800,000	93,200,000	U. S. exports of Pennsylvania anthracite (net tons).....				
Federal.....	Dec. 14	42,000,000	20,400,000	26,300,000	35,800,000	To North and Central America (net tons).....				
<b>COAL OUTPUT (U. S. BUREAU OF MINES):</b>					To Europe (net tons).....					
Bituminous coal and lignite (tons).....	Dec. 9	8,515,000	8,870,000	8,700,000	7,731,000	To South America (net tons).....				
Pennsylvania anthracite (tons).....	Dec. 9	363,000	368,000	358,000	418,000	To Asia (net tons).....				
<b>DEPARTMENT STORE SALES INDEX—FEDERAL RESERVE SYSTEM—1947-49 AVERAGE=100</b>					To Australia (net tons).....					
.....	Dec. 9	298	*238	169	296	<b>COAL OUTPUT (BUREAU OF MINES)—Month of November:</b>				
<b>EDISON ELECTRIC INSTITUTE:</b>					Bituminous coal and lignite (net tons).....					
Electric output (in 000 kwh.).....	Dec. 16	16,695,000	16,084,000	15,678,000	14,150,000	Pennsylvania anthracite (net tons).....				
<b>FAILURES (COMMERCIAL AND INDUSTRIAL)—DUN &amp; BRADSTREET, INC.</b>					<b>COPPER INSTITUTE—For month of November:</b>					
.....	Dec. 14	306	295	308	351	Copper production in U. S. A. ....				
<b>IRON AGE COMPOSITE PRICES:</b>					Crude (tons of 2,000 pounds).....					
Finished steel (per lb.).....	Dec. 11	6.196c	6.196c	6.196c	6.196c	Refined (tons of 2,000 pounds).....				
Pig iron (per gross ton).....	Dec. 11	\$66.44	\$66.44	\$66.44	\$66.32	Delivered to fabricators—				
Scrap steel (per gross ton).....	Dec. 11	\$34.50	\$34.17	\$32.83	\$28.50	In U. S. A. (tons of 2,000 pounds).....				
<b>METAL PRICES (E. &amp; M. J. QUOTATIONS):</b>					Refined copper stocks at end of period (tons of 2,000 pounds).....					
Electrolytic copper—						COTTON GINNING (DEPT. OF COMMERCE):				
Domestic refinery at.....	Dec. 13	30.600c	30.600c	30.600c	29.600c	To December 1, running bales.....				
Export refinery at.....	Dec. 13	28.400c	27.825c	28.050c	28.350c	<b>COTTON PRODUCTION (DEPT. OF COMMERCE):</b>				
Lead (New York) at.....	Dec. 13	10.250c	10.250c	10.000c	11.000c	(500-lb. gross bales) as of Dec. 1.....				
Lead (St. Louis) at.....	Dec. 13	10.050c	10.050c	9.800c	10.800c	<b>COTTON SPINNING (DEPT. OF COMMERCE):</b>				
Zinc (delivered) at.....	Dec. 13	12.500c	12.500c	12.000c	13.000c	Spinning spindles in place on Oct. 28.....				
Zinc (East St. Louis) at.....	Dec. 13	12.000c	12.000c	11.500c	12.500c	Spinning spindles active on Oct. 28.....				
Aluminum (primary pig, 99.5% at.....	Dec. 13	24.000c	24.000c	24.000c	26.000c	Active spindle hours (000's omitted) Oct. 28.....				
Straits tin (New York) at.....	Dec. 13	120.875c	122.000c	123.250c	101.375c	Active spindle hours for spindles in place Oct. 28.....				
<b>MOODY'S BOND PRICES DAILY AVERAGES:</b>					<b>DEPARTMENT STORE SALES SECOND FEDERAL RESERVE DISTRICT FEDERAL RESERVE BANK OF NEW YORK—1947-49 AVERAGE=100—Month of October:</b>					
U. S. Government Bonds.....	Dec. 19	85.77	85.88	86.73	87.52	Sales (average daily) unadjusted.....				
Average corporate.....	Dec. 19	85.98	86.11	86.11	86.51	Sales (average daily) seasonally adjusted.....				
Aaa.....	Dec. 19	89.64	90.20	90.34	90.91	<b>MOODY'S WEIGHTED AVERAGE YIELD—100 COMMON STOCKS—Month of November:</b>				
Aa.....	Dec. 19	87.99	88.27	88.27	88.81	Industrials (125).....				
A.....	Dec. 19	85.59	85.59	85.46	85.98	Railroads (25).....				
Baa.....	Dec. 19	80.93	81.05	81.05	81.05	Utilities (not incl. Amer. Tel. & Tel.) (24).....				
Railroad Group.....	Dec. 19	83.28	83.53	83.66	83.66	Banks (15).....				
Public Utilities Group.....	Dec. 19	87.18	87.32	87.05	87.86	Insurance (10).....				
Industrials Group.....	Dec. 19	87.45	87.72	87.86	88.13	Average (200).....				
<b>MOODY'S BOND YIELD DAILY AVERAGES:</b>					<b>NATIONAL ELECTRICAL MFRS. ASSN.—</b>					
U. S. Government Bonds.....	Dec. 19	4.15	4.13	4.03	3.83	<b>MAJOR ELECTRICAL HOUSEHOLD APPLIANCES—Month of October:</b>				
Average corporate.....	Dec. 19	4.71	4.70	4.70	4.57	Electric household refrigerators (units).....				
Aaa.....	Dec. 19	4.44	4.40	4.39	4.35	Electric farm and home freezers:				
Aa.....	Dec. 19	4.56	4.54	4.54	4.50	Chest model (units).....				
A.....	Dec. 19	4.74	4.74	4.75	4.71	Upright model (units).....				
Baa.....	Dec. 19	5.11	5.10	5.10	5.10	Total electric farm & home freezers (units).....				
Railroad Group.....	Dec. 19	4.92	4.90	4.89	4.89	Electric ranges (over 2 1/2 kw):				
Public Utilities Group.....	Dec. 19	4.62	4.61	4.63	4.57	Free-standing ranges (units).....				
Industrials Group.....	Dec. 19	4.60	4.58	4.57	4.55	Built-in ranges (units).....				
<b>MOODY'S COMMODITY INDEX</b>					Total electric ranges (units).....					
.....	Dec. 19	373.6	372.4	365.5	354.9	Electric storage water heaters (units).....				
<b>NATIONAL PAPERBOARD ASSOCIATION:</b>					Electric dishwashers (includes motor-driven types only. Excludes miniature or drain-board types):					
Orders received (tons).....	Dec. 9	351,763	346,452	318,474	290,643	Portable (units).....				
Production (tons).....	Dec. 9	338,958	331,983	344,729	316,846	Under-counter and all others (units).....				
Percentage of activity.....	Dec. 9	95	90	96	91	Total electric dishwashers (units).....				
Unfilled orders (tons) at end of period.....	Dec. 9	497,784	484,863	529,763	380,598	Electric food waste disposers (Plumbed-in units only).....				
<b>OIL, PAINT AND DRUG REPORTER PRICE INDEX—1949 AVERAGE=100</b>					Dehumidifiers (units).....					
.....	Dec. 15	114.04	114.00	113.80	108.89	Selected income items of U. S. Class I RYS. (Interstate Commerce Commission)—				
<b>ROUND-LOT TRANSACTIONS FOR ACCOUNT OF MEMBERS, EXCEPT ODD-LOT DEALERS AND SPECIALISTS</b>					Month of August:					
Transactions of specialists in stocks in which registered—					Net railway operating income.....					
Total purchases.....	Nov. 24	2,622,090	3,400,700	2,536,930	1,876,370	Other income.....				
Short sales.....	Nov. 24	555,020	680,470	458,520	373,810	Total income.....				
Other sales.....	Nov. 24	1,994,330	2,732,650	2,088,390	1,492,970	Miscellaneous deductions from income.....				
Total sales.....	Nov. 24	2,549,350	3,413,120	2,546,910	1,866,780	Income available for fixed charges.....				
Other transactions initiated off the floor—					Total fixed charges.....					
Total purchases.....	Nov. 24	393,700	470,320	276,090	319,890	Income after fixed charges.....				
Short sales.....	Nov. 24	70,200	38,700	42,500	22,800	Other deductions.....				
Other sales.....	Nov. 24	296,040	408,120	304,390	245,550	Net income.....				
Total sales.....	Nov. 24	366,240	446,820	346,890	268,350	Depreciation (way & structure & equipment).....				
Other transactions initiated on the floor—					Federal income taxes.....					
Total purchases.....	Nov. 24	993,702	1,127,210	780,285	628,230	Dividend appropriations:				
Short sales.....	Nov. 24	141,300	109,480	80,340	127,710	On common stock.....				
Other sales.....	Nov. 24	813,439	1,014,200	742,645	578,364	On preferred stock.....				
Total sales.....	Nov. 24	954,739	1,123,680	822,985	706,074	Ratio of income to fixed charges.....				
Total round-lot transactions for account of members—					<b>U. S. GOVT. STATUTORY DEBT LIMITATION</b>					
Total purchases.....	Nov. 24	4,009,492	4,998,230	3,593,305	2,824,490	As of Nov. 30 (000's omitted):				
Short sales.....	Nov. 24	766,520	828,650	581,360	524,320	Total face amount that may be outstanding at any time.....				
Other sales.....	Nov. 24	3,103,809	4,154,970	3,135,425	2,316,884	Outstanding—				
Total sales.....	Nov. 24	3,870,329	4,983,620	3,716,785	2,841,204	Total gross public debt.....				
<b>STOCK TRANSACTIONS FOR ODD-LOT ACCOUNT OF ODD-LOT DEALERS AND SPECIALISTS ON N. Y. STOCK EXCHANGE — SECURITIES EXCHANGE COMMISSION</b>					Guaranteed obligations not owned by the Treasury.....					
Odd-lot sales by dealers (customers' purchases) —†	Nov. 24	1,788,886	2,166,941	1,827,044	1,220,513	Total gross public debt and guaranteed obligations.....				
Dollar value.....	Nov. 24	\$100,161,226	\$119,942,374	\$107,711,229	\$58,889,290	Deduct—Other outstanding public debt obligations not subject to debt limitation.....				
Odd-lot purchases by dealers (customers' sales)—						Grand total outstanding.....				
Number of orders—customers' total sales.....	Nov. 24	1,886,869	2,327,344	1,851,539	1,248,811	Balance face amount of obligations issuable under above authority.....				
Customers' short sales.....	Nov. 24	10,222	13,691	17,193	13,342	<b>UNITED STATES GROSS DEBT DIRECT AND GUARANTEED—(000's omitted):</b>				
Customers' other sales.....	Nov. 24	1,876,647	2,313,653	1,834,346	1,235,469	As of Nov. 30.....				
Dollar value.....	Nov. 24	\$95,968,587	\$119,362,799	\$97,883,260	\$56,643,563	General funds balance.....				
Round-lot sales by dealers—						Net debt.....				
Number of shares—Total sales.....	Nov. 24	591,230	757,760	587,650	393,540	Computed annual average.....				
Short sales.....	Nov. 24	591,230	757,760	587,650	393,540					
Other sales.....	Nov. 24	591,230	757,760	587,650	393,540					
Round-lot purchases by dealers—Number of shares.....	Nov. 24	474,540	587,590	550,920	382,720					
<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—										
Short sales.....	Nov. 24	909,970	1,006,630	771,270	684,200					
Other sales.....	Nov. 24	17,292,430	21,559,220	16,962,740	12,487,970					
Total sales.....	Nov. 24	18,202,400	22,565,850	17,734,010	13,172,170					
<b>WHOLESALE PRICES, NEW SERIES — U. S. DEPT. OF LABOR — (1947-49=100)</b>										
Commodity Group—										
All commodities.....	Dec. 12	119.1	118.8	118.9	119.4					
Farm products.....	Dec. 12	87.8	86.9	87.4	89.5					
Processed foods.....	Dec. 12	108.7	*108.2	108.1	109.4					
Meats.....	Dec. 12	93.9	*93.4	93.2	97.2					
All commodities other than farm and foods.....	Dec. 12	127.7	127.5	127.6	127.8					

\*Revised figure. †Number of orders not reported since introduction of Monthly Investment Plan. ‡Prime Western Zinc sold on delivered basis at centers where freight from East St. Louis exceeds one-half cent a pound.



# 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.

## ★ AAA Trailer Sales, Inc.

Dec. 18, 1961 ("Reg. A") 75,000 common. Price—\$2. Business—Sale and rental of mobile homes, trailers and related accessories. Proceeds—For debt repayment and general corporate purposes. Office—7440 E. Calfax Ave., Denver. Underwriter—Copley & Co., Colorado Springs, Colo.

## 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. Offering—Jan.

## A. & M. Instrument, Inc. (1/16)

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.

## ● 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. Offering—Imminent.

## ★ Accuracy Inc.

Dec. 8, 1961 ("Reg. A") 60,000 common. Price—\$5. Business—Research, design and manufacture of precision potentiometers. Proceeds—For general corporate purposes. Office—223 Crescent St., Waltham, Mass. Underwriter—Mann & Creesy, Salem, Mass.

## ● Aceto Chemical Co., Inc. (1/8-12)

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 refiled.

## ● Acro Electronic Products Co. (1/15-19)

July 17, 1961 filed 100,000 class A common shares. Price—By amendment. Business—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—389 Shurs Lane, Philadelphia. Underwriter—Roth & Co., Inc., Philadelphia.

## ● Acrylic Optics Corp. (1/22-26)

Nov. 28, 1961 ("Reg. A") \$240,000 of 15-year 6% convertible subordinated debentures (convertible into common at \$1.50 per share); and 40,000 common shares. Price—For debentures at par; for stock, \$1.25. Business—Research, design and manufacture of contact lenses and accessories. Proceeds—For expansion. Office—1928 Firth National Bank, Detroit. Underwriter—A. D. Gilhard & Co., Inc., N. Y.

## Advance Cable Systems Corp.

Nov. 30, 1961 ("Reg. A") 55,000 common. Price—\$4. Business—Design, manufacture and installation of electronic cable systems and hardware. Proceeds—For debt repayment, equipment and working capital. Office—12808 Bradley Ave., Sylmar, Calif. Underwriter—B. E. George Securities, Ltd., N. Y.

## Aero-Dynamics Corp.

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. Offering—Expected in late January.

## ● Aerological Research, Inc.

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. Offering—Imminent.

## ● Agency Tile Industries, Inc. (1/8-12)

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.

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., N. Y. Note—This offering has been temporarily postponed.

## Airtechnology Corp.

Nov. 15, 1961 ("Reg. A") 60,000 common. Price—\$5. Business—Electronic research, development and manufacture under U. S. Govt. contract. Proceeds—For investment in own and other companies, and working capital. Office—640 Memorial Dr., Cambridge, Mass. Underwriter—Schirmer, Atherton & Co., Boston.

## 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.

## ● Alan-Randal Co., Inc. (1/15-19)

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.

## ● Alaska Pacific Lumber Co. (1/29-2/2)

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. (12/27-29)

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. (1/15-19)

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.

## ● All Star World Wide, Inc. (1/4)

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. (1/8-12)

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") 60,000 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. Offering—Imminent.

## Almo Industrial Electronics Inc.

Nov. 27, 1961 filed 155,000 class A shares. Price—By amendment. Business—Wholesaler and distributor of electronic parts manufactured by others. Proceeds—For working capital. Office—412 N. 6th St., Philadelphia. Underwriters—C. C. Collings & Co., Inc. and Harrison & Co., Philadelphia.

## Alson Mfg. Co. (1/2-5)

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. (1/2-5)

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—Amber, Burstein & Co., Inc., N. Y.

## 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. Tegtmeyer & 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.

## ● 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. Offering—Feb.

## 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. Offering—Jan.

## ★ American Bolt & Screw Mfg. Corp.

Dec. 15, 1961 filed 150,000 common. Price—By amendment. Business—Manufacture of standard and special industrial aircraft and missile fasteners. Proceeds—For debt repayment, equipment and other corporate purposes. Office—Lawson Blvd., Oceanside, L. I., N. Y. Underwriter—S. D. Fuller & Co., N. Y.

## ● American Book-Stratford Press, Inc. (1/29-2/2)

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.

## ● American Building Maintenance Industries

(1/8-12)  
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.

## American Cellubox Corp. (1/2-5)

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

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Island City, N. Y. Underwriter—Diran, Norman & Co., Inc., N. Y.

**American Development Corp.**

Nov. 29, 1961 filed 60,000 common. Price—\$6. Business—Development and sale of vacant land. Proceeds—Debt repayment and other corporate purposes. Office—1068 Broad St., Newark, N. J. Underwriter—To be named.

● **American Finance Co., Inc. (1/9-12)**

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. (1/3-5)**

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 Modular Manufacturing Corp.**

Nov. 27, 1961 filed 200,000 common. Price—\$2.50. Business—Manufacture of a type of component constructed home. Proceeds—For debt repayment, equipment, and working capital. Office—4950 71st Ave., North, Pinellas Park, Fla. Underwriter—Equity Securities Co., N. Y.

● **American Realty & Petroleum Corp. (1/8-12)**

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**

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. Offering—Expected sometime in January.

**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.

**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. Offering—Expected sometime in February.

**Anchor Industries Corp.**

Nov. 24, 1961 filed 38,500 common. Price—\$8. Business—Design and fabrication of precision sheet metal products. Proceeds—For machinery research, sales promotion, and working capital. Office—26 Essex St., Hackensack, N. J. Underwriter—Amber, Burstein & Co., 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. Offering—Expected in early January.

**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.

**Arkwin Industries, Inc.**

Nov. 28, 1961 filed 80,000 common, of which 25,000 are to be offered by the company and 55,000 by a selling stockholder. Price—\$5. Business—Designs and manufactures precision hydraulic, pneumatic and fuel valves and control mechanisms for aircraft missiles, etc. Proceeds—For equipment and sales expansion. Office—648 Main St., Westbury, N. Y. Underwriters—Sterling, Grace & Co. and D. H. Blair & Co., N. Y.

**Aronoff & Richling, Inc.**

Nov. 27, 1961 filed 54,000 common. Price—By amend-

ment. Business—Design and manufacture of women's junior sizes. Proceeds—For selling stockholders. Office—1400 B'way, N. Y. Underwriter—Carreau & Co., N. Y.

● **Artin Mills, Inc. (1/15-19)**

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. (2/13-16)**

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.

● **Astro-Science Corp. (1/22-26)**

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.

**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. (1/15-19)**

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.

**Atlas Hotels, Inc.**

Nov. 28, 1961 ("Reg. A") 30,000 common. Price—\$10. Business—Operation of motor hotels. Proceeds—For working capital. Office—500 Hotel Circle, San Diego. Underwriter—J. A. Hogle & Co., Salt Lake City.

**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.

● **Ausco, Inc. (1/8-12)**

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. (2/13-16)**

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. (1/8-12)**

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 Teaching Systems, Inc.**

Sept. 18, 1961 ("Reg. A") 30,000 common. Price—\$10. Business—Manufacture of self-instructional materials and devices. Proceeds—For equipment, research and development and other corporate purposes. Office—1 W. 58th St., N. Y. Underwriter—Arthur J. Rosenwasser Co., 95 Broad St., N. Y.

**Automatic Marker Photo Corp.**

Dec. 1, 1961 filed 150,000 class A shares, of which 125,000 are to be offered by the company and 25,000 by stockholders. Price—By amendment. Business—Sale and distribution of a photocopy machine and supplies. Proceeds—For equipment, expansion, and working capital. Office—153 W. 36th St., N. Y. Underwriter—None.

**Babs, Inc.**

Nov. 27, 1961 filed 150,000 common. Price—\$4. Business—Sale of dairy products, through "Dairy Drive-ins." Proceeds—For debt repayment and working capital. Office—32550 Pulaski Dr., Hayward, Calif. Underwriter—Pacific Coast Securities Co., San Francisco. Offering—Expected in late February.

**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 sell-

ing stockholders. Office—200 N. Braddock Ave., Pittsburgh. Underwriter—Arthurs, Lestrangle & Co., Pittsburgh. Offering—Expected in January.

**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.**

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—Gianis & Co., N. Y. Offering—In January.

**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. (1/8-12)**

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.

● **Bay State Electronics Corp. (1/29-2/2)**

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.

**Bechtold Engineering Co.**

Nov. 30, 1961 filed 135,000 common, of which 95,000 are to be offered by the company and 40,000 by a selling stockholder. Price—By amendment. Business—Manufacture of specially designed thermosetting plastic fabricating machinery. Proceeds—For debt repayment and other corporate purposes. Office—631 N. E. 45th St., Fort Lauderdale, Fla. Underwriter—Roman & Johnson, Fort Lauderdale, Fla.

**Bel-Aire Products, Inc.**

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. Offering—Imminent.

**Bell Television, Inc.**

Aug. 29, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—The manufacture of master television antenna systems and TV security systems, music and sound equipment. Proceeds—For an acquisition, expansion and inventory. Office—552 W. 53rd St., N. Y. Underwriter—Investment Planning Group, Inc., East Orange, N. J. Offering—Imminent.

**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. (1/22-26)**

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. (1/15-19)**

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.

● **Bernz (Otto) Co., Inc. (1/16-19)**

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. (1/22-26)**

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

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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.

**Blackman-Uhler Chemical Co.**  
Dec. 5, 1961 ("Reg. A") 5,600 common. Price—\$8.875. **Business**—Manufacture of naphthols, pigments, tints and intermediates. **Proceeds**—For selling stockholders. **Address**—Spartanburg, S. C. **Underwriter**—Dargan & Co., Spartanburg, S. C.

**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. **Offering**—Expected sometime in February.

**Block (H. R.), Inc. (1/2-5)**  
Nov. 16, 1961 ("Reg. A") 75,000 common, of which 25,000 shares are to be offered by the company and 50,000 shares by selling stockholders. **Price**—\$4. **Business**—Preparation of Federal and State income tax returns. **Proceeds**—For working capital. **Office**—3937 Main St., Kansas City, Mo. **Underwriter**—George K. Baum & Co., Kansas City.

**Blue Haven Pools (1/15-19)**  
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.

**Bolar Pharmaceutical Co. Inc. (1/8-12)**  
Oct. 13, 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.

**Boro Electronics, Inc.**  
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. **Offering**—Imminent.

**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. **Offering**—Expected sometime in late January.

**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. **Underwriter**—P. J. Gruber & Co., Inc., N. Y.

★ **Brentwood Financial Corp.**  
Dec. 13, 1961 filed 150,000 common, of which 30,000 are to be offered by the company and 120,000 by the stockholders. **Price**—By amendment. **Business**—A holding company for a savings and loan association. **Proceeds**—For acquisition of two insurance agencies and expansion. **Office**—12601 Sar. Vincente Blvd., Los Angeles. **Underwriter**—Hayden, Stone & Co., N. Y.

● **Bridge Electronics Co., Inc. (2/26-3/2)**  
Nov. 29, 1961 filed 225,000 common, of which 200,000 are to be offered by the company, and 25,000 by the stockholders. **Price**—\$4. **Business**—Design and manufacture of electronic equipment and communication systems. **Proceeds**—For general corporate purposes. **Office**—201 Laurel St., Beverly, N. J. **Underwriters**—Roth & Co., Inc., Philadelphia and Amos Treat & Co., Inc., N. Y.

● **Browning Arms Co. (1/29-2/2)**  
Nov. 27, 1961 filed 368,700 common, of which 150,000 are to be offered by the company and 218,700 by the stockholders. **Price**—By amendment. **Business**—Development, importation and distribution of sporting firearms. **Proceeds**—For construction and general corporate purposes. **Office**—First Security Bank Bldg., Ogden, Utah. **Underwriter**—Harriman Ripley & Co., Inc., N. Y.

**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 stockhold-

ers. **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. **Offering**—In early March.

● **Burton Mount Corp. (2/5-9)**  
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. (1/15-19)**  
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. (1/3-5)**  
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.

**Cadillac Conduit Corp.**  
Nov. 30, 1961 ("Reg. A") 45,583 common. **Price**—\$6. **Business**—Manufacturer of flexible steel tubing, cables and conduits to enclose electrical wires. **Proceeds**—For working capital. **Office**—19 Warren Pl., Mt. Vernon, N. Y. **Underwriter**—J. B. Coburn Associates, Inc., N. Y.

● **Caldwell Publishing Corp. (1/22-26)**  
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.

**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.**  
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. **Offering**—Imminent.

**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.

● **Campbell Soup Co. (1/9)**  
Dec. 7, 1961 filed 91,000 capital shares. **Price**—By amendment. **Business**—Manufacture of canned soups, spaghetti, juices, etc. **Proceeds**—For selling stockholders. **Office**—375 Memorial Ave., Camden, N. J. **Underwriters**—First Boston Corp., and Merrill Lynch, Pierce, Fenner & Smith Inc., N. Y.

● **Campus Casuals of California (1/15-19)**  
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. **Offering**—Expected in the spring of 1962.

**Capitol 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. **Offering**—Expected in late January.

**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.

● **Carmer Industries, Inc. (2/26-3/2)**  
Nov. 28, 1961 filed 185,000 common, or which 135,000 are to be offered by the company and 50,000 by a stockholder. **Business**—Conversion of raw plastics to basic shapes such as rods, tubes and sheets. **Proceeds**—For a new plant, repayment of debt, and working capital. **Office**—22 N. 26th St., Kenilworth, N. J. **Underwriter**—Godfrey, Hamilton, Taylor & Co., Inc., N. Y.

**Carolinas Capital Corp.**  
Nov. 22, 1961 filed 500,000 common. **Price**—\$10. **Business**—A small business investment company. **Proceeds**—For general corporate purposes. **Office**—1200 North Carolina National Bank Bldg., Charlotte, N. C. **Underwriter**—R. S. Dickson & Co., Charlotte.

● **Cary Chemicals, Inc.**  
Sept. 27, 1961 filed 1,029,439 common being offered for subscription by common stockholders and holders of convertible securities at the rate of one new share for each two held of record Dec. 5, with rights to expire Dec. 28, 1961. **Price**—\$5. **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.

● **Casavan Industries, Inc.**  
Aug. 21, 1961 filed 350,000 capital shares. **Price**—\$7. **Business**—Production of plastics, marble and ceramics 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.

● **Cavalier Radio & Electronics Corp. (1/22-26)**  
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.

● **Ceco 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 Acceptance Corp. of Delaware**  
Nov. 29, 1961 filed 150,000 class A common. **Price**—\$5. **Business**—A sales finance company. **Proceeds**—For expansion. **Office**—526 North Ave. East, Westfield, N. J. **Underwriter**—Armstrong & Co., Inc., N. Y.

● **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.

● **Century Brick Corp. of America**  
Nov. 9, 1961 ("Reg. A") 75,000 common. **Price**—\$4. **Business**—Company has developed a process for producing simulated brick facing for buildings. **Proceeds**—For general corporate purposes. **Office**—4506 W. 12th St., Erie, Pa. **Underwriter**—Sandkuhl & Co., Inc., N. Y.

● **Certified Industries, Inc. (1/22-26)**  
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.

● **Chester Electronic Laboratories, Inc. (1/4)**  
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.

● **Chestnut Hill Industries, Inc.**  
Nov. 29, 1961 filed 300,000 class A common, of which 225,000 are to be offered by the company and 75,000 by stockholders. **Price**—\$7.50. **Business**—Design and manufacture of women's, misses' and junior sportswear, coordinates, and dresses. **Proceeds**—For debt repayment, equipment and working capital. **Office**—2025 McKinley St., Hollywood, Fla. **Underwriter**—Clayton Securities Corp., Boston, Mass.

● **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. **Offering**—Expected in late February.

★ **Cinema Studios Inc.**  
Dec. 14, 1961 ("Reg. A") 75,000 capital shares. **Price**—\$1. **Business**—Production of motion pictures. **Proceeds**—For working capital. **Office**—309 Ainsley Bldg., Miami, Fla.



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**Underwriter**—Dalen Investments & Funds, Inc., Miami, Fla.

**Cineque Colorfilm Laboratories, Inc. (12/26-29)**  
 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 (1/8-12)**  
 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.

**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 January.

**Coastal Acceptance Corp.**  
 Dec. 11, 1961 filed 80,000 class A common, of which 63,000 are to be offered by the company and 12,000 by stockholders. Price—\$12.50. **Business**—A small loan fi-

## NEW ISSUE CALENDAR

### December 26 (Tuesday)

Cineque Colorfilm Laboratories, Inc. Common  
 (Paul Eisenberg Co.) \$300,000  
 Dero Research & Development Corp. Common  
 (James Co.) \$129,600  
 Gradiatz, Annis & Co., Inc. Common  
 (W. C. Langley & Co.) 116,875 shares  
 Guayaco Corp. Common  
 (I. R. E. Investors Corp.) \$180,000  
 Marshall Electronics Co. Common  
 (Richard Bruce & Co., Inc.) \$300,000  
 Old Empire, Inc. Debentures  
 (Laird, Bissell & Meeds) \$950,000  
 Personal Property Leasing Co. Debentures  
 (Dempsey-Tegeler & Co., Inc.) \$2,000,000  
 S. O. S. Photo-Cine-Optics, Inc. Units  
 (William, David & Mottl, Inc.) \$200,000  
 Tele-Communications Corp. Common  
 (Edward Lewis Co., Inc.) \$300,000  
 U. S. Controls, Inc. Common  
 (N. A. Hart & Co.) \$270,000  
 Wespak Inc. Common  
 (Scott, Harvey & Co., Inc.) \$200,000

### December 27 (Wednesday)

Albert Voigt Industries, Inc. Common  
 (David Barnes & Co., Inc.) \$320,000  
 Coronet Products Co. Common  
 (George K. Baum & Co.) \$250,000  
 EMAC Data Processing Corp. Common  
 (M. W. Janis Co., Inc.) \$250,000  
 Illinois Capital Investment Corp. Common  
 (Blair & Co., Inc.) 250,000 shares  
 Martin Yale Business Machines Corp. Units  
 (Arnold Malkan & Co., Inc.) \$350,000  
 Paramount Foam Industries. Common  
 (Fialkov & Co., Inc. and Stanley Heller & Co.) 137,500 shares  
 Servonuclear Corp. Common  
 (Rothenberg, Heller & Co., Inc.) \$200,000  
 Shatterproof Glass Corp. Common  
 (Shields & Co.) 215,000 shares  
 Sierra Capital Co. Capital  
 (C. E. Unterberg, Towbin Co.) 1,000,000 shares  
 Worldwide Fund Ltd. Common  
 (Burnham & Co.) \$10,000,000

### December 28 (Thursday)

Oceanic Instruments, Inc. Common  
 (Globus, Inc.) \$140,000

### December 29 (Friday)

Fleetwood Securities Corp. of America. Common  
 (General Securities Co., Inc.) \$700,000

### January 2 (Tuesday)

Alson Manufacturing Co. Common  
 (Albion Securities Co., Inc.) \$300,000  
 Aluma-Rail, Inc. Common  
 (Underwriter to be named) \$225,000  
 American Cellulox Corp. Common  
 (Doran, Norman & Co., Inc.) \$300,000  
 Block (H. R.), Inc. Common  
 (George K. Baum & Co.) \$300,000  
 Consolidated Aerosol Corp. Common  
 (J. E. Bayard & Co., Inc.) \$210,000  
 Demarco Business Forms Inc. Common  
 (Suplee, Yeatman, Mosley Co., Inc.) 100,000 shares  
 Dynamic Toy, Inc. Common  
 (Hancock Securities Corp.) \$243,000  
 Hartfield Stores, Inc. Debentures  
 (Van Alstyne, Noel & Co. and Johnston, Lemon & Co.) \$5,000,000  
 Mann Research Laboratories, Inc. Common  
 (L. D. Sherman & Co.) \$300,000  
 Maust Coal & Coke Corp. Common  
 (Eastman Dillon, Union Securities & Co.) 250,000 shares  
 Olympia Mines, Inc. Capital  
 (Gaumont Corp., Ltd.) \$405,000  
 Policy-Matic Affiliates, Inc. Capital  
 (Balogh & Co., Inc.) \$650,000  
 Polytronic Research, Inc. Common  
 (Jones, Kreeger & Co. and Balogh & Co.) 193,750 shares  
 Recco, Inc. Class A  
 (Midland Securities Co., Inc.) 75,000 shares  
 Sel-Rex Corp. Common  
 (Eastman Dillon, Union Securities & Co.) 200,000 shares  
 Southern Frontier Finance Co. Units  
 (J. C. Wheat & Co.) 10,000 units  
 Southern Realty & Utilities Corp. Units  
 (Hirsch & Co. and Lee Higginson Corp.) 8,280 units  
 Space Age Materials Corp. Common  
 (Manufacturers Securities Corp.) \$300,000  
 Struthers Scientific & International Corp. Com.  
 (Hirsch & Co., Inc.) 150,000 shares  
 Super Valu Stores, Inc. Common  
 (White, Weld & Co., Inc. and J. M. Dain & Co., Inc.) 115,000 shares  
 Virginia Dare Stores Corp. Common  
 (Lehman Brothers) 154,000 shares  
 Voron Electronics Corp. Class A  
 (John Joshua & Co. Inc. and Reuben Rose & Co.) \$300,000  
 Winchell Donut House, Inc. Common  
 (McDonnell & Co., Inc.) 90,000 shares

### January 3 (Wednesday)

American Financial Corp. Common  
 (Shearson, Hammill & Co. and Westheimer & Co.) 150,000 shares

Cable Carriers, Inc. Capital  
 (Capital Securities Corp.) \$223,525  
 Community Charge Plan Units  
 (Troster, Singer & Co.) 36,000 units  
 Consolidated Bowling Corp. Common  
 (Doollittle & Co.) 200,000 shares  
 David's Inc. Common  
 (Quinn & Co.; A. G. Edwards & Sons; Peters, Writer & Christensen, Inc.; Midland Securities Co., Inc. and Dempsey-Tegeler & Co.) \$300,000  
 Family Circle Associates, Inc. Common  
 (Russell & Saxe, Inc.) \$350,000  
 Nutri-Laboratories, Inc. Common  
 (Hirschel & Co.) \$500,000  
 Plymouth Discount Corp. Common  
 (M. Posey Associates, Ltd.) \$300,000  
 Southern Growth Industries, Inc. Common  
 (Capital Securities Corp.) \$600,000  
 Southern Syndicate, Inc. Common  
 (Johnson, Lane, Space Corp.) 300,000 shares  
 Susan Crane Packaging, Inc. Common  
 (C. E. Unterberg, Towbin Co.) 150,000 shares  
 United States Crown Corp. Common  
 (Adams & Peck) \$1,200,000  
 Varicraft Industries, Inc. Common  
 (Mayo & Co., Inc.) \$270,000  
 Windsor (Key), Inc. Class A  
 (Lee Higginson Corp.) 200,000 shares

### January 4 (Thursday)

All Star World Wide, Inc. Debentures  
 (Alessandrini & Co., Inc. and Hardy & Hardy) \$250,000  
 All Star World Wide, Inc. Common  
 (Alessandrini & Co., Inc. and Hardy & Hardy) \$750,000  
 Chester Electronic Laboratories, Inc. Common  
 (Putnam & Co.) 100,000 shares  
 Gluckin (Wm.) Co., Ltd. Common  
 (Globus, Inc.) \$1,750,000  
 Knickerbocker Toy Co., Inc. Common  
 (Netherlands Securities Co., Inc. and Herbert Young & Co., Inc.) 100,000 shares  
 Quartite Creative Corp. Common  
 (Shell Associates, Inc. and Godfrey, Hamilton & Taylor & Co.) \$500,000

### January 5 (Friday)

Koster-Dana Corp. Common  
 (Glanis & Co.) \$350,000  
 Lunar Enterprises, Inc. Common  
 (Ehrlich, Irwin & Co., Inc.) \$718,750

### January 8 (Monday)

Aceto Chemical Co., Inc. Common  
 (Karen Securities Corp.) \$440,000  
 Agency Tile Industries, Inc. Common  
 (International Services Corp.) \$300,000  
 All-State Auto Rental Corp. Common  
 (No underwriting) \$200,000  
 American Building Maintenance Industries. Cap.  
 (Carl M. Loebe, Rhoades & Co. and Sutro & Co.) 141,000 shares  
 American Realty & Petroleum Corp. Debentures  
 (Troster, Singer & Co.) \$2,000,000  
 Ausco, Inc. Common  
 (Pearson, Murphy & Co., Inc.) \$330,000  
 Authenticolor Inc. Common  
 (General Economics Corp.) 148,200 shares  
 Barry (R. G.) Corp. Common  
 (Arnold Malkan & Co.) \$500,000  
 Bolar Pharmaceutical Co., Inc. Common  
 (Natale, Miller & Co., Inc.) \$100,000  
 Citizens Life Insurance Co. of New York. Common  
 (A. G. Becker & Co.) 147,000 shares  
 Computron Corp. Common  
 (Brandtjen & Bayliss, Inc.) \$575,000  
 Corrigan Communications, Inc. Common  
 (D. E. Liederman & Co., Inc. and Mitchum, Jones & Templeton) \$750,000  
 Dale Systems, Inc. Common  
 (Theodore Arrin & Co., Inc.) \$325,000  
 Deer Park Baking Co. Common  
 (J. R. Williston & Beane) \$607,500  
 Delaware Barrell & Drum Co., Inc. Common  
 (G. H. Walker & Co.) 100,000 shares  
 Diversified Small Business Investment Corp. Com.  
 (Lieberbaum & Co. and Morris Cohon & Co.) \$3,000,000  
 Dixie Dinettes, Inc. Common  
 (Rubin, Rennert & Co., Inc.) \$720,000  
 Electronic Transmission Corp. Common  
 (V. S. Wickett & Co., Inc. and Thomas, Williams & Lee, Inc.) \$300,000  
 Electro Solids Corp. Preference  
 (J. R. Williston & Beane) 100,000 shares  
 Elmar Electronics, Inc. Common  
 (Schwabacher & Co.) 200,000 shares  
 Empire Fund, Inc. Capital  
 (A. G. Becker & Co., Inc.) 1,250,000 shares  
 Empire Precision Components, Inc. Class A  
 (Ezra Kureen Co.) \$260,000  
 Fifth Avenue Cards, Inc. Capital  
 (Hardy & Co. and Pilor, Bullard & Smyth) 115,000 shares  
 Fram Corp. Common  
 (Merrill Lynch, Pierce, Fenner & Smith Inc.) 50,000 shares  
 Futura Airlines Common  
 (Raymond Moore & Co., Inc. and Pacific Coast Securities Co.) \$300,000  
 Graeco Industries, Inc. Common  
 (Philips, Rosen & Appel) \$309,000  
 Happy House, Inc. Common  
 (No underwriting) \$700,000

High Temperature Materials, Inc. Common  
 (L. F. Rothschild & Co.) 120,000 shares  
 Hoosier Soil Service, Inc. Common  
 (Patterson Securities & Investment Co., Inc.) \$283,088  
 Hygiene Industries Inc. Common  
 (Milton D. Blauner & Co.) \$1,000,000  
 International Mech-Tronics, Inc. Common  
 (Theodore Arrin & Co., Inc.) \$240,000  
 Kelly Girl Service, Inc. Common  
 (Dean Witter & Co.) 100,000 shares  
 Kollmorgen Corp. Common  
 (Putnam & Co.) 100,000 shares  
 Macoid Industries, Inc. Common  
 (Charles Plohn & Co.) \$1,500,000  
 Milgray Electronics, Inc. Common  
 (Marron, Sloss & Co., Inc.) 166,667 shares  
 Narrows Premium Corp. Common  
 (Pearson, Murphy & Co., Inc.) \$400,000  
 North Atlantic Industries, Inc. Common  
 (A. G. Saxton & Co., Inc.) 131,500 shares  
 Orbit Industries, Inc. Common  
 (Hodgdon & Co., Inc.) \$500,000  
 Product Research of R. I., Inc. Common  
 (Continental Bond & Share Corp.) \$676,500  
 Pulp Processes Corp. Common  
 (Wilson, Johnson & Higgins) \$700,000  
 Pyramid Publications, Inc. Common  
 (Milton D. Blauner & Co., Inc.) 115,000 shares  
 Rainbow Photo Laboratories, Inc. Common  
 (Radecky, Walker & Co., Inc.) 150,000 shares  
 Realty Equities Corp. of New York. Units  
 (Offering to stockholders—underwritten by Sutro Bros. & Co.) \$1,675,800  
 Reher Simmons Research, Inc. Capital  
 (McLaughlin, Kaufmann & Co.) \$900,000  
 Rocket Power, Inc. Common  
 (Paine, Webber, Jackson & Curtis) 200,000 shares  
 Rubber & Fibre Chemical Corp. Common  
 (Armstrong & Co., Inc.) \$600,000  
 Sabre, Inc. Common  
 (Schmidt, Sharp, McCabe & Co., Inc.) \$100,000  
 Servotron Corp. Common  
 (No underwriting) \$500,000  
 Sonic Systems, Inc. Common  
 (Keene & Co., Inc.) \$150,000  
 Sportsmen, Inc. Units  
 (William, David & Mottl, Inc.) \$300,000  
 Sterling Extruder Corp. Common  
 (Marron, Sloss & Co.) 90,000 shares  
 Trio-Tech, Inc. Common  
 (Ezra Kureen Co.) \$200,000  
 Tripoli Co., Inc. Common  
 (D. L. Greenbaum & Co.) \$300,000  
 U-Tell Corp. Common  
 (Continental Securities Corp.) \$155,485  
 Univend Corp. Common  
 (Ezra Kureen Co.) \$287,500  
 Uropa International, Inc. Common  
 (Dean Samitas & Co.) \$300,000  
 Valley Metallurgical Processing Co. Common  
 (McDonnell & Co., Inc.) 70,000 shares  
 Voldale, Inc. Common  
 (Peters, Writer & Christensen, Inc.) \$229,500  
 Western Semiconductors, Inc. Capital  
 (Currier & Carlsen, Inc.) \$300,000  
 Wiatt (Norman) Co. Common  
 (Schwabacher & Co.; J. Barth & Co. and Bear, Stearns & Co.) 135,000 shares

### January 9 (Tuesday)

American Finance Co., Inc. Units  
 (Myron A. Lomasney & Co.) \$1,250,000  
 Campbell Soup Co. Capital  
 (First Boston Corp. and Merrill Lynch, Pierce, Fenner & Smith Inc.) 91,000 shares  
 Griesedieck Co. Common  
 (Offering to stockholders—underwritten by Edward D. Jones & Co.) 100,000 shares  
 Fluorocarbon Co. Common  
 (D. A. Lomasney & Co.) \$300,000  
 Municipal Investment Trust Fund, Pa. Series. Ints.  
 (Ira Haupt & Co.) \$6,375,000  
 New York Telephone Co. Bonds  
 (Bids 11 a.m. EST) \$60,000,000  
 Savin Business Machines Corp. Common  
 (Ira Haupt & Co.) \$1,500,000  
 Union Title Co. Capital  
 (No underwriting) \$1,125,000  
 Union Trust Life Insurance Co. Common  
 (No underwriting) 300,000 shares  
 World Scope Publishers, Inc. Common  
 (Standard Securities Corp.) 300,000 shares

### January 10 (Wednesday)

Jorn's Greeting Card Co., Inc. Common  
 (Godfrey, Hamilton, Taylor & Co., Inc.) 110,000 shares  
 Kiddie Rides, Inc. Units  
 (Paul C. Kimball & Co.) 1,000 units  
 Puerto Rico Capital Corp. Common  
 (Lieberbaum & Co. and Morris Cohon & Co.) \$5,000,000  
 Tri-Point Industries, Inc. Common  
 (Hill, Darlington & Grimm) 160,000 shares

### January 15 (Monday)

Acro Electronic Products Co. Common  
 (Roth & Co., Inc.) \$400,000  
 Alan-Randal Co., Inc. Common  
 (Pacific Coast Securities Co.) \$300,000

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nance company. **Proceeds**—For debt repayment. **Office**—36 Lowell St., Manchester, N. H. **Underwriter**—Eastern Investment Corp., Manchester, N. H.

**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.**

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.). **Offering**—Imminent.

**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.

**Columbus Plastic Products, Inc.**

Nov. 22, 1961 filed 163,600 common, of which 100,000 are to be offered by the company and 63,600 by stockholders. **Price**—By amendment. **Business**—Design and manufacture of injection and blow molded plastic housewares. **Proceeds**—To purchase machinery, expand facilities, repay debt, and increase working capital. **Office**—1625 W. Mound St., Columbus, O. **Underwriter**—W. E. Hutton & Co., Cincinnati.

**Commonwealth Realty Trust (1/15-19)**

Nov. 22, 1961 filed 430,556 shares. **Price**—\$10. **Business**—A real estate investment trust. **Proceeds**—For general corporate purposes. **Office**—8201 Fenton Road, Philadelphia.

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Al-Crete Corp. (Whitehall Securities Corp.) \$381,000	Common
Artlin Mills, Inc. (Mortimer B. Burnside & Co., Inc.) \$675,000	Common
Atlas Electronics Inc. (Hay, Fales & Co. and McLaughlin, Kaufman & Co.) \$388,500	Common
Berne of California, Inc. (Pacific Coast Securities Co.) \$255,000	Common
Blue Haven Pools (Pacific Coast Securities Co.) \$300,000	Capital
Bush Terminal Co. (Offering to stockholders—no underwriting) 92,320 shares	Common
Campus Casuals of California (William R. Staats & Co.) 140,000 shares	Common
Commonwealth Realty Trust (Woodcock, Moyer, Fricke & French, Inc. and Gerstley, Sunstein & Co.) \$4,305,560	Shares
Cooke Engineering Co. (Jones, Kreger & Co.) \$352,000	Common
Coyle's Voting Machine Co. (John A. Kemper & Co.) \$147,500	Common
Delford Industries, Inc. (I. R. E. Investors Corp.) \$332,500	Common
Folz Vending Co., Inc. (No underwriting) \$330,000	Common
Garden State Small Business Investment Co. (Godfrey, Hamilton, Taylor & Co., Inc.) \$990,000	Com.
Interstate Hosts, Inc. (Offering to stockholders—underwritten by Glone, Forgan & Co. and H. M. Bylesby & Co., Inc.) \$2,550,000	Debentures
Laboratory Procedures, Inc. (Pacific Coast Securities Co.) \$250,000	Capital
Leslie (Joyce), Inc. (Seymour, Bernard & DuBoff, Inc.) \$550,000	Common
Lomart Perfected Devices, Inc. (No underwriting) \$500,000	Common
Melnor Industries, Inc. (Francis I. duPont & Co.) 152,500 shares	Common
Metallurgical International, Inc. (Mortimer B. Burnside & Co.) \$435,000	Class A
Miss Elliette, Inc. (F. L. Rossman & Co.) 100,000 shares	Common
National Equipment & Plastics Corp. (Cortlandt Investing Corp.) \$525,000	Common
Orion Electronics Corp. (A. D. Gilhart & Co., Inc.) \$350,000	Common
Pacific Nutrient & Chemical Co. (Paul Eisenberg & Co., Inc. and Magnus & Co., Inc.) \$480,000	Common
Popular Library, Inc. (Sutro Brothers & Co.) 127,500 shares	Capital
Southern California Edison Co. (First Boston Corp. and Dean Witter & Co.) 1,500,000 shares	Common
Turner Engineering & Automation Corp. (Valley Forge Securities Co., Inc.) \$300,000	Com.
Universal Lighting Products, Inc. (Globus, Inc.) \$175,000	Common
Weiss Bros. Stores, Inc. (Francis I. duPont & Co.) 140,000 shares	Class A
West Coast Telephone Co. (Blyth & Co., Inc.) 110,000 shares	Common
Westland Capital Corp. (Bear, Stearns & Co.) \$10,840,000	Common

**January 16 (Tuesday)**

A & M Instrument, Inc. (Crosse & Co., Inc., V. S. Wickett & Co., Inc. and Thomas, Williams & Lee) \$525,000	Common
Bernz (Otto) Co., Inc. (Reynolds & Co., Inc.) 150,000 shares	Class A
L. L. Drug Co., Inc. (Stevens Investment Co.) \$450,000	Common
Hannett Industries, Inc. (Albion Securities Co., Inc.) \$300,000	Common
Lincoln Fund, Inc. (Horizon Management Corp.) 951,799 shares	Common
Pride Industries, Inc. (Steven Investment Corp.) \$375,000	Common
San Diego Imperial Corp. (White, Weld & Co., Inc. and J. A. Hogle & Co.) 350,091 shares	Common
United Scientific Laboratories, Inc. (Fred F. Sessler Co., Inc.) \$720,000	Common

**January 22 (Monday)**

Acrylic Optics Corp. (A. D. Gilhard & Co., Inc.) \$240,000	Debentures
Acrylic Optics Corp. (A. D. Gilhard & Co., Inc.) \$50,000	Common
Astro-Science Corp. (W. C. Langley & Co.) 232,500 shares	Common
Berkshire Distributors, Inc. (May & Gannon) 100,000 shares	Common
Best Plastics Corp. (S. B. Cantor Co.) \$375,000	Common
Caldwell Publishing Corp. (S. B. Cantor Co.) \$687,500	Capital
Cavalier Radio & Electronics Corp. (General Securities Co., Inc.) \$300,000	Common
Certified Industries, Inc. (Singer, Beane & Mackie, Inc.) \$750,000	Units
Concours Supply Co., Inc. (Roth & Co., Inc.) \$400,000	Common
Glass-Tite Industries, Inc. (Hemphill, Noyes & Co.) 185,000 shares	Common
Gulf American Fire & Casualty Co. (Offering to stockholders—no underwriting) \$452,008	Common
Interphoto Corp. (C. E. Unterberg, Towbin Co. and Arnhold & S. Bleichroeder, Inc.) \$1,800,000	Common

Jackson Optical, Inc. (Stan-Bee & Co.) \$150,000	Common
Japan Fund, Inc. (Bache & Co., Faine, Webber, Jackson & Curtis and Nikko Securities Co., Ltd.) \$25,000,000	Common
Jayark Films Corp. (Pacific Coast Securities Co.) 72,000 shares	Common
Litho-Tone, Inc. (Continental Bond & Share Corp.) \$330,000	Units
Markite Corp. (C. E. Unterberg, Towbin Co.) 100,000 shares	Common
Marks Polarized Corp. (Ross, Lyon & Co., Inc., Glass & Ross, Inc. and Globus, Inc.) 95,000 shares	Common
Metatronics Manufacturing Corp. (Frank Karasik & Co.) \$200,000	Common
Molecular Dielectrics, Inc. (Street & Co., Inc. and Irving Weis & Co.) \$750,000	Common
Motor Parts Industries, Inc. (Street & Co., Inc.) 120,000 shares	Class A
National Real Estate Investment Trust (Lee Higginson Corp.) \$15,000,000	Common
National Tel-Tronics Corp. (Frank Karasik & Co., Inc.) \$399,000	Common
Papekote, Inc. (Edward Lewis Co., Inc.) \$300,000	Common
Ripley Industries, Inc., and Jomar Plastics, Inc. (Paine, Webber, Jackson & Curtis and American Securities Corp.) 100,000 units	Units
Roto Cylinders, Inc. (Woodcock, Moyer, Fricke & French, Inc.) \$300,000	Common
United Aero Products Corp. (Hess, Grant & Remington, Inc. and Arthurs, Lestrangle & Co.) \$600,000	Debentures
Van-Pak, Inc. (Hodgdon & Co., Inc.) \$2,100,000	Common
Widmann (L. F.), Inc. (Godfrey, Hamilton, Taylor & Co.) \$486,000	Common

**January 23 (Tuesday)**

Shamrock Oil & Gas Corp. (First Boston Corp.) \$25,000,000	Debentures
Texas Power & Light Co. (Bids 11:30 a.m.) \$10,000,000	Debentures

**January 29 (Monday)**

Alaska Pacific Lumber Co. (Dempsey-Tegeler & Co., Inc.) 250,000 shares	Common
American Book-Strafford Press, Inc. (Bear, Stearns & Co.) 430,000 shares	Common
Bay State Electronics Corp. (S. D. Fuller & Co.) 160,000 shares	Common
Browning Arms Co. (Harriman Ripley & Co., Inc.) 368,700 shares	Common
District Photo, Inc. (Auchincloss, Parker & Redpath) 100,000 shares	Common
Eastern Properties Improvement Corp. (Woodcock, Moyer, Fricke & French, Inc.) \$2,500,000	Common
Eastern Properties Improvement Corp. (Woodcock, Moyer, Fricke & French, Inc.) \$1,500,000	Debentures
Fidelity American Financial Corp. (Netherlands Securities Co., Inc.) \$500,000	Common
Florida Palm-Aire Corp. (Offering to stockholders—underwritten by Hardy & Co.) \$620,000	Common
Florida Palm-Aire Corp. (Hardy & Co.) \$306,000	Common
Harleysville Life Insurance Co. (No underwriting) \$600,000	Common
Hydra-Loc, Inc. (McLaughlin, Kaufman & Co.) \$120,000	Common
Inpak Systems, Inc. (Stearns & Co. and Joseph Nadler & Co.) \$382,500	Common
Interworld Film Distributors, Inc. (General Securities Co., Inc. and S. Kasdan & Co., Inc.) \$425,000	Common
MacLevy Associates, Inc. (Continental Bond & Share Corp.) \$300,000	Common
McCall Corp. (Offering to stockholders—underwritten by Goldman, Sachs & Co.) \$9,983,000	Debentures
Mobile Rentals Corp. (Kleiner, Bell & Co.) 215,000 shares	Common
Plasticrete Corp. (Blair & Co., Inc.) 160,000 shares	Common
S. M. S. Instruments, Inc. (Lieberbaum & Co.) \$325,000	Common
Seg Electronics Co., Inc. (Seairight, Ahalt & O'Connor, Inc.) 100,000 shares	Common
Silo Discount Centers, Inc. (Boenning & Co. and Rodetsky, Walker & Co., Inc.) 165,000 shares	Common
Sokol Brothers Furniture Co., Inc. (Continental Bond & Share Corp.) \$600,000	Common
Spandex Corp. (McLaughlin, Kaufman & Co.) \$270,000	Common
Texas Tennessee Industries, Inc. (S. D. Fuller & Co.) 175,000 shares	Common
Vitamin Specialties Co. (Woodcock, Moyer, Fricke & French, Inc.) \$300,000	Capital

**February 5 (Monday)**

Burton Mount Corp. (Reiner, Linburn & Co.) \$600,000	Common
Equitable Credit & Discount Co. (Paul C. Kimball & Co.) \$1,100,000	Units

Lunar Enterprises, Inc. (Ehrlich, Irwin & Co., Inc.) \$718,750	Common
Nigeria Chemical Corp. (Scott, Harvey & Co., Inc.) \$450,000	Common
Raritan Plastics Corp. (Gianis & Co., Inc.) \$500,000	Common
Shenk Industries, Inc. (Rodetsky, Walker & Co., Inc. and Boenning & Co.) \$900,000	Common
Sheraton Corp. of America (Paine, Webber, Jackson & Curtis and S. D. Lunt & Co.) \$8,000,000	Debentures
Stokely-Van Camp, Inc. (Reynolds & Co., Inc.) 100,000 shares	Common
Stokely-Van Camp, Inc. (Reynolds & Co., Inc.) \$15,000,000	Debentures
Tech-Torch Co., Inc. (Scott, Harvey & Co., Inc.) \$325,000	Common
Vornado, Inc. (Bache & Co.) \$5,500,000	Debentures
Westates Land Development Corp. (Morris Cohen & Co.) \$3,000,000	Units
World Toy House, Inc. (Laren Co.) 150,000 shares	Common
Wulpa Parking Systems, Inc. (Ehrlich, Irwin & Co., Inc.) \$300,000	Common

**February 6 (Tuesday)**

Elizabethtown Water Co. (Bids to be received) \$9,000,000	Debentures
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**February 7 (Wednesday)**

El Paso Electric Co. (Bids to be received) \$10,500,000	Bonds
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**February 8 (Thursday)**

Fluke (John) Mfg. Co., Inc. (White, Weld & Co.) 170,000 shares	Common
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**February 13 (Tuesday)**

Arwood Corp. (Bear, Stearns & Co.) 230,000 shares	Common
Austin Continental Industries, Inc. (Raymond Moore & Co.) \$721,000	Common
Austin Continental Industries, Inc. (Raymond Moore & Co.) \$721,000	Common
Family Record Plan, Inc. (Bache & Co.) 200,000 shares	Common
Filon Plastics Corp. (White, Weld & Co.) 200,000 shares	Common
Honig's-Parkway, Inc. (Richard Bruce & Co., Inc.) \$300,000	Common
National Rolling Mills Co. (Drexel & Co.) 200,000 shares	Common
Power Industrial Products Co. (S. D. Fuller & Co.) 160,000 shares	Class A
Youthcraft Creations, Inc. (Paine, Webber, Jackson, & Curtis) 130,000 shares	Class A

**February 14 (Wednesday)**

American Telephone & Telegraph Co. (Bids to be received) \$300,000,000	Deb. Bonds
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**February 15 (Thursday)**

Western California Telephone Co. (Offering to stockholders underwritten by Dean Witter & Co.) 84,000 shares	Common
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**February 19 (Monday)**

First Midwest Capital Corp. (Paine, Webber, Jackson & Curtis and Craig-Hallum, Kinnard, Inc.) 150,000 shares	Common
Technibilt Corp. (Frank Karasik & Co.) \$600,000	Common

**Feb. 20 (Tuesday)**

Duke Power Co. (Bids 11 a.m. EST) \$50,000,000	Bonds
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**February 26 (Monday)**

Bridge Electronics Co., Inc. (Roth & Co., Inc. and Amos Treat & Co., Inc.) \$900,000	Common
Carmer Industries, Inc. (Godfrey, Hamilton, Taylor & Co., Inc.) 185,000 shares	Common
Fields Plastics & Chemicals, Inc. (Sutro Bros. & Co.) 220,000 shares	Common
First Scientific Corp. (Netherlands Securities Co., Inc.; Seymour Blauner Co. and Sprayregen, Haft & Co.) \$600,000	Class A
Honora, Ltd. (Sunshine Securities, Inc.) \$286,875	Common
Lithoid, Inc. (Godfrey, Hamilton, Taylor & Co., Inc.) \$360,000	Common
Oxford Finance Cos., Inc. (Blair & Co., Inc.) 200,000 shares	Common
Sperti Products, Inc. (Blair & Co., Inc.) 230,000 shares	Common
Tork Time Controls, Inc. (Godfrey, Hamilton, Taylor & Co. and Magnus & Co.) 150,000 shares	Common
United Packaging Co., Inc. (Godfrey, Hamilton, Taylor & Co., Inc.) \$306,000	Common

**March 1 (Thursday)**

Oklahoma Gas & Electric Co. (Offering to stockholders—may be underwritten by Merrill Lynch, Pierce, Fenner & Smith, Inc.) 328,912 shares	Common
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**March 5 (Monday)**

Control Dynamics, Inc. (Brandtjen & Bayliss, Inc.) \$575,000	Common
West Penn Power Co. (Bids to be received) \$25,000,000	Bonds



phia. **Underwriters**—Woodcock, Moyer, Fricke & French, Inc., and Gerstley, Sunstein & Co., Philadelphia.

• **Community Charge Plan (1/3-5)**

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**—Troster, Singer & Co., N. Y.

• **Computer Components, Inc.**

Dec. 6, 1961 filed 120,000 common, of which 90,000 are to be offered by the company and 30,000 by stockholders. **Price**—\$3. **Business**—Manufacture of miniature coils for relays used in computers, aircraft, missiles and guidance systems. **Proceeds**—For general corporate purposes. **Office**—88-06 Van Wyck Expressway, Jamaica, N. Y. **Underwriter**—Jay W. Kaufmann & Co., N. Y.

• **Computron Corp. (1/8-12)**

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.

• **Concord Products, Inc.**

Nov. 23, 1961 filed 120,000 common (with attached 3-year warrants to purchase an additional 60,000 shares at \$2 per share) to be offered in units of one share and one-half warrant. **Price**—\$2 per unit. **Business**—Manufacture of cosmetics, toiletries, cleaning chemicals, jewelry, etc. **Proceeds**—For general corporate purposes. **Office**—525-535 E. 137th St., New York City. **Underwriter**—N. A. Hart & Co., N. Y.

• **Concours Supply Co., Inc. (1/22-26)**

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.

• **Consolidated Aerosol Corp. (1/2-5)**

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. (1/3-5)**

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.

• **Consolidated Vending Corp.**

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 & Motti, Inc., N. Y. Note—This registration was withdrawn.

• **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**—To be named.

• **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.

• **Continental Industrial Electronics 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. **Offering**—Expected sometime in February.

• **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.

★ **Continental Real Estate Investment Trust**

See Great Continental Real Estate Investment Trust.

• **Continental Vending Machine Corp.**

Aug. 11, 1961 filed \$5,052,700 of 6% convertible subordinated debentures due 1976, being offered for subscription by stockholders on the basis of \$100 of debentures for each 80 common shares held of record Dec. 6 with rights to expire Dec. 26, 1961. **Price**—At par. **Business**—The manufacture 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 Circuits, Inc.**

Nov. 16, 1961 ("Reg. A") 120,000 common. **Price**—\$2.50. **Business**—Manufacture of electronic components and assemblies. **Proceeds**—For expansion, research and devel-

opment and working capital. **Office**—c/o Shepherd, Murtha & Merritt, 97 Elm St., Hartford, Conn. **Underwriter**—John R. Boland & Co., Inc., N. Y.

• **Control Dynamics, Inc. (3/5-9)**

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.**

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. **Offering**—Imminent.

• **Cooke Engineering Co. (1/15-19)**

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. (12/27)**

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. (1/8-12)**

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.

• **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. (1/15-19)**

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.

• **Creative Electronics, Inc.**

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. Note—This registration was withdrawn.

• **Cromwell Business Machines, Inc.**

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. **Offering**—Imminent.

• **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 January.

• **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.

• **Cybernetic Systems Corp.**

Dec. 5, 1961 filed 100,000 class A shares. **Price**—\$4. **Business**—Company plans to operate a service to furnish advice, assistance and skill in the field of data processing. **Proceeds**—For general corporate purposes. **Office**—71 W. 23rd St., N. Y. **Underwriter**—Jay W. Kaufmann & Co., N. Y.

• **Dale Systems, Inc. (1/8-12)**

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.

• **Dataline Computer Processing Associates, Ltd.**

Nov. 21, 1961 ("Reg. A") 160,000 common. **Price**—\$1.25. **Business**—Renders consulting services in the field of commercial data processing. **Proceeds**—For debt repayment and working capital. **Office**—50 E. 42nd St., N. Y. **Underwriter**—Robert F. Shaw, Locust Valley, N. Y.

• **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.

• **David's Inc. (1/3)**

Nov. 29, 1961 ("Reg. A") 60,000 common. **Price**—\$5. **Business**—Operation of a membership department store. **Proceeds**—For working capital. **Office**—11000 E. Kellogg St., Wichita, Kan. **Underwriters**—Quinn & Co., Albuquerque; A. G. Edwards & Sons, St. Louis; Peters, Writer & Christensen, Inc., Denver; Midland Securities Co., Inc., Kansas City, Mo.; and Dempsey-Tegeler & Co., St. Louis.

• **Davis (H.) Toy Corp.**

Nov. 27, 1961 filed 100,000 capital shares (with attached warrants to purchase an additional 100,000 shares), to be offered in units of one share and one warrant. **Price**—\$3.25 per unit. **Business**—Manufactures educational toys. **Proceeds**—To repay debt and increase working capital. **Office**—794 Union St., Brooklyn, N. Y. **Underwriters**—Hampstead Investing Corp., Aetna Securities Corp., and Atlas Securities Corp., N. Y.

• **Deer Park Baking Co. (1/8-12)**

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.

• **Delaware Barrel & Drum Co., Inc. (1/8-12)**

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.

• **Delford Industries, Inc. (1/15-19)**

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.

★ **Deluxe Homes, Inc.**

Dec. 11, 1961 ("Reg. A") 60,000 common. **Price**—\$5. **Business**—Construction and financing of shell homes. **Proceeds**—For working capital. **Address**—Allendale, S. C. **Underwriter**—Alessandrini & Co., Inc., N. Y.

• **Demarco Business Forms Inc. (1/2-5)**

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 and Development Corp.**

(12/26-29)  
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. (1/29-2/2)**

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.

★ **Diversified Discount & Acceptance Corp.**

Dec. 13, 1961 filed 125,000 common. **Price**—\$4.50. **Business**—A small loan investment company. **Proceeds**—For expansion. **Office**—707 Northwestern Federal Bldg., Minneapolis. **Underwriter**—Bratner & Co., Inc., Minneapolis.

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Continued from page 35

**• Diversified Small Business Investment Corp. (1/8-12)**

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. (1/8-12)**

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., N. Y.

**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. Offering—Expected sometime in January.

**Duralite Co., Inc.**

Nov. 29, 1961 filed 128,000 common. Price—\$4. Business—Design and manufacture of aluminum-frame outdoor and porch furniture. Proceeds—For product development, equipment and working capital. Office—2 Barbour Ave., Passaic, N. J. Underwriter—Preiss, Cinder & Hoffman Inc., N. Y.

**Dynamic Toy, Inc. (1/2-5)**

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. (12/27-29)**

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. (1/29-2/2)**

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 Food Enterprises Corp.**

Nov. 29, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Sale and servicing of home food freezers and sale of bulk food to freezer owners. Proceeds—For general corporate purposes. Office—180 Babylon Turnpike, Roosevelt, L. I., N. Y. Underwriter—Sentinel Securities Planning Corp., Long Island City, N. Y.

**Economy Water Conditioners of Canada Ltd.**

Nov. 21, 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.

**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.

**Educator & Executive Co.**

Nov. 30, 1961 filed 174,900 common. Price—By amendment. Business—An holding company for insurance concerns. Proceeds—For general corporate purposes. Office—3857 N. High St., Columbus, Ohio. Underwriter—McDonald & Co., Cleveland.

**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.

**• 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 February.

**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.

**• Electronic Controls, Inc.**

Nov. 29, 1961 filed 100,000 common. Price—\$3. Business—Design and manufacture of automatic electronic and computer controlled drives and systems, helicopter check-out, flight control and landing control systems and multi-contact relays and switches. Proceeds—For debt repayment, working capital and other corporate purposes. Office—67 Southfield Ave., Stamford, Conn. Underwriter—Seymour, Bernard & DeBoff, Inc., N. Y. Offering—Expected sometime in March.

**• Electronic Transmission Corp. (1/8-12)**

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. (1/8-12)**

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.

**• Elmar Electronics Inc. (1/8-12)**

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.

**Empire Fund, Inc. (1/8-12)**

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.

**• Empire Precision Components, Inc. (1/8-12)**

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.

**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. (2/5-9)**

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.

**Equity Capital Co.**

Nov. 29, 1961 filed \$3,000,000 of 8% subordinate debentures due 1965. Price—At par. Business—The investment in mortgages and the making of construction loans to builders and property owners. Proceeds—For repayment of debt and working capital. Office—430 First Ave. North, Minneapolis. Underwriter—None.

**• Extrin Foods, Inc.**

Nov. 29, 1961 filed 100,000 common. Price—\$3.25. Business—Creation and manufacture of flavors for the baking and confectionary industries. Proceeds—For additional personnel, new products and possible acquisitions. Office—70 Barclay St., N. Y. Underwriters—Hay, Fales & Co., and McLaughlin, Kaufman & Co., N. Y. Offering—Expected sometime in March.

**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. (1/3-5)**

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. (2/13-16)**

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.

**Fastline 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. Offering—Expected in late January.

**Fastpak, Inc.**

Nov. 30, 1961 filed 125,000 common. Price—\$5. Business—The distribution of nuts, bolts and other fastening devices manufactured by others. Proceeds—For debt repayment and general corporate purposes. Office—8 Benson Place, Freeport, N. Y. Underwriter—Arnold Malkan & Co., Inc., N. Y.

**• Fidelity America Financial Corp. (1/29)**

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.

**Fidelity Mining Investments Ltd.**

Nov. 30, 1961 filed 800,000 common. Price—By amendment. Business—Exploration and testing of mining properties. Proceeds—For general corporate purposes. Office—62 Richmond St., Toronto. Underwriter—G. V. Kirby & Associates, Ltd., Toronto.

**• Fields Plastics & Chemicals, Inc. (2/26-3/2)**

Nov. 29, 1961 filed 220,000 common. Price—By amendment. Business—Manufacture of vinyl plastic sheeting. Proceeds—For selling stockholders. Office—199 Garibaldi Ave., Lodi, N. J. Underwriter—Sutro Bros. & Co., N. Y.

**• Fifth Avenue Cards, Inc. (1/8-12)**

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.

**• Filon Plastics Corp. (2/13-17)**

Dec. 4, 1961 filed 200,000 common, of which 50,000 are to be offered by the company and 150,000 by stockholders. Price—By amendment. Business—Manufactures translucent fiberglass panels for building and decorative purposes. Proceeds—For expansion and working capital. Office—333 North Van Ness Ave., Hawthorne, Calif. Underwriter—White, Weld & Co., N. Y.

**• 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. Offering—Imminent.

**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. Offering—In early February.

**• First Midwest Capital Corp. (2/19-23)**

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.

**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.

**• First Scientific Corp. (2/26-3/2)**

Dec. 6, 1961 filed 200,000 class A stock. Price—\$3. Business—Company plans to acquire, invest in, and finance patents and new scientific technology. Proceeds—For general corporate purposes. Office—375 Park Ave., N. Y. Underwriters—Netherlands Securities Co., Inc., Seymour Blauner Co., and Sprayregen, Haft & Co., N. Y.

**Flair Cards, Inc.**

Nov. 14, 1961 ("Reg. A") 74,667 common. Price—\$3. Business—Manufactures greeting cards, greeting card trays, dishes, note paper, etc. Proceeds—For debt repayment and working capital. Office—537 W. 53rd St., N. Y. Underwriter—Amber, Burstein & Co., Inc., N. Y.

**• Fleetwood Securities Corp. of America (12/29)**

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.

**Flex-I-Brush, Inc.**

Nov. 27, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Manufacture of one piece disposable plastic toothbrushes. Proceeds—For general corporate purposes. Office—7400 N. W. Seventh Ave., Miami, Fla. Underwriter—Meadowbrook Securities, Inc., Hempstead, N. Y.

**• Florida Palm-Aire Corp. (1/29-2/2)**

Oct. 19, 1961 filed 463,000 common, of which 310,000 shares are to be offered for subscription by the stock-



holders 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.

#### Flower City Industries, Inc.

Nov. 29, 1961 filed 100,000 common. **Price**—\$3.25. **Business**—Design and manufacture of plastic artificial foliage and flowers. **Proceeds**—For general corporate purposes. **Address**—St. Thomas, Virgin Islands. **Underwriter**—Seidman & Williams, N. Y.

#### Floyd Bennett Stores, Inc.

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, Joroon Co., Inc. and Richter & Co., N. Y. (mgrs.). **Offering**—Imminent.

#### Fluke (John) Mfg. Co., Inc. (2/8)

Dec. 11, 1961 filed 170,000 common, of which 135,000 are to be offered by the company and 35,000 by stockholders. **Price**—By amendment. **Business**—Design and manufacture of precision electronic instruments, potentiometers, and related components. **Proceeds**—For debt repayment and working capital. **Office**—7100-220th St., S. W., Mountlake Terrace, Wash. **Underwriter**—White, Weld & Co., N. Y.

#### Fluorocarbon Co. (1/9-12)

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.

#### Folz Vending Co., Inc. (1/15-19)

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.

#### Fram Corp. (1/8-12)

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 (1/8-12)

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.

#### Gard (Andy) Corp.

Dec. 15, 1961 filed 200,000 common. **Price**—By amendment. **Business**—Manufacture of molded plastic toys and housewares, and the custom molding of other plastic products. **Proceeds**—For general corporate purposes. **Address**—Leetsdale, Pa. **Underwriter**—Van Alstyne, Noel & Co., N. Y.

#### Garden State Small Business Investment Co. (1/15)

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. **Note**—This registration may be withdrawn.

#### Gateway Chemicals, Inc.

Nov. 22, 1961 filed 100,000 common, of which 50,000 are to be offered by the company and 50,000 by a stockholder. **Price**—By amendment. **Business**—Compounding and packaging of chemical products, primarily detergents. **Proceeds**—For working capital. **Office**—8136 S. Dobson Ave., Chicago. **Underwriter**—Federman, Stonehill & Co., N. Y.

#### General Corp. of America

Dec. 7, 1961 filed 266,000 common. **Price**—By amendment. **Business**—A holding company for an insurance firm. **Proceeds**—For general corporate purposes. **Office**—672 Hanna Bldg., Cleveland, O. **Underwriter**—Merrill, Turben & Co., Inc., Cleveland.

#### Glass-Tite Industries, Inc. (1/22-26)

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.

#### 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 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. (12/26-29)

Sept. 27, 1961 filed 116,875 common, of which 25,350 shares will be offered by the company and 91,525 by a 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.

#### Graniteville Co.

Dec. 15, 1961 filed 796,716 common. **Price**—By amendment. **Business**—Manufacture of cotton fabrics. **Proceeds**—For acquisition of McCampbell & Co., Inc., a textile commission agent. **Address**—Graniteville, S. C. **Underwriter**—Shearson, Hammill & Co., N. Y. **Offering**—Expected in late January.

#### Graphic Controls Corp.

Dec. 12, 1961 ("Reg. A") 12,000 class A shares. **Price**—\$12.50. **Business**—The printing of recording charts and data processing forms. **Proceeds**—For general corporate purposes. **Office**—189 Van Rensselaer St., Buffalo, N. Y. **Underwriter**—None.

#### Grafco Industries, Inc. (1/8-12)

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.

#### Great 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.). **Note**—This firm formerly was known as Continental Real Estate Investment Trust.

#### Great Southern Real Estate Trust

Nov. 30, 1961 filed 320,000 shares of beneficial interest. **Price**—By amendment. **Business**—Real estate investment. **Proceeds**—For general purposes of the Trust. **Office**—200 First National Bank Bldg. Annex, Atlanta. **Underwriter**—Courts & Co., Atlanta.

#### 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.

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. **Offering**—In January.

#### Green Valley Construction Corp.

Nov. 29, 1961 filed 80,000 common. **Price**—\$5.25. **Business**—General contracting for landscaping and construction work. **Proceeds**—For debt repayment and other corporate purposes. **Office**—97-36 50th Ave., Corona, N. Y. **Underwriter**—Williamson Securities Corp., N. Y.

#### Griesedieck Co. (1/9-12)

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.

#### Guayaco Corp. (12/26-29)

Nov. 29, 1961 ("Reg. A") 36,000 common. **Price**—\$5. **Business**—Manufacture and sale of hassocks, bench seats and leg rests. **Proceeds**—For debt repayment, equipment and working capital. **Address**—Guayanilla, Puerto Rico. **Underwriter**—I. R. E. Investors Corp., Levittown, N. Y.

#### Gulf American Fire & Casualty Co. (1/22-26)

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.

#### Hannett Industries, Inc. (1/16)

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. (1/8-12)

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.

#### Hargrove Enterprises, Inc.

Dec. 8, 1961 filed 160,000 common. **Price**—\$5. **Business**—Company plans to own and operate an amusement park. **Proceeds**—For property development, advertising, and working capital. **Office**—3100 Tremont Ave., Chevy Chase, Md. **Underwriter**—Switzer & Co., Inc., Silver Springs, Md.

#### Harleysville Life Insurance Co. (1/29-2/2)

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. (1/2-5)

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. **Offering**—Expected in January.

#### 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.

#### Hayden Publishing Co., Inc.

Nov. 29, 1961 filed 150,000 common, of which 20,000 are to be offered by the company and 130,000 by stockholders. **Price**—By amendment. **Business**—Publishes "Electronic Design," a trade magazine in the electronic field. **Proceeds**—For debt repayment. **Office**—850-3rd Ave., N. Y. **Underwriter**—Carl M. Loeb, Rhoades & Co., N. Y. **Offering**—Expected sometime in February.

#### 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.

#### High Temperature Materials, Inc. (1/8-12)

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. F. 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.

#### Hillside Metal Products, Inc.

Dec. 15, 1961 filed 300,000 common, of which 200,000 shares are to be offered by the company and 100,000 shares by stockholders. **Price**—\$6. **Business**—Manufacture of steel office furniture. **Proceeds**—For debt repayment, plant expansion and working capital. **Office**—300 Passaic St., Newark, N. J. **Underwriters**—Milton D. Blauner & Co. and M. L. Lee & Co., Inc., N. Y.

#### Honig's-Parkway, Inc. (2/13-16)

Dec. 1, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Company owns and operates three discount stores in the Bronx selling bicycles, electric trains, toys, household appliances, etc. **Proceeds**—For general corporate purposes. **Office**—2717-25 White Plains Rd., Bronx, N. Y. **Underwriter**—Richard Bruce & Co., Inc. New York.

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● **Honora, Ltd. (2/26-3/2)**

Nov. 29, 1961 ("Reg. A") 76,500 common. Price—\$3.75. **Business**—Purchase of cultured pearls in Japan and their distribution in the U. S. **Proceeds**—For general corporate purposes. **Office**—42 W. 48th St., N. Y. **Underwriter**—Sunshine Securities, Inc., Rego Park, N. Y.

● **Hoosier Soil Service, Inc. (1/8-12)**

Nov. 28, 1961 ("Reg. A") 41,939 common, of which 11,939 are to be offered to preferred and common stockholders and 30,000 to the public. Price—\$6.75. **Business**—Processing and marketing of fertilizers. **Proceeds**—For redemption of preferred stock and working capital. **Address**—Bluffton, Ind. **Underwriter**—Patterson Securities & Investment Co., Inc., Fort Wayne, Ind.

● **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.

● **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. (1/29-2/2)**

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.

● **Hygiene Industries, Inc. (1/8-12)**

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.

● **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. (12/27)**

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.

● **Imac Food Systems, Inc.**

Nov. 17, 1961 ("Reg. A") 100,000 common. Price — \$3. **Business**—Operation of restaurants. **Proceeds**—For debt repayment, expansion and working capital. **Office**—711 Branch Ave., Providence, R. I. **Underwriter**—Freeman & Co., Brighton, Mass.

● **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.

● **Inland Underground Facilities, Inc.**

Dec. 7, 1961 filed 100,000 common. Price — \$10. **Business**—Mining of limestone and the operation of underground freezer and dry warehousing facilities. **Proceeds**—For debt repayment, equipment and other corporate purposes. **Office**—6500 Inland Dr., Kansas City, Kansas. **Underwriter**—Scherck, Richter Co., St. Louis.

● **Inpak Systems, Inc. (1/29-2/2)**

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.

● **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. (1/8-12)**

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.

● **International Stretch Products Inc.**

Nov. 27, 1961 filed 300,000 common. Price—By amendment. **Business**—Production and sale of extruded rubber thread and braided elastics. **Proceeds**—For debt repay-

ment and general corporate purposes. **Office**—148 Madison Ave., N. Y. **Underwriter**—Burnham & Co., N. Y. **Offering**—Expected in early February.

● **Interphoto Corp. (1/22-26)**

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 Arnhold & S. Bleichroeder, Inc., N. Y.

● **Interstate Hosts, Inc. (1/15-19)**

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. Byllesby & Co., Inc., Chicago.

● **Interworld Film Distributors, Inc. (1/29-2/2)**

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.

● **Jackson Optical, Inc. (1/22-25)**

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. (1/22-26)**

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.

● **Jayark Films Corp. (1/22-26)**

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.

● **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. (1/10)**

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**—Indefinitely postponed.

● **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.

● **Keeko, Inc.**

Dec. 1, 1961 ("Reg. A") 100,000 common. Price—\$3. **Business**—Company plans to establish service stations and vending machine outlets in the Denver area. **Proceeds**—For debt repayment and general corporate purposes. **Office**—4970 Jackson St., Denver. **Underwriter**—Amos C. Sudler & Co., Denver.

● **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. **Note**—This registration may be withdrawn.

● **Kelly Girl Service, Inc. (1/8-12)**

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.

● **Kiddie Rides, Inc. (1/10)**

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. **Offering**—Expected in February.

● **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**—8788 Metcalfe Rd., Overland Park, Kan. **Underwriter**—George K. Baum & Co., Kansas City, Mo. **Offering**—In January.

● **Knickerbocker Toy Co., Inc. (1/4)**

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. **Underwriters**—Netherlands Securities Co., Inc., and Herbert Young & Co., Inc., N. Y.

● **Kogel, Inc.**

Dec. 8, 1961 filed 100,000 common. Price—\$1. **Business**—A holding company for three subsidiaries in the wall and floor coating business. **Proceeds**—For product development, advertising, and working capital. **Office**—26-32 Second St., Long Island City, N. Y. **Underwriter**—Globus, Inc.

● **Kollmorgen Corp. (1/8-12)**

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.

● **Koster-Dana Corp. (1/5)**

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.

● **Kraft Planned Homes, Inc.**

Dec. 14, 1961 filed 200,000 common. Price—\$5. **Business**—A holding company in "shell homes" field. **Proceeds**—For debt repayment and general corporate purposes. **Office**—126 W. Broadway, Girard, Ohio. **Underwriter**—Best & Garey & Co., Inc., Washington, D. C.

● **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. **Offering**—Imminent.

● **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. **Offering**—Expected in mid-January.

● **L. L. Drug Co., Inc. (1/16)**

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. (1/15-19)**

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.

● **Leader-Durst Corp.**

Dec. 1, 1961 filed 405,000 class A common. Price—\$5. **Business**—Real estate. **Proceeds**—For repayment of debt. **Office**—41 E. 42nd St., N. Y. **Underwriter**—None.

● **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. (1/15-19)**

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.

● **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.

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. Offering—Expected sometime in January.

#### Linco International, Inc.

Nov. 15, 1961 ("Reg. A") 75,000 common. Price—\$4. Business—Operation of 20 departments in closed-door membership department stores. Proceeds—For general corporate purposes. Office—1510 Page Industrial Blvd., Overland, Mo. Underwriter—R. L. Warren Co., St. Louis.

#### Lincoln Fund, Inc. (1/16-19)

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. (1/22-26)

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.

#### Lithoid, Inc. (2/26-3/2)

Nov. 22, 1961 filed 120,000 common. Price—\$3. Business—Development and manufacture of equipment and systems for the photographic data processing industry. Proceeds—For general corporate purposes. Office—232 Cleveland Ave., Highland Park, N. J. Underwriter—Godfrey, Hamilton, Taylor & Co., Inc., N. Y.

#### Little Ruffy Togs, Inc.

Nov. 29, 1961 filed 165,000 common. Price—By amendment. Business—Manufacture and sale of children's clothing. Proceeds—For debt repayment and working capital. Office—112 W. 34th St., N. Y. Underwriters—Glass & Ross, Inc. and Samson, Graber & Co., Inc., N. Y.

#### Lomart Perfected Devices, Inc. (1/15-19)

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.

#### Lunar Enterprises, Inc. (2/5-9)

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.

#### MRM Co., Inc.

Nov. 29, 1961 ("Reg. A") 150,000 common. Price—\$2. Business—Design and manufacture of automatic filling machines and related equipment. Proceeds—For debt repayment and working capital. Office—191 Berry St., Brooklyn, N. Y. Underwriter—A. J. Gabriel Co., N. Y.

#### MacLevy Associates, Inc. (1/29-2/2)

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.

#### Macoid Industries, Inc. (1/8-12)

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.

#### Mann Research Laboratories, Inc. (1/2-5)

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.

#### Maric Design & Mfg. Corp.

Nov. 14, 1961 ("Reg. A") 55,000 common. Price—\$4. Business—Manufacture of waste water filters and filtering

systems. Proceeds—For debt repayment and working capital. Office—610 W. 18th St., Hialeah, Fla. Underwriters—Shaw & Co., Inc. and Terrio & Co., Inc., Washington, D. C.

#### Markite Corp. (1/22-26)

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.

#### Marks Polarized Corp. (1/22-26)

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.

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. Offering—Imminent.

#### Marquette Capital Co.

Dec. 1, 1961 filed 250,000 common. Price—By amendment. Business—A small business investment company. Proceeds—For general corporate purposes. Office—91 South Seventh St., Minneapolis, Minn. Underwriter—None.

#### Marshall Electronics Co. (12/26-29)

Nov. 1, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Manufacture of rectifiers, regulators, thermocouple tubes, and thyratrons. 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. (12/27-29)

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.

#### Masury-Young Co.

Dec. 4, 1961 filed 100,000 common. Price—\$6. Business—Manufactures commercial and industrial floor maintenance products. Proceeds—For repayment of debt, equipment, and other corporate purposes. Office—76 Roland St., Boston. Underwriter—Townsend, Dabney & Tyson, Boston.

#### Mathias (A. L.) Co.

Nov. 30, 1961 filed 200,000 common, of which 125,000 are to be offered by the company and 75,000 by a selling stockholder. Price—By amendment. Business—Operates private cafeterias and public restaurants. Proceeds—For debt repayment and general corporate purposes. Office—25 E. Lee St., Baltimore. Underwriter—Stein Bros. & Boyce, Baltimore.

#### Maust Coal & Coke Corp. (1/2-5)

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 capital. Office—525 Hyde Park Ave., Roslindale, Mass. Underwriter—McDonnell & Co., Inc., N. Y.

#### McCall Corp. (1/29-2/2)

Dec. 1, 1961 filed \$9,983,000 of convertible subordinated debentures due Feb. 1, 1992, to be offered for subscription by common stockholders at the rate of \$100 of debentures for each 13 shares held. Price—By amendment. Business—Magazine publishing. Proceeds—For possible expansion and diversification, and working capital. Office—230 Park Ave., N. Y. Underwriter—Goldman, Sachs & Co.

#### Medex, Inc.

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. Offering—In January.

#### 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.

#### Melnor Industries, Inc. (1/15-19)

Nov. 15, 1961 filed 152,500 common, of which 52,500 are to be offered by the company and 100,000 by stockholders. Price—\$11. Business—Manufacture of lawn and garden sprinkling equipment. Proceeds—For general corporate purposes. Office—Moonachie, N. J. Underwriter—Francis I. duPont & Co., N. Y.

#### Metallurgical International, Inc. (1/15-19)

Sept. 26, 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—Cruttenberg, Podesta & Co., Chicago and Splaine & Frederic, Inc., Milwaukee. Offering—Expected sometime in January.

#### Metatronics Manufacturing Corp. (1/22-26)

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.

#### 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.

#### Midwest Medical Investment Trust

Dec. 11, 1961 ("Reg. A") 15,000 shares of beneficial interests. Price—\$20. Business—A real estate investment trust which plans to own interests in medical office buildings, hospitals, etc. Proceeds—For working capital. Address—Van West, Ohio. Underwriter—J. Allen McMeen & Co., Fort Wayne, Ind.

#### 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. (1/8-12)

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.

#### Miller Brothers Hat Co., Inc.

Dec. 18, 1961 filed 126,000 common, of which 100,000 will be sold by the company and 26,000 by certain stockholders. Price—By amendment. Business—Manufacture of men's and boy's hats. Proceeds—For purchase of a building, plant equipment, and working capital. Address—2700 Canton St., Dallas. Underwriter—Eppler, Guerin & Turner, Inc., Dallas.

#### Milo Components, Inc.

Nov. 17, 1961 ("Reg. A") 150,000 class A shares. Price—\$1. Business—Manufacturer of precision metal components, assemblies and sub-assemblies. Proceeds—For debt repayment and working capital. Office—9-11 Cleveland St., Valley Stream, N. Y. Underwriters—T. M. Kirsch Co., Inc., N. Y. and I. R. E. Investors Corp., Levittown, N. Y.

#### Miss Elliette, Inc. (1/15)

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.

#### Missile Valve Corp.

Nov. 24, 1961 ("Reg. A") 300,000 common. Price—\$1. Business—Production and sale of new type butterfly valve. Proceeds—For purchase of the patent and production and development of the valve. Office—5909 Hollywood Blvd., Hollywood, Calif. Underwriter—Preferred Securities, Inc., Phoenix.

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**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.

**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. (1/29-2/2)**

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. (1/22-26)**

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.

**Molecular Systems Corp.**

Dec. 12, 1961 filed 140,000 common. Price—\$3. Business—Production of polyethylene materials of varying grades. Proceeds—For equipment, research and development and working capital. Office—420 Bergen Blvd., Palisades Park, N. J. Underwriters—Stone, Ackerman & Co., Inc., (mgr.) and Heritage Equity Corp., 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. (1/22-26)**

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.

**Municipal Investment Trust Fund, First Pa.**

Series (1/9-12)  
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.

**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. Blyth & Co., Inc., N. Y.

• **Narrows Premium Corp. (1/8-12)**

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 sometime 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. Offering—Expected sometime in January.

• **National Equipment & Plastics Corp. (1/15)**

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.**

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. Offering—Imminent.

**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 (1/22-26)**

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.

**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 Rolling Mills Co. (2/13-16)**

Nov. 22, 1961 filed 200,000 common, of which 120,000 are to be offered by the company and 80,000 by stockholders. Price—By amendment. Business—Manufacture of steel suspension systems, and other specialized roll formed metal products. Proceeds—For debt repayment and other corporate purposes. Office—Morehall Road, Malvern, Pa. Underwriter—Drexel & Co., Philadelphia.

**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 Tel-Tronics Corp. (1/22-26)**

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.

**New World Laboratories, Inc.**

Nov. 13, 1961 ("Reg. A") 100,000 common. Price—\$3. Business—Manufacture of cosmetics and hair preparations. Proceeds—For debt repayment and general corporate purposes. Office—1610 14th St., N. W., Washington, D. C. Underwriter—T. J. McDonald & Co., Inc., Washington, D. C.

★ **New York Telephone Co. (1/9)**

Dec. 15, 1961 filed \$60,000,000 of refunding mortgage bonds, series M, due Jan. 1, 2002. 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 (11 a.m. EST) in Room 1600, 140 West St., N. Y.

• **Nigeria Chemical Corp. (2/5-9)**

Dec. 7, 1961 filed 90,000 common. Price—\$5. Business—Company plans to construct a plant for production of ethyl alcohol and derivatives and to distill and sell industrial and potable alcohol in Nigeria. Proceeds—For equipment, debt repayment, and working capital. Office—1060 Broad St., Newark, N. J. Underwriter—Scott, Harvey & Co., Inc., Fairlawn, N. J.

**Norcold, Inc.**

Nov. 20, 1961 ("Reg. A") 75,000 common. Price—\$4. Business—Sale of compact refrigerators. Proceeds—For general corporate purposes. Office—5111 W. Washington Blvd., Los Angeles. Underwriter—Morgan & Co., Los Angeles.

**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. (1/8-22)**

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.

**Northern Wood Products Corp.**

Nov. 29, 1961 filed 78,000 common. Price—\$5. Business—Manufacture of wooden kitchen cabinets and related appliances. Proceeds—For debt repayment, expansion, and working capital. Office—201-221 Godwin Ave., Paterson, N. J. Underwriter—United Planning Corp., Newark, N. J.

**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. (1/3-5)**

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 formerly 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. (12/28)**

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. (12/26-29)**

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. (1/2-5)**

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.

• **Orbit Industries, Inc. (1/8-12)**

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.

**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. (1/15-19)**

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, N. Y., and E. J. Roberts & Co., East Orange, N. J.

• **Oxford Finance Cos., Inc. (2/26-3/2)**

Nov. 28, 1961 filed 200,000 common. Price—By amendment. Business—A finance company. Proceeds—For expansion and debt repayment. Office—6701 N. Broad St., Philadelphia. Underwriter—Blair & Co., Inc., N. Y.



**Oxford Trust Fund**  
Nov. 24, 1961 filed 5,000,000 units. Price—\$1. Business—An investment trust. Office—Atlanta, Ga. Sponsor—Oxford Distributor Corp., Atlanta.

**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—\$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 Nutrient & Chemical Co. (1/15-19)**  
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—Paul Eisenburg & Co., Inc., and Magnus & Co., Inc., N. Y.

**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.

**Pal-Playwell Inc.**  
Nov. 23, 1961 filed 100,000 common. Price—\$4. Business—Design, assembly and manufacture of toys. Proceeds—For debt repayment and working capital. Office—179-30 93rd Ave., Jamaica, N. Y. Underwriter—Tyche Securities, Inc., 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.

**Papekote, Inc. (1/22-26)**  
Dec. 1, 1961 ("Reg. A") 60,000 common. Price—\$5. Business—Development and sale of chemical processes used in the field of paper coating. Proceeds—For general corporate purposes. Office—443 W. 15th St., N. Y. Underwriter—Edward Lewis Co., Inc., N. Y.

**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—T. F. Rothschild & Co., N. Y. Note—This registration will be withdrawn.

**Paramount Foam Industries (12/27-29)**  
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. Offering—Expected in February.

**Parkway Laboratories, Inc.**  
Dec. 6, 1961 filed 160,000 common. Price—\$5. Business—Manufacture of drugs and pharmaceuticals. Proceeds—For an acquisition, research and other corporate purposes.

poses. Office—2301 Pennsylvania Ave., Philadelphia. Underwriter—Arnold Malkan & Co., Inc., N. Y.

**Patent Merchandising Corp.**  
Nov. 22, 1961 filed 100,000 common (with attached five-year warrants to purchase an additional 100,000 shares) to be sold in units of one share and one warrant. Price—\$3.50 per unit. Business—Company plans to market patented products, or products which it considers to be patentable. Proceeds—For general corporate purposes. Office—521 5th Ave., N. Y. C. Underwriter—Hampstead Investing Corp., 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., N. Y. Offering—Temporarily postponed.

**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., Bellgardens, Calif. Underwriter—Darius Inc., 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. (12/26-29)**  
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.

**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.

**Pir-O-Wood Industries, Inc.**  
Nov. 28, 1961 filed 62,000 common. Price—\$5. Business—Sale of prefabricated wood and plastic specialized components. Proceeds—For general corporate purposes. Office—1182 Broadway, N. Y. Underwriter—Arnold Malkan & Co., Inc., N. Y. Offering—In February.

**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—To be named.

**Plasticrete Corp. (1/29-2/2)**  
Nov. 15, 1961 filed 160,000 common. Price—By amendment. Business—Manufactures masonry units for the construction industry. Proceeds—For general corporate purposes. Office—1833 Dixwell Ave., Hamden, Conn. Underwriter—Blair & Co., Inc., N. Y. Offering—In Jan.

**Plymouth Discount Corp. (1/3-5)**  
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. (1/2-5)**  
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. (1/2-5)**  
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. (1/15-19)**  
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.

**Power Industrial Products Co. (2/13-16)**  
Nov. 22, 1961 filed 160,000 class A common, of which 133,333 are to be offered by the company and 26,667 by present stockholders. Price—By amendment. Business—Warehouse distribution of corrosion resistant stainless steel pipe, tubing, valves, etc. Proceeds—For repayment of debt, expansion, and working capital. Office—352 Harrison St., Passaic, N. J. Underwriter—S. D. Fuller & 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—Conti-

mental 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.

**Pride Industries, Inc. (1/16)**  
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.

**Primex Equities Corp.**  
Nov. 27, 1961 filed 400,000 shares of 60c cumulative convertible preferred, and 400,000 of class A common, to be offered in units of one share each. Price—By amendment. Business—A real estate investment firm. Proceeds—For property acquisitions and working capital. Office—66 Hawley St., Binghamton, N. Y. Underwriter—None.

**Product Research of Rhode Island, Inc. (1/8-12)**  
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.

**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 Co., Inc.**  
Nov. 28, 1961 filed 541,000 common. Price—By amendment. Business—Book publishing. Proceeds—For an acquisition and other corporate purposes. Office—1106 Connecticut Ave., N. W., Washington, D. C. Underwriters—Amos Treat & Co., Inc., N. Y. and Roth & Co., Inc., Philadelphia. Offering—Expected sometime in Feb.

**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., N. Y. Note—This registration was withdrawn.

**Puerto Rico Capital Corp. (1/10)**  
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.

**Puerto Rico Land and Development Corp.**  
Nov. 24, 1961 filed \$4,000,000 of 5% conv. subord. debentures due 1971 and 200,000 class A shares to be offered in 25,000 units, each consisting of \$160 of debentures and eight shares. Price—\$200 per unit. Business—Real estate and construction. Proceeds—For general corporate purposes. Office—San Juan, Puerto Rico. Underwriters—Lieberbaum & Co., and Morris Cohon & Co., New York.

**Pulp Processes Corp. (1/8-12)**  
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.

**Pyramid Publications, Inc. (1/8-12)**  
Nov. 24, 1961 filed 115,000 common. Price—By amendment. Business—Publication and sale of pocket-size paperback books and a man's magazine. Proceeds—For expansion, debt repayment, and working capital. Office—444 Madison Ave., N. Y. Underwriter—Milton D. Blauner & Co., Inc., N. Y.

**Pyrometer Co. of America, Inc.**  
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

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the purchase of Hamilton Manufacturing Co., Inc. Office—600 E. Lincoln Highway, Pennel, Pa. Underwriter—Arnold Malkan & Co., Inc., N. Y. Offering—January.

**Quaker City Industries, Inc.**

Nov. 28, 1961 filed 87,500 common. Price—\$4. Business—Design and manufacture of metal cabinets, boxes, boiler and radiator enclosures. Proceeds—For equipment, advertising and working capital. Office—234 Russell St., Brooklyn, N. Y. Underwriter—M. J. Merritt & Co., Inc., N. Y.

**Quartite Creative Corp. (1/4)**

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. Underwriters—Shell Associates, Inc. and Godfrey, Hamilton, Taylor & Co., 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.

**Rainbow Photo Laboratories, Inc. (1/8-12)**

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.

**Rapid-American Corp.**

Nov. 1, 1961 filed \$3,367,000 of conv. subord. debentures due 1976, being offered for subscription by common stockholders and 5 3/4% 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 5 3/4% conv. debts are convertible of record Dec. 14, with rights to expire Jan. 11, 1961. 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. Offering—Imminent.

**Raritan Plastics Corp. (2/5-9)**

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.

**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. Offering—Imminent.

**Realty Equities Corp. of New York (1/8-12)**

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. (1/2-5)**

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. Underwriter—Midland Securities Co., Inc., Kansas City, Mo.

**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.

**Reher Simmons Research, Inc. (1/8-12)**

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.).

**Ripley Industries, Inc., and Jomar Plastics, Inc. (1/22-26)**

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.

**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. (1/8-12)**

Sept. 29, 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. Offering—Expected sometime in January.

**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.

**Rona Plastic Corp.**

Dec. 15, 1961 filed 200,000 common. Price—\$5. Business—Manufactures plastic housewares, baby products and other plastic items. Proceeds—For debt repayment and other corporate purposes. Office—1517 Jarrett Place, Bronx, N. Y. Underwriter—Arnold Malkan & Co., Inc., N. Y.

**Roto Cylinders, Inc. (1/22-26)**

Nov. 16, 1961 ("Reg. A") 60,000 common. Price—\$5. Business—Custom gravure engraving. Proceeds—For debt repayment and working capital. Address—Palmyra, N. J. Underwriter—Woodcock, Moyer, Fricke & French, Inc., Philadelphia.

**Royaltone Photo Corp.**

Nov. 29, 1961 filed 300,000 common, of which 100,000 are to be offered by the company and 200,000 by stockholders. Price—By amendment. Business—Develops and prints color, and black and white photographic film. Proceeds—For equipment and working capital. Office—245 7th Ave., N. Y. Underwriter—Federman, Stonehill & Co., N. Y.

**Rubber & Fibre Chemical Corp. (1/8-12)**

Sept. 25, 1961 filed 120,000 common. Price—\$5. Business—Exploitation of a new process for reclaiming unvulcanized 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.

**S. M. S. Instruments, Inc. (1/29-2/2)**

Nov. 28, 1961 filed 100,000 common. Price—\$3.25. Business—Repair and maintenance of aircraft instruments and accessories. Proceeds—For equipment, debt repayment, and other corporate purposes. Office—Idlewild International Airport, Jamaica, N. Y. Underwriter—Lieberbaum & Co., N. Y.

**S. O. S. Photo-Cine-Optics, Inc. (12/26-29)**

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. (1/8-12)**

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 Classeals, 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. Offering—In February.

**San Diego Imperial Corp. (1/16)**

Dec. 5, 1961 filed 350,091 common. Price—By amendment. Business—A holding company for 14 savings and loan associations, and other firms. Proceeds—For the selling stockholders. Office—1400 Fifth Ave., San Diego, Calif. Underwriters—White, Weld & Co., Inc., N. Y., and J. A. Hogle & Co., Salt Lake City.

**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.

**Savin Business Machines Corp. (1/9-12)**

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.

**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 Shane & Co., Washington, D. C. Offering—Expected in January.

**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 January.

**Security Acceptance Corp.**

March 7, 1961 filed 100,000 shares of class A common stock and \$400,000 of 7 1/2% 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 Equity Fund, Inc.**

Dec. 14, 1961 filed 400,000 capital shares. Price—Net asset value plus 6%. Business—A mutual fund. Proceeds—For investment. Office—700 Harrison St., Topeka, Kan. Underwriter—Security Management Co., Inc., Topeka.

**Seg Electronics Co., Inc. (1/29-2/2)**

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.

**Sel-Rex Corp. (1/2-5)**

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.

**Selective Financial Corp.**

Dec. 8, 1961 filed 500,000 common. Price—\$6. Business—Engaged in real estate mortgage field, and the financing of intangibles and chattels. Proceeds—For general corporate purposes. Office—830 N. Central Ave., Phoenix. Underwriter—None.

**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. Offering—Imminent.

**Semicon, Inc.**

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). Offering—Imminent.

**Servonuclear Corp. (12/27)**

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. (1/8-12)**

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.

**Stamrock Oil and Gas Corp. (1/23)**

Dec. 13, 1961 filed \$25,000,000 of sinking fund debentures due Jan. 1, 1937. Price—By amendment. Business—Pro-



duction of natural gas, natural gasoline and petroleum. **Proceeds**—For prepayment of loans and working capital. **Office**—First National Bank Bldg., Amarillo, Tex. **Underwriter**—First Boston Corp., N. Y.

**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. (12/27-29)**

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.

**Shaver Food Marts, Inc.**

Dec. 19, 1961 filed 170,000 class A common, of which 30,000 will be sold by the company and 140,000 by certain stockholders. **Price**—By amendment. **Business**—Operation of seven supermarkets in the Omaha-Council Bluffs area. **Proceeds**—For expansion. **Office**—139 S. 40th St., Omaha, Neb. **Underwriters**—J. Cliff Rahel & Co., and Störz-Wachob-Bender Co., Omaha.

**Shenk Industries, Inc. (2/5-9)**

Nov. 28, 1961 filed 150,000 common, of which 135,000 shares are to be offered by the company and 15,000 by a stockholder. **Price**—\$6. **Business**—Manufacturer of rebuilt automobile parts. **Proceeds**—For debt repayment and working capital. **Office**—2101 S. High St., Columbus, Ohio. **Underwriters**—Rodetsky, Walker & Co., Inc., N. Y. and Boening & Co., Philadelphia.

**Sheraton Corp. of America (2/5-9)**

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.

**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. (12/27)**

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. (1/29-2/2)**

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**—Boening & Co., Philadelphia, and Rodetsky, Walker & Co., Inc., N. Y.

**Sokol Brothers Furniture Co., Inc. (1/29-2/2)**

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. (1/8-12)**

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.**

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. **Offering**—Imminent.

**Southeastern Towing & Transportation Co., Inc.**

Nov. 29, 1961 ("Reg. A") 100,000 common. **Price**—\$3. **Business**—Construction and operation of towing boats. **Proceeds**—For debt repayment, conversion of a boat, and working capital. **Office**—3300 N. W. North River Drive, Miami, Fla. **Underwriter**—Irwin Karp & Co., Inc., 68 William St., N. Y.

**Southern California Edison Co. (1/15-19)**

Dec. 11, 1961 filed 1,500,000 common. **Price**—By amendment. **Proceeds**—For debt repayment and redemption of outstanding 4.88% preferred. **Office**—601 W. Fifth St., Los Angeles. **Underwriters**—First Boston Corp., N. Y. and Dean Witter & Co., San Francisco.

**Southern California Plastic Co.**

Nov. 16, 1961 ("Reg. A") 85,714 common. **Price**—\$3.50. **Business**—Manufacturer of plastic products. **Proceeds**—For debt repayment, equipment and working capital. **Office**—1805 Flower St., Glendale, Calif. **Underwriter**—Sutro & Co., San Francisco.

**Southern Discount Co.**

Dec. 8, 1961 ("Reg. A") \$155,000 of 5% subordinated debentures (series G) to be offered in denominations of \$500 and \$1,000. **Price**—At par. **Business**—Operation of a personal loan and discount business, an insurance agency and life insurance company. **Proceeds**—For debt repayment and working capital. **Office**—919 W. Peachtree, St., N. E., Atlanta. **Underwriter**—None.

**Southern Frontier Finance Co. (1/2-5)**

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. (1/3-5)**

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. (1/2-5)**

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., N. Y.

**Southern Syndicate, Inc. (1/3-5)**

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 Recreation Associates, Inc.**

Nov. 29, 1961 ("Reg. A") \$150,000 6% convertible subordinated sinking fund debentures due 1973; and 30,000 common shares. **Price**—For the debentures: \$500. For the stocks: \$5. **Business**—Operation of bowling alleys. **Proceeds**—For debt repayment and working capital. **Office**—2711 N. 24th St., Phoenix. **Underwriter**—A. G. Edwards & Sons, St. Louis.

**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**—4432 W. Main St., Oklahoma City, Okla. **Underwriter**—Best & Garey Co., Inc., Washington, D. C. **Offering**—Expected sometime in January.

**Space Age Materials Corp. (SAMCO) (1/2-5)**

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.

**Space Financial Corp.**

Nov. 24, 1961 ("Reg. A") 100,000 common. **Price**—\$2. **Business**—A small business investment company. **Proceeds**—For working capital. **Office**—113 W. 2nd St., Casa Grande, Ariz. **Underwriters**—Preferred Securities, Inc., and Brown & Co. Investment Securities, Phoenix.

**Spandex Corp. (1/29-2/2)**

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.

**Sperti Products, Inc. (2/26-3/2)**

Nov. 29, 1961 filed 230,000 common of which 200,000 are to be offered by the company and 30,000 by stockholders. **Price**—By amendment. **Business**—Manufacture of drug and food products, electrical and electronic devices and precision machinery. **Proceeds**—For the purchase of certain patents, repayment of debt, and working capital. **Office**—730 Grand St., Hoboken, N. J. **Underwriter**—Blair & Co., N. Y.

**Spiral Metal Co., Inc.**

Dec. 7, 1961 ("Reg. A") 100,000 common. **Price**—\$2.50. **Business**—Broker and dealer in gold and silver bullion and other non-ferrous metals. It also does processing and smelting. **Proceeds**—For a new refinery, debt repayment and working capital. **Office**—E. William St., Hopelawn (Woodbridge), N. J. **Underwriter**—Flomenhaft, Seidler & Co., N. Y.

**Sportsmen, Inc. (1/8-12)**

Nov. 29, 1961 filed \$100,000 of 6% subordinated convertible debentures due 1977 and 50,000 common to be offered in units, each consisting of \$20 of debentures and 10 shares. **Price**—\$60 per unit. **Business**—Design and manufacture of fishing and archery equipment and fiber glass household items. **Proceeds**—For general corporate purpose. **Office**—131 Saw Mill River Rd., Yonkers, N. Y. **Underwriter**—William, David & Motti, Inc., N. Y.

**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 stock-

holder. **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 Home and Shelter Corp.**

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.). **Note**—This firm formerly was known as Star Homes, Inc. **Offering**—In late January.

**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. **Offering**—In February.

**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. **Offering**—In early January.

**Sterling Extruder Corp. (1/8-12)**

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**—Marion, Sloss & Co., N. Y.

**Stevens Markets, Inc.**  
Dec. 8, 1961 ("Reg. A") 13,559 class A common. **Price**—\$7.37. **Business**—Operation of supermarkets. **Proceeds**—For selling stockholders. **Office**—5701 N. W. 35th Ave., Miami, Fla. **Underwriter**—Floyd D. Cerf Jr., Co., Inc., Chicago.

**Stokley-Van Camp, Inc. (2/5-9)**

Nov. 29, 1961 filed \$15,000,000 of convertible subordinated debentures due 1982 to be offered by the company, and 100,000 common shares by a stockholder. **Price**—By amendment. **Business**—Processing and distributing of various canned and frozen food products. **Proceeds**—For debt repayment and working capital. **Office**—941 N. Meridian St., Indianapolis. **Underwriter**—Reynolds & Co., Inc., N. Y.

**Struthers Scientific & International Corp.**

(1/2-5)  
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.

**Sunset Industries, Inc.**

Nov. 24, 1961 ("Reg. A") 75,000 common. **Price**—\$3.75. **Business**—Wholesale and retail sale of builders' supplies. **Proceeds**—For general corporate purposes. **Office**—1029 Sunset Blvd., Los Angeles. **Underwriter**—Costello, Russotto & Co., Los Angeles.

**Super Valu Stores, Inc. (1/2-5)**

Oct. 11, 1961 filed 115,000 common. **Price**—By amendment. **Business**—Distributes food and related 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. (1/3-5)**

Aug. 28, 1961 filed 150,000 common. **Price**—\$10. **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.**

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. **Offering**—Imminent.

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• **Technibilt Corp. (2/19-21)**

Nov. 28, 1961 filed 150,000 common. Price—\$4. Business—Manufacture of shopping carts and related products. Proceeds—For debt repayment, equipment and working capital. Office—905 Air Way, Glendale, Calif. Underwriter—Frank Karasik & Co., N. Y.

• **Technical Animations, Inc.**

Nov. 30, 1961 filed \$211,400 of 7% conv. subord. debentures due 1972 (with warrants) to be offered for subscription by holders of class A and class B common at the rate of \$100 of debentures for each 280 shares held. Price—\$100 per unit (\$100 of debentures and one warrant to purchase 14 class A shares). Business—Design and manufacture of animated transparencies and other technical training aids and displays. Proceeds—For debt repayment, expansion, research, and working capital. Office—11 Sintsink Dr., East Port Washington, N. Y. Underwriters—Bull & Low; John R. Maher Associates; and R. Topik & Co., Inc., N. Y.

• **Tec-Torch Co., Inc. (2/5-9)**

Nov. 28, 1961 filed 100,000 common. Price—\$3.25. Business—Design and manufacture of inert gas welding equipment. Proceeds—For debt repayment, expansion and working capital. Office—153 Union Ave., East Rutherford, N. J. Underwriter—Scott, Harvey & Co., Inc., Fairlawn, N. J.

• **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—Manufactures 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. (12/26-29)**

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.

• **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 Power & Light Co. (1/23)**

Dec. 13, 1961 filed \$10,000,000 of sinking fund debentures due 1987. Proceeds—For debt repayment and construction. Office—1511 Bryan St., Dallas. Underwriters—(Competitive). Probable bidders: Halsey, Stuart & Co. Inc.; Kuhn, Loeb & Co.-Blyth & Co., Inc.-Kidder, Peabody & Co.-Merrill Lynch, Pierce, Fenner & Smith Inc. (jointly); Lehman Brothers; White, Weld & Co.; First Boston Corp.; Eastman Dillon, Union Securities & Co.-Salomon Brothers & Hutzler (jointly). Bids—Expected Jan. 23, 1962 at 11:30 a.m.

• **Texas Tennessee Industries, Inc. (1/29-2/2)**

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.

• **Thermionex Industries Corp.**

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. Note—This letter was withdrawn.

• **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.

• **Tokyo Shibaura Electric Co., Ltd. ("Toshiba")**

Dec. 5, 1961 filed 30,000,000 common to be offered for public sale in the U. S., in the form of 600,000 American Depositary Shares, each representing 50 common shares of the company. Price—By amendment. Business—Manufactures a broad line of electrical and electronic equipment including home appliances, radio and TV, heavy duty equipment, tubes and semi-conductors. Proceeds—For the account of a subsidiary. Office—Tokyo, Japan. Underwriters—Smith, Barney & Co., and the Nomura Securities Co. Ltd., N. Y. Offering—Expected in February.

• **Tokyo Shibaura Electric Co., Ltd. ("Toshiba")**

Dec. 8, 1961 filed 50,000,000 common shares to be offered to stockholders on the basis of one new share for each two held of record Dec. 30. Price—\$0.125. Business—Manufactures a broad line of electrical and electronic equipment. Proceeds—For expansion. Office—Tokyo, Japan. Underwriters—None.

★ **Tonka Toys, Inc.**

Dec. 8, 1961 ("Reg. A") 6,450 common. Price—By amendment. Business—Design and manufacture of toys. Proceeds—For the selling stockholders. Address—Mound, Minn. Underwriter—Bache & Co., N. Y.

• **Tri-State Displays, Inc.**

July 24, 1961 ("Reg. A") 200,000 common. Price—\$1.15. Proceeds—For working capital. Office—1221 Glenwood Ave., Minneapolis. Underwriter—Continental Securities, Inc., Minneapolis.

• **Tork Time Controls, Inc. (2/26-3/2)**

Dec. 12, 1961 filed 150,000 common. Price—By amendment. Business—Design and manufacture of time controlled switches. Proceeds—For debt repayment, expansion, and working capital. Office—1 Grove St., Mount Vernon, N. Y. Underwriters—Godfrey, Hamilton, Taylor & Co., and Magnus & Co., N. Y.

• **Trans-Alaska Telephone Co.**

Nov. 29, 1961 filed 265,000 common, of which 250,000 are to be offered by the company and 15,000 by a stockholder. Price—\$6. Proceeds—For construction, and acquisition, repayment of debt, and other corporate purposes. Office—110 E. 6th Ave., Anchorage, Alaska. Underwriter—Milton D. Blauner & Co., Inc., N. Y.

• **Transdata, Inc.**

Nov. 29, 1961 filed 100,000 common. Price—\$5. Business—Research and development in the data and image processing and transmission field. Proceeds—For debt repayment and other corporate purposes. Office—1000 N. Johnson Ave., El Cajon, Calif. Underwriter—N. C. Roberts & Co., Inc., San Diego.

• **Trans-Pacific Research & Capital, Inc.**

Nov. 27, 1961 filed 47,000 common. Price—By amendment. Business—Manufacture of high pressure valves and accessories. Proceeds—For expansion, working capital, and possible acquisitions. Office—Pacific National Bank Bldg., Bellevue, Wash. Underwriter—Hill, Darlington & Grimm, N. Y. Offering—In February.

• **Tri-Point Industries, Inc. (1/10)**

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.

• **Trio-Tech, Inc. (1/8-12)**

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. (1/8-12)**

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—To be named.

• **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. (1/15-19)**

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.

• **Twentieth Century Capital Corp.**

Nov. 24, 1961 filed 250,000 common. Price—By amendment. Business—A small business investment company. Proceeds—For general corporate purposes. Office—134 S. La Salle St., Chicago. Underwriter—Bacon, Whipple & Co., Chicago.

• **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. Offering—Expected in early January.

• **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 January.

★ **Uneda Vending Service, Inc.**

Dec. 14, 1961 ("Reg. A") 73,500 common. Price—\$3. Business—Purchase of new and used coin-operated vending and recreational machines. Proceeds—For general corporate purposes. Office—166 Clymer St., Brooklyn, N. Y. Underwriter—Capital Consultants Corp., N. Y.

• **Union Title Co. (1/9-12)**

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. (1/9-12)**

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—None.

• **Unison Electronics Corp.**

Nov. 27, 1961 filed 250,000 common. Price—\$2.50. Business—Manufacture of high-precision instrument components for missile and aircraft guidance systems. Proceeds—For general corporate purposes. Office—Grand Haven, Mich. Underwriter—Strathmore Securities, Inc., Pittsburgh, Pa.

• **United Aero Products Corp. (1/22-26)**

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 Investors Life Insurance Co.**

Dec. 15, 1961 filed 562,500 common, of which 472,100 shares are to be offered for subscription by stockholders of Waddell & Reed, Inc., parent, on the basis of one United share for each two Waddell shares held. The remaining 90,400 shares will be offered to certain persons associated with the parent company or its subsidiaries. Price—By amendment. Business—A legal reserve life insurance company. Proceeds—For the account of Waddell & Reed. Office—20 W. 9th St., Kansas City, Mo. Underwriter—Kidder, Peabody & Co., N. Y.

• **United Packaging Co., Inc. (2/26-3/2)**

Nov. 29, 1961 filed 102,000 common. Price—\$3. Business—A general packaging business. Proceeds—For new machinery, debt repayment and working capital. Office—4511 Wayne Ave., Philadelphia. Underwriter—Godfrey, Hamilton, Taylor & Co., Inc., N. Y.

• **United Scientific Laboratories, Inc. (1/16)**

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—Fred F. Sessler Co., Inc., N. Y.

• **U. S. Controls, Inc. (12/26-29)**

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. (1/3-5)**

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 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. (1/8-12)**

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 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. (1/15-19)**

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.)

• **Universal Waterproofing Corp.**

Nov. 17, 1961 ("Reg. A") 60,000 common. Price—\$3. Business—Application of water-proofing materials, remedial work to buildings. Proceeds—For working capital. Office—613 E. 12th St., N. Y. Underwriter—Professional & Executive Planning Corp., Long Beach, N. Y., and E. J. Roberts & Co., East Orange, N. J.

• **Uropa International, Inc. (1/8-12)**

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. (1/8-12)**

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**

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—To be named.



● **Valley Metallurgical Processing Co. (1/8-12)**

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.

● **Van Der Hout Associates Ltd.**

Nov. 29, 1961 filed 100,000 common. **Price**—By amendment. **Business**—National distributor of automotive parts in Canada. **Proceeds**—For selling stockholders. **Office**—1480 Lake Shore Rd., Toronto. **Underwriter**—Rosmar Corp., Ltd., Toronto.

● **Van-Pak, Inc. (1/22-26)**

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.

● **Varicraft Industries, Inc. (1/3-5)**

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.**

Nov. 30, 1961 ("Reg. A") 70,588 common. **Price**—\$4.25. **Business**—Automatic vending of food, beverages and cigarettes. **Proceeds**—For debt repayment, equipment and foreign expansion. **Office**—436 Fourth Ave., Mansfield, O. **Underwriter**—H. P. Black & Co., Washington, D. C.

● **Vending International, Inc.**

July 27, 1961 ("Reg. A") 800,000 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**—Imminent.

● **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 200,000 shares of class A common to be sold by Mr. Vic Tanny, a stockholder, who will use proceeds to repay debt to company. **Price**—\$6.25. **Business**—The operation of a national chain of gyms and health centers for men and women. **Office**—375 Park Ave., N. Y. **Underwriters**—Globus, Inc., and Ross, Lyon & Co., Inc., N. Y. **Offering**—Imminent.

● **Virginia Dare Stores Corp. (1/2-5)**

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.

● **Vitamin Specialties Co. (1/29-12/2)**

Nov. 6, 1961 ("Reg. A") 100,000 capital shares. **Price**—\$3. **Business**—Sale of vitamin products and proprietary drugs. **Proceeds**—For debt repayment and working capital. **Office**—3610-14 N. 15th St., Philadelphia. **Underwriter**—Woodcock, Moyer, Fricke & French, Inc., Philadelphia.

● **Voldale, Inc. (1/8-12)**

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.

● **Volume Distributors, Inc.**

Nov. 24, 1961 filed 90,000 common. **Price**—By amendment. **Business**—Operation of a self-service family shoe store chain and shoe departments in discount department stores. **Proceeds**—For debt repayment and other corporate purposes. **Office**—115 W. Crane St., Topeka, Kan. **Underwriter**—Stern Brothers & Co., Kansas City, Mo.

● **Vornado, Inc. (2/5-9)**

Dec. 7, 1961 filed \$5,500,000 of convertible subordinated debentures due 1982, to be offered to common stockholders at the rate of \$100 of debentures for each 25 shares held. **Price**—By amendment. **Business**—Operates a chain of retail "discount" stores and manufactures electric appliances. **Proceeds**—For expansion. **Office**—174 Passaic St., Garfield, N. J. **Underwriter**—Bache & Co., N. Y.

● **Voron Electronics Corp. (1/2-5)**

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.

● **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. (1/15-19)**

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.

● **Wespak Inc. (12/26)**

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 (mgr.). **Offering**—Imminent.

● **West Coast Telephone Co. (1/15-19)**

Dec. 11, 1961 filed 110,000 common. **Price**—By amendment. **Proceeds**—For debt repayment and construction. **Office**—1714 California St., Everett, Wash. **Underwriter**—Blyth & Co., Inc., N. Y.

● **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. **Offering**—In February.

● **Westates Land Development Corp. (2/5-9)**

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 California Telephone Co. (2/15)**

Dec. 18, 1961 filed 84,000 common to be offered for subscription by preferred and common stockholders of record Feb. 15, on the basis of one right for each common share held and two-fifths of a right for each preferred share held. Two rights will be required to purchase one new share. **Price**—By amendment. **Proceeds**—For construction. **Office**—15900 San Jose-Los Gatos Rd., Los Gatos, Calif. **Underwriter**—Dean Witter & Co., San Francisco.

● **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. (1/8-12)**

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. (1/15-19)**

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.

● **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.

● **Wiatt (Norman) Co. (1/8-12)**

Nov. 28, 1961 filed 135,000 common, of which 45,000 shares are to be offered by the company and 90,000 by stockholders. **Price**—By amendment. **Business**—Design and manufacture of ladies' dresses. **Proceeds**—For general corporate purposes. **Office**—124 E. Olympic Blvd., Los Angeles. **Underwriters**—Schwabacher & Co., and J. Barth & Co., San Francisco; and Bear, Stearns & Co., N. Y.

● **Widmann (L. F.), Inc. (1/22-26)**

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.

● **Winchell Donut House, Inc. (1/2-5)**

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. (1/3-5)**

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.**

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. **Offering**—In Feb.

● **World Scope Publishers, Inc. (1/9-12)**

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 Toy House, Inc. (2/5-9)**

Nov. 24, 1961 filed 150,000 common. **Price**—By amendment. **Business**—A manufacturers' broker specializing in the sale of toys, hobby goods and related items. **Proceeds**—For general corporate purposes. **Office**—408 St. Peter St., St. Paul, Minn. **Underwriter**—Laren Co., N. Y.

● **Worldwide Fund Ltd. (12/27-29)**

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. **Note**—This registration was withdrawn.

● **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. (2/5-9)**

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.

● **Wynlit Pharmaceuticals, Inc.**

Nov. 27, 1961 filed 150,000 common. **Price**—By amendment. **Business**—Manufacture and distribution of ethical drugs and pharmaceuticals. **Proceeds**—For a new plant, product expansion and working capital. **Office**—91 Main St., Madison, N. J. **Underwriter**—Andresen & Co., 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. **Offering**—Imminent.

● **Youthcraft Creations, Inc. (2/13-16)**

Dec. 6, 1961 filed 130,000 class A shares, of which 20,000 are to be offered by the company and 110,000 by stockholders. **Price**—By amendment. **Business**—Design and manufacture of foundation garments for "juniors" and women. **Proceeds**—To finance increased accounts receivable and for other corporate purposes. **Office**—21-09 Borden Ave., Long Island City, N. Y. **Underwriter**—Paine, Webber, Jackson & Curtis, N. Y.

● **Zenith Laboratories, Inc.**

Nov. 22, 1961 filed 120,000 common. **Price**—\$4.50. **Business**—Development and manufacture of ethical pharmaceuticals, non-prescription drugs, vitamins, etc. **Proceeds**—For repayment of debt and working capital. **Office**—150 S. Dean St., Englewood, N. J. **Underwriter**—Sulco Securities, Inc., 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****★ Alberto-Culver Co.**

Dec. 20, 1961 it was reported that a full filing will be made shortly covering 125,000 common. **Business**—Manufacture and national sale of cosmetic and toiletry preparations, particularly in the hair care field. **Proceeds**—For the selling stockholders. **Office**—Melrose Park, Ill. **Underwriter**—Shields & Co., N. Y.

**★ American Telephone & Telegraph Co. (2/14)**

Dec. 20, 1961 it was reported that the company plans to sell \$300,000,000 of debenture bonds due Feb. 1, 1994. **Proceeds**—For expansion. **Office**—195 Broadway, N. Y. **Underwriters**—(Competitive). Probable bidders: Morgan Stanley & Co.; First Boston Corp., and Halsey, Stuart & Co. Inc. (jointly). **Bids**—Expected Feb. 14.

**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. **Proceeds**—For expansion, equipment and other corporate purposes. **Office**—108 W. 24th St., N. Y. **Underwriter**—Stevens, Hickey & Co., N. Y.

**Cincinnati Gas & Electric Co.**

Feb. 18, 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.

**Columbus Capital Corp.**

Dec. 11, 1961 it was reported that this newly formed Small Business Investment Co., plans to sell \$10 to \$20 million of common stock in the late spring. **Office**—297 South High St., Columbus, O. **Underwriter**—To be named.

**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.

**Corporate Funding Corp.**

Dec. 12, 1961 it was reported that this company plans to file a "Reg. A" covering 75,000 class A common shares. **Price**—\$2. **Business**—A financial investment and holding company. **Proceeds**—For general corporate purposes. **Office**—39 Broadway, N. Y. **Underwriter**—R. F. Dowd & Co. Inc., 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 kiddy-rides. **Proceeds**—For equipment, inventory and general corporate purposes. **Office**—Philadelphia, Pa. **Underwriter**—T. Michael McDarby & Co., Inc., Washington, D. C.

**Duke Power Co. (2/20/62)**

Dec. 6, 1961 it was reported that this company plans to sell \$50,000,000 of 30-year first mortgage bonds in February. **Offices**—422 So. Church St., Charlotte, N. C., and

30 Rockefeller Plaza, N. Y. **Underwriters**—(Competitive). Probable bidders: First Boston Corp.; Stone & Webster Securities Corp.; Halsey, Stuart & Co. Inc.; Morgan Stanley & Co. **Bids**—Expected Feb. 20, 1962 at 11 a.m. (EST).

**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. **Underwriters**—(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.

**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).

**Elizabethtown Water Co. (2/6/62)**

Nov. 28, 1961 it was reported that this company plans to sell \$9,000,000 of debentures in February. **Office**—22 W. Jersey St., Elizabeth, N. J. **Underwriters**—(Competitive). Probable bidders: W. C. Langley & Co.—Paine, Webber, Jackson & Curtis (jointly); Salomon Brothers & Hutzler—Eastman Dillon, Union Securities & Co. (jointly); White, Weld & Co.; Halsey, Stuart & Co. Inc. **Bids**—Expected Feb. 6, 1962.

**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.

**★ Garrett Corp.**

Dec. 20, 1961 it was reported that this company plans to file a registration statement shortly covering \$20,000,000 of 20-year debentures. **Business**—Company furnishes engineering services and distributes parts to the aircraft industry. **Proceeds**—For debt repayment. **Office**—9851 Sepulveda Blvd., Los Angeles. **Underwriter**—Merrill Lynch, Pierce, Fenner & Smith Inc., N. Y.

**Gateway Transportation Co., Inc.**

Dec. 13, 1961 it was reported that this company plans to file a registration statement covering 200,000 common, of which 50,000 shares will be sold by the company and 150,000 by stockholders. **Business**—A truck transportation company. **Proceeds**—To purchase terminal facilities. **Office**—La Crosse, Wis. **Underwriter**—Blyth & Co., Inc., N. Y.

**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.

**Government Employees Corp.**

Nov. 29, 1961 it was reported that the company plans to offer stockholders the right to subscribe for \$2,675,000 of 4½% convertible capital debentures on the basis of \$100 of debentures for each seven common shares held of record April 6, 1962 with rights to expire April 30. **Business**—The company and its subsidiary provide automobile and mobile home financing service on a nationwide basis to government employees and officers of the military. **Office**—Govt. Employees Insurance Bldg., Washington, D. C. **Underwriters**—Johnston, Lemon & Co., Washington, D. C., and Eastman, Dillon, Union Securities & Co., N. Y.

**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 1962, 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.

**Jaap Penraat Associates, Inc. (and Visual Education, Inc.)**

Dec. 12, 1961 it was reported that a full registration will be filed shortly covering 100,000 common. **Price**—\$3. **Business**—Industrial designing and the production of

teaching machines. **Proceeds**—To expand teaching machine subsidiary, and for other corporate purposes. **Office**—315 Central Park West, N. Y. **Underwriter**—R. F. Dowd & Co. Inc., N. Y.

**John's Bargain Stores Corp.**

July 27, 1961 it was reported that this company plans to file a registration statement covering an undisclosed number of common shares. **Business**—The operation of a chain of discount stores selling household goods. **Office**—1200 Zerega Ave., Bronx, N. Y. **Underwriter**—Hayden, Stone & Co., N. Y. **Offering**—Expected in early 1962.

**Laclede Gas Co.**

Nov. 15, 1960 Mr. L. A. Horton, Treasurer, reported that the utility will need to raise \$33,000,000 externally for its 1961-65 construction program, but the current feeling is that it will not be necessary to turn to long-term securities until May 1962. **Office**—1017 Olive St., St. Louis, Mo.

**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.

**Masters Inc.**

Jan. 6, 1961 it was reported that this corporation is contemplating its first public financing. **Business**—The operation of a chain of discount houses. **Office**—135-21 38th Avenue, Flushing 54, L. I., N. Y.

**★ McDaniel Equipment, Inc.**

Dec. 20, 1961 it was reported that this company plans to file shortly on 100,000 common shares. **Price**—\$3. **Business**—The sale, servicing and installation of laundry and dry cleaning equipment and the operation of such centers at military bases, trailer parks and apartment houses. **Proceeds**—For debt repayment and other corporate purposes. **Office**—San Diego, Calif. **Underwriter**—California Investors, Los Angeles.

**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. 16. **Price**—\$36. **Proceeds**—To increase capital funds. **Underwriters**—Rauscher, Pierce & Co., and First Southwest Co., Dallas.

**Monterey Gas Transmission Co.**

April 24, 1961 it was reported that Humble Oil & Refining Co., a subsidiary of Standard Oil Co. of New Jersey, and Lehman Brothers, had formed this new company to transport natural gas from southwest Texas to Alexandria, La., for sale to United Fuel Gas Co., principal supplier to other Columbia Gas System companies. It is expected that the pipeline will be financed in part by public sale of bonds. **Underwriter**—Lehman Brothers, New York City (managing).

**National Airlines, Inc.**

May 8, 1961, it was reported that the CAB had approved the company's plan to sell publicly 400,000 shares of Pan American World Airway's Inc., subject to final approval of the Board and the SEC. The stock was originally obtained under a Sept. 9, 1958 agreement under which the two carriers agreed to a share-for-share exchange of 400,000 shares and the lease of each others jet planes during their respective busiest seasons. The CAB later disapproved this plan and ordered the airlines to divest themselves of the stock. **Price**—About \$20 per share. **Proceeds**—To repay a \$4,500,000 demand loan, and other corporate purposes. **Office**—Miami International Airport, Miami 59, Fla. **Underwriter**—Merrill Lynch, Pierce, Fenner & Smith Inc., N. Y.

**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 England Electric System**

Oct. 2, 1961 it was reported that this company plans to sell additional common stock to stockholders through subscription rights, early in 1962. **Office**—441 Stuart St., Boston, Mass. **Underwriters**—To be named. The last rights offering in April 1958 was underwritten by Carl M. Loeb, Rhoades & Co., Ladenburg, Thalmann & Co., and Wertheim & Co., N. Y.

**Oklahoma Gas & Electric Co. (3/1)**

Dec. 13, 1961 it was reported that the company plans to offer stockholders the right to subscribe for 328,912 additional common shares on the basis of one new share for each 20 held of record about March 1. **Proceeds**—For construction. **Office**—321 North Harvey St., Okla. City. **Underwriter**—The last rights offering in March, 1956 was underwritten by Merrill Lynch, Pierce, Fenner & Smith Inc., N. Y.

**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.

**★ Pacific National Bank of San Francisco**

Dec. 20, 1961 it was reported that the bank plans to offer stockholders the right to subscribe to 119,220 addi-



## Dividend Advertising Notices Appear on Page 16.

**Proceeds—For expansion. Office—42-14 Greenpoint Ave., Long Island City, N. Y. Underwriters—To be named.**

**★ 21 Brands, Inc.**  
Dec. 20, 1961 it was reported that a registration statement will be filed in the first quarter of 1962 covering an undisclosed number of common shares. **Business—**Distribution of wines, liquors, etc., and operation of the "21 Club." **Office—23 W. 52nd St., N. Y. Underwriter—**Hornblower & Weeks, N. Y.

**★ Varigraphics, Inc.**  
Dec. 20, 1961 it was reported that a "Reg. A" will be filed covering 50,000 common. **Price—\$4. Business—**Publication of technical manuals. **Proceeds—**For expansion. **Office—Los Angeles, Calif. Underwriter—**Adams & Co., Los Angeles.

**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.

tional shares on a 1-for-5 basis to raise about \$6,000,000. Action is subject to approval of stockholders on Jan. 9 and the Comptroller of the Currency. **Proceeds—**To increase capital and surplus. **Office—**333 Montgomery St., San Francisco. **Underwriters—**Blyth & Co., N. Y., and Elworthy & Co., San Francisco.

**Pan American Beryllium Corp.**  
Dec. 12, 1961 it was reported that a full filing will be made covering 100,000 common. **Price—\$3. Business—**Operation of beryllium mines in Argentina. **Proceeds—**For mining expenses. **Offices—**39 Broadway, N. Y. **Underwriter—**R. F. Dowd & Co. Inc., N. Y.

**Pan American World Airways, Inc.**  
Oct. 30, 1961 it was reported that the CAB had approved the company's plan to sell its 400,000 share holdings of National Airlines, Inc. However, it said Pan Am must start selling the stock within one year and complete the sale by July 15, 1964. The stock was originally obtained under a Sept. 9, 1958 agreement under which the two carriers agreed to a share-for-share exchange of 400,000 shares and lease of each other's jet planes during their respective busiest seasons. The CAB later disapproved this plan and ordered the airlines to divest themselves of the stock. **Office—**135 East 42nd St., N. Y. **Underwriter—**Merrill Lynch, Pierce, Fenner & Smith Inc.

**Panhandle Eastern Pipe Line Co.**  
March 8, 1961 it was reported that this company expects to sell about \$72,000,000 of debentures sometime in 1962, subject to FPC approval of its construction program. **Office—**120 Broadway, New York City. **Underwriters—**Merrill Lynch, Pierce, Fenner & Smith Inc., and Kidder Peabody & Co., both of New York City (managing).

**Penn Amusement Corp.**  
Aug. 22, 1961 it was reported that this company plans to file a "Reg. A" shortly covering 100,000 common shares. **Price—\$3. Business—**The company furnishes mobile (truck) amusement rides for children. **Proceeds—**To operate a new type truck and set up national distributorships. **Office—**Brooklyn, N. Y. **Underwriter—**J. Laurence & Co., New York City.

**Penthouse Club, Inc.**  
June 1, 1961 it was reported that this company plans to issue 60,000 common shares. **Price—\$5. Business—**The operation of dining clubs. **Proceeds—**For expansion and working capital. **Office—**15th and Locust St., Philadelphia. **Underwriter—**To be named.

**Public Service Co. of Colorado**  
Aug. 22, 1961 it was reported that the previously announced plan to sell about \$20,000,000 of common stock to stockholders through subscription rights had been postponed until about June 1962. **Office—**900 15th St., Denver, Colo. **Underwriter—**To be named. The last equity financing was handled on a negotiated basis by First Boston Corp.

**★ Resin Research Laboratories, Inc.**  
Dec. 20, 1961 it was reported that a full filing will be made covering 105,000 common. **Price—\$3.50. Business—**Company is engaged in applied research and development in field of resin's polymer chemistry and plastics

technology. **Proceeds—**For expansion, diversification and working capital. **Office—**400-06 Adams St., Newark, N. J. **Underwriter—**Keene & Co., Inc., N. Y.

**★ Rooke Engineering Corp.**  
Dec. 20, 1961 it was reported that a "Reg. A" will be filed covering 120,000 common. **Price—\$2.50. Business—**The fabrication of exotic metals. **Proceeds—**For expansion. **Office—**Los Angeles, Calif. **Underwriter—**Adams & Co., Los Angeles.

**Roth Greeting Cards Co.**  
Oct. 18, 1961 it was reported that this company is planning its first public sale of common stock. **Office—**Glen-dale, 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.

**★ (Jos.) Schlitz Brewing Co.**  
Dec. 20, 1961 it was reported that a full filing will be made covering about 692,000 outstanding common shares. **Price—**About \$31.75. **Business—**Production and distribution of beer. **Proceeds—**For the selling stockholders. **Office—**Milwaukee, Wis. **Underwriter—**Glore, Forgan & Co., Chicago. **Registration—**Expected in January.

**Southern Natural Gas Co.**  
Oct. 17, 1961 it was reported that the utility is contemplating the sale of \$35,000,000 of 20-year first mortgage bonds early in 1962. **Proceeds—**To retire bank loans. **Office—**Watts Bldg., Birmingham, Ala. **Underwriter—**(Competitive). Probable bidders: Halsey, Stuart & Co. Inc.; First Boston Corp.; Blyth & Co. and Kidder, Peabody & Co. (jointly).

**Southwestern Public Service Co.**  
July 19, 1961, Herbert L. Nichols, Chairman, stated that the company plans to issue about \$13,000,000 of common stock in March 1962. The shares will be offered for subscription by common stockholders on the basis of one new share for each 20 shares held. **Proceeds—**For construction. **Office—**720 Mercantile Dallas Bldg., Dallas 1, Texas. **Underwriter—**To be named. The last rights offering to stockholders in January 1957 was underwritten by Dillon, Read & Co., New York City.

**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.

## NYSE Reports Inst. Activity

Institutional activity on the New York Stock Exchange reached a new high in the Exchange's latest Public Transaction Study on Sept. 13, Keith Funston, President of the Exchange, has announced.

Mr. Funston also reported that margin and trading activity by the public declined from the previous study a year earlier.

Highlights of the 11th Public Transaction Study—a statistical portrait of the market, the results of which were just recently published.

For the first time, institutions and intermediaries accounted for more than one-quarter of the total volume on the Exchange on September 13.

This group—including non-member broker/dealers, investment and insurance companies, religious and educational foundations, trusts, and banks acting for individuals—placed 26.2% of the share volume that day. This compared with 24.3% for the previous study, in September 1960. Shares bought and sold by institutional investors on the Exchange on Sept. 13 totaled an estimated 1,936,000—more than 2½ times the 763,000 estimated daily average for the first PTS in September 1952.

Trading transactions by public individuals dropped off sharply on Sept. 13, to 9.5% of their total shares bought and sold from 14.2% in the last PTS a year ago. (Trading transactions are defined as those closed out or likely to be closed out within 30 days, as well

as all short sales and purchases to close out short sales.)

Margin transactions by public individuals were proportionately smaller than in the last two studies. They accounted for only 10.3% of total volume, or less than one out of each six shares changing hands. The only lower percentage in this category throughout the nine-year series was an estimated 13.8% in September 1952. The high was an estimated 27% in December 1954.

The public's margin activity for trading purposes was also down sharply—to 17.6% of total margin activity from a high of 25.6% reached in last year's study.

"Significantly . . . international tensions produced no unusual effects on trading on the Exchange," Mr. Funston noted, despite high concern at the time of the study over the Berlin crisis and the Soviet Union's resumption of nuclear bomb testing. The effects of Exchange Community warnings against thoughtless speculation several months earlier seem more evident, the study indicated.

The Exchange's reported volume for Sept. 13 was 3,114,000 shares. Total volume—with odd-lots added and purchases and sales counted separately—came to 7,389,000 shares. Of this, 5,732,000 shares represented some 52,000 orders originating with public individuals and institutions or intermediaries and having a market value of \$240 million worth of stock.

As in the past, public individuals accounted for more than half of the overall volume—51.4%. While their share volume has been up steadily, numerically, their proportion of the total has been decreasing and is down from

a high of 62.3% reached in December 1954.

The proportion of volume accounted for by Exchange members and member firms for their own accounts was down somewhat from September 1960, to 22.4%.

Public individuals investing for long-term—more than six months—moved up to 62% of their total volume in the new survey, from 60.8% a year ago. Short-term investments, of from one to six months, accounted for 28.5% of public individuals' volume, compared to 25% in September 1960. The remainder was the 9.5% for trading activity.

Women, who make up more than half of the nation's estimated 15 million shareowners, increased their proportion of public individuals' buying and selling to a record 28.3%. This was up significantly from the previous record of 26.1% last year and continued a general trend for the PTS series.

Persons with annual family incomes of \$10,000 or more were responsible for almost four out of five shares bought or sold by public individuals, likewise continuing an upward trend and accounting for a new record proportion of their volume—77.8%.

As income levels have risen, persons in the range under \$5,000 have been less prominently represented in each succeeding PTS since the start of the series in September 1952, dropping from 8.9% then to 2.7% of public individuals' share volume in 1961. (Persons with family incomes of up to \$5,000, while they are not active in the day-to-day stock market, constitute about 30% of all individual shareowners, the

Exchange noted, according to the 1959 Census of Shareowners.)

Relatively high participation by younger investors—those under 45 years of age—was again apparent in the market. In both this and the previous PTS, such investors accounted for 30.8% of public individuals' volume, up one-fourth from the 24.3% figure in October 1957, the earliest study for which comparable data are available.

As in the earlier studies, the origins of orders were found to have an ever-widening geographic spread. Every state was represented, plus the District of Columbia, Canada and other foreign countries. The proportion of public volume from such states as New York (28.9%), Pennsylvania (5.4%) and Illinois (5.8%), though still high, has been decreasing gradually, while the proportion accounted for by Massachusetts (5.7%), New Jersey (4.5%) and Texas (3.4%) has moved up. California slipped back to 9.1% of total public share volume, from 10.3% in the last study.

### Named Director

William B. Astrop, Vice-President of Florida Capital Corporation, Palm Beach, Fla., has been elected to the board of directors of Roberts Company, textile machinery manufacturer of Sanford, N. C., it is announced by Robert E. Pomeranz, President.

Previously, he served as sales manager and assistant to the president of Brenco, Inc., roller bearing manufacturer of Richmond, Va., and before that was a registered representative with the Richmond investment banking and brokerage firm of Willis, Kenny and Ayres.

### I.R.E. Investors Merges With Nelson Securities

LEVITTOWN, L. I., N. Y.—I. R. E. Investors Corp. of Levittown and Nelson Securities, Inc. of Hempstead have merged, it has been announced jointly by the principals. The resulting organization will conduct business as I. R. E. Investors Corp., with headquarters at Levittown and branches at Commack, L. I. and Providence, R. I.

Peter J. Comerford will continue as President of I. R. E. Investors. Marvin A. Lauterbach and George N. Oeslander, the two top Nelson officers, have become General Manager—Securities Division, and Comptroller, respectively, of I. R. E. Investors.

This merger is the second for I. R. E. In November 1960 it acquired Capital Accumulation Corp. of Garden City, L. I. in a merger.

### Form Seibu Securities

(Special to THE FINANCIAL CHRONICLE)

LOS ANGELES, Calif.—Seibu Securities, Inc. has been formed with offices at 333 East Second Street to engage in a securities business. Officers are George Y. Kuniyoshi, President and Nobushige Hosaka, Vice-President, Secretary and Treasurer.

### Now With N. C. Roberts

(Special to THE FINANCIAL CHRONICLE)

SAN DIEGO, Calif.—Lawrence McGuckin has become affiliated with N. C. Roberts & Co., 625 Broadway, members of the New York Stock Exchange. Mr. McGuckin was previously with Hayden, Stone & Co.



# WASHINGTON AND YOU

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



WASHINGTON, D. C.—In the closing days of the Old Year there were 431 small business investment companies in the United States with total capital of \$428,000,000. None existed three years ago when Congress created the Small Business Investment Company Act.

As an indication of the rapid growth of these companies a total of 254 have been licensed by the Small Business Administration since January. The growth during the coming year of the economy of our country probably means an increase in the number of these small investment companies.

Certainly the growth in the economy in recent years has caused an unprecedented demand by business firms, regardless of size, for long-term and equity financing.

The Small Business Investment Company Act of 1958 was designed, in part, to channel the flow of many billions of dollars of capital to small business. At the same time the legislation provides some tax privileges to men and women who are willing to risk some of their own capital.

### Favored Tax Status

The Small Business Administration, by legislative terms, is authorized to license small business investment companies and to lend funds to these companies. The SBIC's are set up with the intention of becoming profit-making corporations, and so far that is being done with few exceptions.

The SBIC Act has increased the importance of the financing role of the Nation's Capital. Incidentally, the old Reconstruction Finance Corporation never grew half as fast in its peak years as the Small Business Administration is growing today.

In the event the SBICs fail to chalk up a profit, or should by chance they become worthless companies, there is still a favorable risk advantage for people in the high income tax bracket.

Why? Because if a person loses his venture funds in an SBIC he can deduct it on his regular taxable income. On the other hand, if the Small Business Investment Companies make money—and an overwhelming majority of them are expected to do so—the investors can count the profits as capital gains rather than regular income.

These tax incentives are playing a paramount part in the organization of Small Business Investment Companies. Scores of applications for licenses are pending before the SBA. The growth of the SBICs, among other things, probably will result in Congress being called upon to pass some amending legislation in the coming session.

### Banks Active Participants

A Small Business Investment Company must have in cash, paid in capital and surplus equal to at least \$300,000 before it receives a license and starts operating. There is no maximum. The SBA is authorized by Congress to buy up to \$150,000 in subordinate debentures of a company which plans a minimum capital of \$300,000. In addition to this, the SBA may lend a company another \$400,000. As a result the investment company could go out and borrow on its equity capital. Therefore, the available lending capital becomes sizable.

Many banks over the country are organizing Small Business Investment Companies to take ad-

vantage of certain tax privileges, to provide for some of their clients, and prospective clients, and simply because they offer money-making possibilities.

It is expected that \$38.6 billion will be needed for capital expenditures on plant and equipment for 1962, according to the SBA. A part of the funds for these needs will come from the SBIC.

John E. Horne, an Alabamian, and head of the Small Business Administration, and his staff are working more and more with the banks in connection with SBIC loans. A number of other banks across the nation have expressed willingness to participate in the small business investment program.

### Subsidized Competitor?

There have been charges in some banking circles that the SBA is in direct competition with the tax-paying institutions. Administrator Horne denies that the fast growing Federal agency is a competitor, but supplements banking services. As a matter of fact, he says the SBA is helping to create new business for banking institutions—State and National.

A few days ago Mr. Horne, who was appointed to the post by President Kennedy nearly a year ago, expressed gratification at the growth of the Small Business Investment Companies. He said the growth unquestionably has exceeded the anticipation of the growth expected by sponsors of the 1958 legislation.

"It is still more gratifying to me that approximately \$140,000,000 of the capital of SBICs is already invested in more than 2,000,000 small businesses in approximately 60 different categories," said the Administrator. "The geographic range of the program is equally as impressive as its financial scope. There are now SBICs located in all but 13 states. There is one

SBIC license in St. Thomas, the Virgin Islands.

"The roll call of SBICs already in operation is only a part of the story. There are in the background another 160 companies which have received an SBA notice to proceed and are well along with their organizational and financial requirements in preparation to being licensed. And behind them are 140 more proposals which are undergoing SBA review."

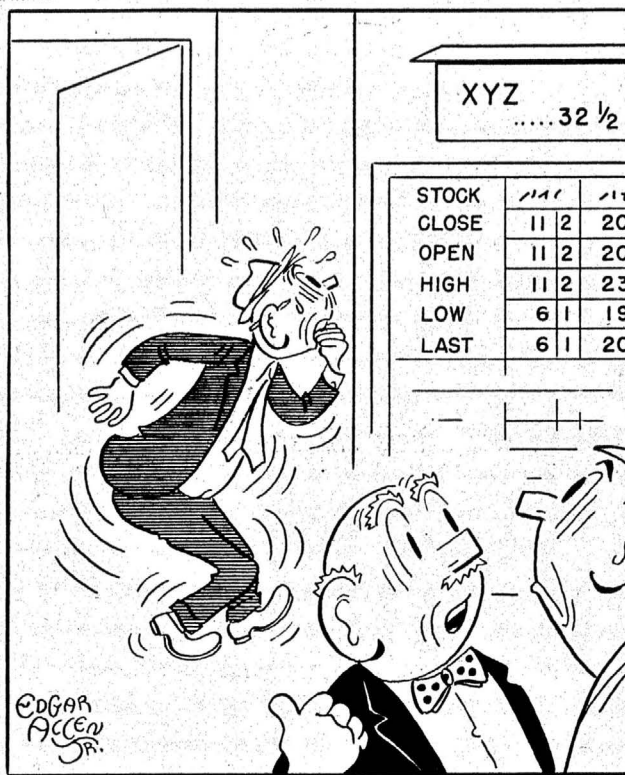
### 4,500,000 Small Businesses

The officials at the Small Business Administration on Vermont Avenue in downtown Washington, have come up with many statistics in an effort to support SBA's functions. Collectively, they maintain that our small businesses are in a very real sense the "biggest business" in America. It is estimated that there are 4,500,000 small businesses employing about 30,000,000 of our people, and account for about 40% of our total business activity.

Nearly one of every two persons employed in the United States today is owner, manager or worker in a small business.

A business is regarded small by the SBA if its assets do not exceed \$5,000,000, its net worth is not in excess of \$2,500,000 and its average net income, after taxes, for the two preceding years is not more than \$250,000.

Several months ago Administrator Horne, asked to define a small business, replied: "A small



"What's new about the Twist?—Mr. Worrywart has been doing it for years!"

business is anybody who has a large competitor."

Meantime, the SBIC program is currently the most interesting financial story in Washington. Mr. Horne maintains that the program has institutionalized the procurement of venture capital for small businesses very much as investment bankers and major stock exchanges have done for larger businesses.

Said he: "What the SBIC program has done is to formalize the rules for obtaining equity capital and to bring the sources of such capital out in the open. It has expanded to a tremendous degree an awareness that venture capital funds are available and a knowledge of where these funds may be obtained."

[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.]

### To Represent Bullock In Dallas, Texas

DALLAS, Texas—Calvin Bullock, Ltd. have announced the appointment of Luther C. Campbell as wholesale representative in the central western area of the United States.

Mr. Campbell, who will make his headquarters in Dallas, Texas, comes to the Bullock organization after spending a number of years as a registered representative of a New York stock exchange firm. With Bullock, Mr. Campbell will offer to investment firms in his area assistance and sales ideas for Bullock Fund, Canadian Fund, Dividend Shares and Nation-Wide Securities.

### Lord, Abnett & Co. Adds To Staff

CHICAGO, Ill.—Lord, Abnett & Co., underwriters and investment managers of Affiliated Fund, Inc., and American Business Shares, Inc., has announced that Laurence W. Morgan is now associated with the company as a wholesale representative with Daniel C. Kennedy, Jr., partner in charge of the Chicago office, 120 South La Salle Street, and midwest territory.

### Odess, Martin Branch

MOBILE, Ala.—Odess, Martin, Sellers, Doe & Bonham, Inc. has opened a branch office in the First National Bank Building under the management of E. H. Bixler, Jr.

### With Raymond Moore

(Special to THE FINANCIAL CHRONICLE)  
LOS ANGELES, Calif.—Douglas M. Hodson is now affiliated with Raymond Moore & Co., 501 South Fairfax Avenue. He was previously with Pacific Coast Securities Company.

### Now With Bache & Co.

(Special to THE FINANCIAL CHRONICLE)  
BOSTON, Mass.—Charles L. Odence is now with Bache & Co., 10 Post Office Square. He was previously with Coburn & Middlebrook, Inc.

### New Riecke Branch

SCRANTON, Pa.—H. A. Riecke & Co., Inc. has opened a branch office at 341 North Washington Avenue, under the management of William M. Comerford.

# COMING EVENTS

IN INVESTMENT FIELD

Jan. 17, 1962 (Philadelphia, Pa.) Philadelphia Securities Association Annual Meeting and Dinner at the Barclay Hotel.

Jan. 22-23, 1962 (Washington, D. C.) Association of Stock Exchange Firms Board of Governors meeting at the Statler Hilton Hotel.

Jan. 29, 1962 (Chicago, Ill.) Investment Traders Association of Chicago annual midwinter dinner at the Ambassador West.

Feb. 9, 1962 (Boston, Mass.) Boston Securities Traders Association Annual Winter Dinner at the Statler Hilton Hotel.

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.

May 9-12, 1962 (White Sulphur Springs)

Investment Bankers Association meeting of Board of Governors.

May 14-15, 1962 (Detroit, Mich.) Association of Stock Exchange Firms Board of Governors spring meeting at the Dearborn Inn.

Sept. 19-21, 1961 (Santa Barbara, Calif.)

Investment Bankers Association Board of Governors Meeting.

Sept. 23-26, 1962 (Atlantic City, N. J.)

American Bankers Association annual convention.

Oct. 8-9, 1962 (San Francisco) Association of Stock Exchange Firms Fall Meeting at the Mark Hopkins Hotel.

Oct. 11-12, 1962 (Los Angeles) Association of Stock Exchange Firms Board of Governors meeting at the Ambassador Hotel.

Nov. 4, 1962 (Boca Raton, Fla.) National Security Traders Association Convention.

Attention Brokers and Dealers

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