EDITORIAL

As We See It

The worsening of the so-called balance of payments problem and the concomitant determination of officials to try various new expedients to stimulate continuous and vigorous growth in industry and trade have inevitably called forth numerous proposals designed to eliminate the one and promote the other end. Discussions almost ad nauseam about the effect of this, that, and the other change in bank reserves and the mode of controlling or manipulating them have been the order of the day for a good while past. More recently jargon manufacturers have had a good deal to say about the "twist" in the interest rate structure—referring, of course, to alleged efforts to cause opposite changes in the various charges for the use of funds now already arbitrarily created.

Meanwhile, of course, the Administration never ceases to demand for a special tax on the sale by foreigners of securities in this market. It has for many months been preaching the merits of tax changes, chiefly tax reduction though sometimes a slight measure of tax reform, as a major instrument for keeping our domestic industry and trade going at high speed while other arbitrary measures "left us gas" current troubles in our balance with other nations. Federal Reserve authorities may or may not have fully met the desires of the reformers in the nation's capital, but they have of late made a change in the discount rate. Congress, meanwhile, has not been greatly impressed with the economic homilies of the so-called experts of the Administration, and is apparently reluctant to proceed as the White House would like to have it do. It would be unfortunate indeed were we as a nation to become so engrossed in the alleged merits of various proposals for accomplishing (Continued on page 24)

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STATE AND MUNICIPAL BONDS

New Payments Balance Program Will Not Solve Basic Problem

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

Incise treatment on proposed and applied remedies for our decade-old balance of payments dilemma agreed logic supports the international illiquidity skeptic, depicted by those who advocate gold price rise, floating exchange rates and a new international currency, but finds no empirical case can be made to support its advent. Professor Wiegand analyses changes in our balances of payments, singles out three contributing reasons for our chronic deficit, and bluntly explains what should be done to redress it.

The chronic deficit in the American balance of payments which has kept the international monetary markets in a state of nervous malaise for the past four years, and which is threatening the country's position of leadership in the free world, is essentially a political rather than an economic problem. The latest efforts of the Kennedy Administration, like a string of similar measures during the past four years, represent for all practical purposes just another politically acceptable palliative rather than a real attack on the basic causes of the problem. From a purely economic point of view, the threat to the nation's economic health could be overcome within a few months but the political obstacles are such that a solution will be possible only if the American people can be convinced of the seriousness of the situation, so that they will come to reject the policy of convenient stop-gaps. The problem has two dimensions: national and international. It involves the solvency of the United States, as well as the operation of the international monetary system of the free world. To cover both aspects within the limited space of an article is not possible; yet one cannot discuss the threat to the solvency of the United States without at least a brief reference to the international aspects.

As every businessman knows, there has to be a certain relationship between the volume of business and the available operating capital. Through careful operations a limited amount of operating capital can be made to finance a large amount of business, but eventually a point is reached where it would be uneconomic to increase the volume of business further without addition working capital.

Some economists believe that the free world is rapidly approaching this point. Since the end of World War II, the international monetary system has been based on two means of payments, gold and dollar balances; to which was added in recent years the British pound. The increase in gold and dollar balances, however, has not kept pace with the growth of international trade.

World trade has been growing at an average rate of 4.6% a year, while monetary gold reserves have increased by only 1.1%. Between 1956 and 1962 the world's gold reserves, according to the estimates of the Federal Reserve, have risen by about 9% from $38.1 to $41.5 billion, while international trade (measured in Imports CIF) grew from $98 to $132 billion, or by about 33%. Additional international money was created since 1950 through the balance of payments deficits of the United States, which re...

(Continued on page 27)
The Security I Like Best...

A continuous forum in which, each week, a different group of experts in various advisory fields from all over the nation participate and give their reasons for favoring a particular security.

LAFAYETTE

Lafayette Radio Electronics Corp.

Since its first operation began in 1921 on Manhattan’s West Side, Lafayette has been a company catering to customers tinkering with crystal sets to position itself as the second largest firm in the country engaged primarily in the distribution of personal and household equipment and high fidelity components.

About 40% of the company’s volume consists of electronic products of its own design which the company markets directly from components made by others or has made by others in accordance with the company’s specifications. Other lines include high-fidelity components, sound accessories, portable electronic parts and equipment and kits. Besides its own proprietary items, Lafayette distributes various manufacturers’ electronic parts and products, many of the best-known names in the electronic business. Although the hi-fi market has shown impressive growth for over a decade, further gains appear in store as a result of multiple stereophonic FM broadcasting. In addition, the rapid growth in the field of citizens band communications market augurs well for Lafayette, which presently is the leading manufacturer of citizens band equipment in the U.S.

Mail order shipments, which account for about 40% of total volume, are actively promoted by one of the most extensive catalogues produced by any distributing organization. The new Syosset facilities, featuring the latest automated material handling techniques, were designed to meet orders within 24 hours of receipt. Retail sales, which make up another 40% of sales, are handled through 10 company stores as well as through wholesalers and retailers. With the advent of the associate store program in October 1960, a new and most important sales source has been created. These stores carry a large stock of electronic and entertainment equipment, concentrating on Lafayette’s own manufacture, and can supply anything in the company’s catalogue. They are strategically located across the country in cities which do not otherwise have a Lafayette branch store.

Sales to industrial(customers represent the largest segment of sales.

Since its first public stock offering in 1960 at $5 per share, sales rose to $18.1 million in the June 30, 1960 fiscal year to $29.1 million in 1961, while earnings increased from 53¢ to 77¢ per share. In fiscal 1962 sales reached $34.5 million, an increase of 24%, earnings, on the other hand, increased by 90% to 59¢ per share. While earnings in both years were up, it is worth noting that sales were up more than double the rate of increases in profits.

This week’s Forum Participants and Their Selections

Lafayette Radio Electronics Corp.

Harvey Deutsch, Research Director, Purcell, Graham & Company, New York City Members: New York Stock and American Stock Markets

This company was LOCATING $2,200,000 in December 1962, the highest volume by share earnings rose $65, against 45¢. In the first quarter of 1961, sales were estimated in the $31 million area with earnings placed at $400,000, with growth-compounding company sales, cash dividend payments are expected in the near future. The convertible bond financing of 1961 and the private note placement in December 1962, should provide sufficient funds for anticipated capital needs.

FINANCIAL REPORT

As of the end of fiscal 1962, the current ratio is 2.2 to 1 with some $6 million in cash. Capitalization consists of long-term debt of some $5 million which includes $2 million of 5% convertible debentures, convertible at $20 per share, and which was converted in 1972. These are 1,001,675 common shares outstanding of which 1% is owned by insiders.

From a $19 high of 36", Lafayette’s shares have slipped to a current price of $12 on the American Stock Exchange. Now selling at 16 times estimated earnings of 75¢, Lafayette appears to be worthwhile speculation to participate in the rapidly expanding electronics distribution field.

ROBERT B. DIXON

President, United Securities Co., Inc.

State Capital Life Insurance Company

The shares of well-managed life insurance companies come nearest to conforming to the pattern of an ideal investment. These companies have substantial earnings, a high earnings path, a high return on invested capital, and a small cash pay out. The avowed purpose to protect the policyholder but the end result is to protect the shareholder.

Twenty-one-year life insurance companies tend to conform to the pattern of ideal investments. The average performance of the twenty-one companies in the period 1933-62 was a price appreciation of 353%. That some selectivity is required is evidenced by the fact that the worst performer increased 259% and the best increased by 974%.

STATE CAPITAL LIFE INSURANCE COMPANY

Ralph, North Carolina, with a capitalization of 400,000 shares paid at par, has been compared with the industry average and the average of the twenty-one leading stock life insurance companies. State Capital Life increased 100%, faster in all critical categories than the industry average. It equaled or exceeded the industry average in 10 out of 20 categories.

With life insurance in force of more than one-half billion dollars, this company is in the top 10% of the life insurance industry. Income in force increased by approximately $432 million in 1962 and for the first year in six months of all calendar year, in force is running 47¢ ahead of a year ago. Based on this increase, the company may well add $60 million of new business for the year. Management has announced plans to reach one billion dollars of insurance in force by 1968.

This company writes ordinary non-participating life, group term, credit life and industrial life and individual health and accident insurance. It is licensed to do business in all states—North Carolina, South Carolina, Georgia, Florida, Kentucky, Tennessee and Virginia.

The company was founded in 1961 and reached $400 million of insurance in force in 1960. The average company gains approximately 40% from year to year. In 1960, the company had $400 million of insurance in force, which was increased to $900 million in 1962. The company’s plan to reach $1 billion by 1968 would conform to the pattern.

While it is true that this company has exceeded the industry average and has equalized the record of the average of the faster growing companies, the question investment-wise is—will it continue to grow at this rate and will it possibly go at a faster rate. If this company conforms to the pattern of the industry average, it will probably grow at a faster rate in the next 10 years than it has grown in the past decade. The National Industrial Conference Board has stated that the life insurance industry is believed to have the lowest future growth of any industry with the exception of the insurance industry. The industry grew 7.5% annually in the decade 1950-60 and industry estimates are that the life insurance industry will grow at substantially greater rates in the current decade than in the past decade. Certain the 50 million persons under 15 years of age who are not yet. In 1950, this industry will become increasing factors in the current decade. The industry of 1950-40, was stimulated by the 25 and 35 million additional persons by 1970 will also favorably affect the life insurance industry. A high increase by these persons of life insurance coverages could increase life insurance rates from 1950 to 1970. The increasing inflation may not have as great an overall effect on insurance coverages as premiums, but further inflation could also aid in life insurance sales.

Profitability could be greatly enhanced by increased longevity, an increase in life expectancy, and by very low interest assumptions being in use now. Another factor is developing in life investment community.
The Art of Speculation

By Alan D. Whitney, Winnetka, Illinois

Mr. Whitney maintains that successful speculates is an art, based on inherited talent, and augmented by experience, morality and harmony, with surrounding conditions including time and place—without benefit from scientific analysis. Says speculation dealing result from moral indulgence by others. Asserts the true artist defies consensus. Conclu disease the small knowledgeable segment of the public should indulge in speculation, and quit when there are no signs of success.

Throughout the ages, progress has been made in science but not in art, in knowledge but not in wisdom. In manners, style and fashion but not in harmony. "All Passes, Art Alone Endures" is carved over the entrance to Chicago's Fine Arts Building. But "O Tempora, O Mores" tells the opposite condition, while "Fashion Is Spin¬

The Theme

The above is given as an introduction and a basis for the theme of this opus: Namely, that successful speculation is an art, only based on inherited talent, augmented by experience, with due regard to morality and harmony with surrounding conditions, time and place. No scientific analysis has been correctly made of it, no current law can eradicate it, no one can legislate it by tutelage and no one can induce it in excepting in currently, available media. Speculation differs from plain gambling not in their respective ends, which is to win, but in their respective means. An honest gambler can successfully establish no system that has ever been found to be of much good for any length of time. On the other hand, a speculator in stocks, land, crops, oil or other commodities, who has inherent knack, sufficient experience, an established method and good timing has a fair chance of winning, and each success increases his future chances, (which is not the case with gambling.) One of the country's best known invest¬

Alan D. Whitney

ARTICLES AND NEWS

New Payments Balance Program Will Not Solve Basic Problem

The Art of Speculation

Nothing Reeded Like Excess

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Breaking the Vicious Cycle in the Petroleum Industry

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Tax-Exempt Bond Market

Washington and You...

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OBSERVATIONS...

BY A. WILFRED MAY

"THE HIGHER THE CHEAPER"

"MARKET ASSAULTS THE PEAKS"

"MARKET SHATTERS DOW JONES MARK"

"MARKET DISPLAYS VIGOROUS HEALTH"

"With the record in the two major averages breached, only one question remains unanswered, 'How high can the averages go this year?'

"This move undoubtedly caused many traders—to step up their purchases yesterday, and this in turn helped push prices up further."

"Yesterday the D-J Average opened lower, but at 3:30 p.m. it went a bit above its old high and then soared to the close. [Arthur Burns] said many public investors, who had been sitting on the sidelines, probably would be drawn back to the market."

"The DJIA made it into the 400 promised land yesterday, bursting through its recent price ground on heavy volume. The only question now to be answered, of course, is how far this penetration will carry."

"After making new highs for the year and in fact [sic] clearing a psychological barrier that the prices in check, for over four months, it is certainly to be expected that the DJIA will be able to muster enough strength to go through the all-time highs of 1961."

"Given the normal [sic] forces of speculative momentum and optimistic publicity, we should guess that the present rally may well carry to 750-790 before encountering serious profit taking."

"Our guess is that [sic] the penetration of the 1961 highs will give rise to much broader public participation in speculative securities."

"The above are excerpts from press and market-leter comment on the Great Breakthrough.

Thus along with stock prices, imagery and trend-chasing have reached new peaks of absurdity. Practically the entire investment world has 'gone technical' in its interpretation of the significance of the average's former peak.

"In its context of the market status being considered cheaper rather than more expensive after the rise, the investment world is looking at the market's performance as a kind of steeplesrace, or obstacle race, where clearing of the last hurdle paves the way to a further successful run (or, at least, sprint).

"In any event, surely the absurd assumption that the market serves increased confidence at new peaks (the higher, the cheaper) sabotages the criterion of value.

"Not only have prices risen by 50 per cent over the past 15 months, the valuation indices as the price-earnings ratio have increased by 25% from 13.6 to 18.5 on Standard & Poor's 500 Composite Stock (30% from 3.7 to 5.4, and customers' debt balances back as of the end of December, have risen by 18% from $4.0 billion to $4.9 billion). The latter figure exceeds that at the market's previous December, 1961, high by 14%. Member borrowings, which in December, 1961, were over $5 billion from $2.9 billion at the market low in June, 1962, and topping the $3.8 billion at the previous market peak of December, 1961.

"It will be recalled that the indictment proceedings of J. Trueman Willard, New York Stock Exchange Board of Governors Chairman, for alleged tax evasion, began in 1955. Mr. Willard's Market of the "Jealousy" leaves the Department of Justice. Mr. Bidwell was subsequently acquitted at his jury trial.

(Other recipients of press trials included are those in high positions in the GOP to go back to Exchange President Richard Whitney in 1938.)"
Nothing Recedes Like Excess

By Dr. Irw. U. Cadeigh, Econom\v

Some observations on the capacity of the stock market to sustain its new altitude; some notes on expected responses and reactions on the part of individual investors, and the meaning of a note of caution, less market excitement, a sacrificial atmosphere lead to financial anguish.

We have, indeed, a bull and an ebullient stock market. Much copy has been written over the fact that on April 27, the Dow-Jones Industrial average reached a new closing high of 797.38 (topping 734.81 on Dec. 11, 1961). This performance seems all the more remarkable in light of many disquieting national problems: inflation, unemployment, extra foreign capital investment, increased foreign competition; a loss of some serenity that we are seeking to introduce by means other than higher interest rates on investment abroad; and increased regulation of security transactions. These factors have led to the “making” of an all-time high in the stock market.

Massive Recovery

Moreover, the market had a lot of points to work to do to reach its new high. It had to climb back 200 points from a dismal low of 333.76 on June 28, 1962, when individuals did nothing but “bid bids” (sometimes they bid twice, but generally, they placed all their collateral loans as though they were going to sell, and then neglected to take them back 14 months since this unpleasantness, which cost billions and sourced tens of thousands on the market). The “making” of this recovery, however, has been the institutions, and their purchases have been General Motors and Chrysler, and dynamic and glamorous factors such as IBM, Xerox, Travelers Life, Franklin Life, Connecticut General, Merex, Easley, Texas & Pacific, and United Fruit. The latter have been sold favorites, led by Esso, Texaco, Cities Service and Sinclair. Actually, the big upswing in the Dow-Jones index has stemmed principally from the institutions, and the stocks held up to their club members as U. S. Steel and American Tobacco, drooping down, instead of adding to the total.

Some Did Not Advance

Which brings us to the classic plaint of the average investor, “every stock, on the board goes up except mine.” This also makes considerable sense. In all this hoople about business machines and their electronic counterparts, what has Sperry Rand, with a billion dollar annual gross done? It was points higher years ago. United Fruit has had no appeal. The availability of an information original prospectus did not prevent Transistron from failing from a high of 60 to around 30. Real estate issues, toys, real estate issues and publishing stocks, all soaring two or three years ago, have had some agenizing repercussions since, and have scarcely a nodding acquaintance with current prices. The trees do not grow to the skies and some trees don’t grow at all.

On Doubling Highs

Thus not only has the market rise been selective, and leaned heavily on certain groups, but some thought must be given to the possibility that today’s highs in certain issues may not be duplicated, or topped for years. In 1962, $100 in Dow stock sold at 114 in 1929, and never that high since. Technicolor, slated to revolutionize the cinema in 1963 sold then at $15 and at one two years later! Aetna Life and Connecticut General did not duplicate their 292 highs until 1951–22 years later.

Accordingly, we would certainly caution those individuals, stimulated by all the talk at clubs, cocktails and cookouts about stock profits, and “itchy” to enter or re-enter the market, to make decisions based on mental, not psychological motivation. This is indeed a selective market in which most first priced issues may have little further distance to go. How to rising trends in earnings and reasonable, not dizzy, price/earnings ratios in the stocks you buy. We now have over 130 electric household appliances, so utilities should stay solid. American Telephone among many others which have been re-elected recently; we would not expect it to continue as so. Life insurance stocks are being discovered by many new investors, who, up to now, have neglected them. We can now see that when the others have started to list. Patrons and chemicals look a bit lighter today than for sometime. Take note, too, of the scarcity value of stocks you look at. One of the reasons for the dynamic performance of Chrysler is that it has 18,477,000 shares outstanding, against 266,239,814 shares of General Motors. A thousand new buyers in Chrysler can thus create far more market motion than in G. M.

Low Priced Issues

A thing to watch seriously, as the market magnetically and increasingly attracts more individual investors, is the low-priced stock group. We are at a stage where newcomers, with little cash and great ignorance, perceive in the low priced stocks, an avenue for swift high percentage gain. For example, on Sept. 9, of the ten most active issues on the American Stock Exchange, seven sold below 10 a share and five below 5. These are speculative issues, and must be viewed with great caution. Moreover, great activity in “penny stocks” has historically occurred in the closing phases of bull markets. Prudence and caution are great words but seldom the popular doctrines in a soaring bull market. You are more likely to hear current arguments something like this:

(1) The Dow Jones is not really high at all since inflation has reduced our dollar to 45 cents by 1963.
(2) In 1929 (and to a lesser extent in 1962) stocks were heavily margined and distressed sales accelerated the decline.
(3) Stocks today are lightly margined and in strong hands.
(4) We'll turn out 7,800,000 cars this year, a new high.
(5) High levels of Thrift, savings, home ownership, life insurance protection, and the cushion of social security and pension incomes for the aged all insulate us against drastic market liquidation.

We conclude with our title, “Nothing Recedes Like Excess,” and we may soon see speculative excesses. Don’t buy more stock than you can handle, go easy on buying, don’t be a Daniel Boone, pioneering new high prices for stocks, and don’t pay attention to tips. Get facts, make comparisons, and don’t be an impulsive buyer. “How High the Moon” is a song title, not a stock chart!

Collins Joins Blyth & Co., Inc.

Blyth & Co., Inc., 14 Wall Street, New York City, underwriters and distributors of investment securities, have announced that Walter T. Collins is now associated with the firm as a sales representative. Mr. Collins held the post of Executive Vice-President of the Connecticut Savings Bank in Hartford, from 1945 to 1947, when he became associated with the New Haven Savings Bank, president of that bank at the time of his retirement in July, 1963.

Salomon Brothers And Hutzler To Admit Partners

On Oct. 1, John H. Guttreud will become a general partner and Leo Gottlieb a limited partner in Salomon Brothers & Hutzler 60 Wall Street, New York City, members of the New York stock Exchange.

Now Cunningham Co. OKLAHOMA CITY, Okla.—The firm of Cunningham, Andres & Company, Inc., 1409 N. W. 63rd Street, has been changed to Cunningham and Company, Inc.

Money Market to Be Analyzed at N. Y. Bankers Investment Seminar

The New York State Bankers Association's 14th Annual Investment Seminar will be held at the Hotel Commodore in New York City on Sept. 20. This year according to Charles J. Simon, Seminar Director and a partner of Salomon Brothers & Hutzler, the seminar is expected to draw some 800 bank and trust officers from financial institutions all over the country. The Investment Seminar is held in conjunction with New York University's Graduate School of Business. The broad general purpose is to update financial management on the money market's investment problems and opportunities.

George A. Murphy, New York State Bankers Association President and Chairman of Irving Trust Co. and Dr. Joseph H. Taggart, Dean of New York University's Graduate School will open the proceedings. The featured speakers include—Dr. Marcus Nadler of New York University who will discuss the "Money Market and Its Outlook," Sidney Honer, Partner, Salomon Brothers and Hutzler who will analyze the "Sources and Uses of Funds," John R. Bunting, Jr., Vice-President of the Federal Reserve Bank of Philadelphia who will take a look at "The Economic Outlook."

A distinguished panel has been brought together for the feature "Roundtable Discussion on Investments."

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LARGEST AND FIRST PUBLICLY HELD SMALL BUSINESS INVESTMENT COMPANY... SPECIALIZING IN ELECTRONICS
Tax-Exempt Bond Market

BY DONALD D. MACKEY

The markets for state and municipal bonds have been quiet and relatively inactive during the past week and as a consequence have needed to be slightly easier. The quiet and inactive part of the description might well fit the municipal bond market during any early September period. Investor or institutional demand for tax exempt securities seems to develop immediately following Labor Day, so that for that reason the demand for these securities has generally been in larger volume before the leaves start turning.

In Retrospect

Last year, with the market about at its present level, demand began to take over late in September-ber and it showed signs until Thanksgiving or thereabouts. After a breather, it continued its bullish swagger into the spring. During that period the Chronicle's yield Index went from 3.02% during the week of September 5, 1962 to 2.88% during the week of March 27, 1963. This represented a 2.5 point market improvement during a period marked by record new issue volume. This appears in retrospect as no mean market phenomenon.

Current Market Conditions

The state and municipal bond market has been generally easy all summer, largely due to the diverse repercussions of our unfavorable balance of international payments. Our market's low point was reached on July 17 when the Chronicle's Yield Index stood at 3.16%. Price improvement carried the yield Index to 3.20% on Aug. 2 but since then circumstances have combined to increase yields to the extent that the Chronicle Index averages out at 3.081% on Sept. 11. Several additional disturbing factors have gone to work on the market over the past several weeks which portend perhaps more unsetlement at least. The proposed tax revision bill, which has been headline almost daily, has emerged from the House Ways and Means Committee and will soon be considered on the floor of the House. House passage is considered likely. Senate passage this year seems less certain. Even though the relative ineffectual bill may be passed the “tax cut” spotlight now appears as a tax exempt bond market negative.

Jurisdictional Fight Should Be Resolved

Moreover, the market has suffered and is suffering from the protracted controversy as to the relative jurisdiction of local taxing bodies, and the Federal Reserve Board. The controversy is due to the underwriting ability of State member banks of so-called “independent” underwriting. This long-time controversy, partly from an investing standpoint, should be resolved for the good of the investment industry; in the meantime the situation constitutes a market negative.

Underwriting Practices Not In Industry’s Interest

The market, moreover, is continually harassed by over-competition that might thoughtfully and constructively be corrected were the industry less competitively divided as between types of dealers. Since the first William Morris California capper, dealers have long since increased their operations in this market to the extent that in many instances have been variously and at times strangely competitive. The pressure has contributed to the utter detritum of the industry. Bidding groups are at times outraged to the extent that they are reduced to but a few members and usually there is but one dealer who is given to effective distribution.

The investment banking business in the bond market has been, for the past several months been positively indulging in various underwriting practices, some of which are selling the new issue distribution and periodic if not non-existent. This system of underwriting and distributing securities developed over the years may soon be deals irreplaceable harm by the incessant warfare flourishing under the guise of good health competition.

Treasury Acted Wisely

Although it appeared at first glance that the Treasury's ex- change offer to owners of 3 issue maturing in May 1964 and 4 issues maturing in May 1965 of a total of $12,100,000,000 would be depleting to the bond market generally, the Treasury's action to the extent that the financing well serves the needs of the Treasury. This sound refunding technique will end well better the bond market for the continual problems ahead. Strategically timed and competitively priced, this offer seems to us to perfectly fit the right market and job.

At first look there was some inclination in the Street to under- write the Treasury offering but most of this feeling has been effec- tively dispelled. This time, long-time users of the Treasury people were considerably ahead of the Street.

Pending Business

The new issue calendar has been moderately expanded since reporting last week. The total of scheduled and tentatively scheduled competitive bidding volume now stands at approximately $27,000,000; the as- sumed cumulated total was about $300,000,000. It would seem likely that the competitive bidding volume of overall competitive issues will average something less than $500,000,000 for the balance of the year.

$184 Million Negotiated Offering

In the negotiated offering where the only large issue present- ly being prepared for submission, a strong market has developed, as previously noted in this space on Sept. 5, for the $184,000,000 Wells Project revenue bond issue of P. U. D. No. 1, Douglas County, Washington, Construction financing will be financed by a group headed by Blyth & Company, N. Y., Merrill Lynch, Pierce, Fenner & Smith, John N. Garrett & Company, The Union Bank & Trust Company and B. C. A. Allen & Company; Smithers & Smithers, B. J. Van Ingraham & Co., Wm. A. Foster & Co. and Foster & Marshall, Inc.

The indications are that the issue will reach the market early in October.

Advance Refunding — An Advance refunding involving about $39,000,000 Jefferson County, Colorado School District in process of consideration by Boettcher & Co. and the County authorities. It now appears that the refunding issue may be reached off sale.

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.

September 12 (Thursday)

Akron City Sch. Dist., Ohio—a proposal to be sold by Bankers National Bank Co., Philadelphia, Pa. : 1,000,000 1965-1964 1:00 p.m.

Maple Valley Sch. Dist., Mich.,—a proposal to be sold by Kidder, Peabody & Co., New York—1,420,000 1966-1964 8:30 a.m.

Cincinnati—Fredericktown, O.,—a proposal to be sold by Kidder, Peabody & Co., New York—1,130,000 1965-1964 Noon

Tazewell County, Va.—a proposal to be sold by Kidder, Peabody & Co., New York—1,180,000 1965-1964 Noon


September 16 (Monday)

Lewiston, Ky.—2,100,000 1965-1964 7:00 a.m.

*No apparent availability.

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YAMAICHI Securities Company of New York, Inc.
Phila. Inv. Ass'n  
To Hear Meeker  

PHILADELPHIA, Pa.—Fall luncheon meetings of The Investment Association of Philadelphia will get underway on Friday, Sept. 13, when Thomas G. Meeker, Esq., a partner in the law firm of Schnader, Harrison, Segal and Lewis addresses the group.

Mr. Meeker, who was formerly General Counsel for the Securities and Exchange Commission, will speak on the "SEC and the Security Salesman."

The luncheon meeting will be held at The Engineers Club, 1317 Spruce Street, Samuel R. Roberts of Schmidt, Roberts & Parke, is in charge of arrangements.

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Goodbody & Co., New York, as managing underwriter, has announced a public offering of 200,000 common shares of Aileen, Inc. at $23 1/4 a share. Of the shares offered, 100,000 are being sold for the account of the company and the remainder for the account of two selling stockholders.

Net proceeds from the sale of its 100,000 shares will be used by the company to finance additional manufacturing facilities at its plant near Monterey, Va. and expansion of its plant at Edinburgh, Va. The remainder of the proceeds will be added to working capital.

Aileen, of 29 W. 38th Street, New York, and its subsidiaries design, manufacture and distribute popular priced sports and casual wear coordinates for women and girls. The line includes skirts, shorts, pants, tops, shirts, blouses, jackets and dresses, harmonized as to style, color and fabric so that they may be worn in a variety of combinations as parts of an ensemble. All of the company's apparel is sold under the brand names of "Alaine", "Aileen Girl" and "Mia Editions."

Now Corporation  
SEATTLE, Wash.—Glenn E. Hinton Investments, Inc. has been formed to continue the investment business of Glenn E. Hinton, Norton Building. Mr. Hinton is President of the firm; Dorothy L. Hinton is Vice-President and Assistant Secretary; and H. R. Leake is Secretary and Treasurer.

Form Holt & Co.  
SAN FRANCISCO, Calif. — Holt and Company has been formed with offices at 201 Pine Street, to engage in a securities business. Partners are Donald L. Holt and Nicholas Holt. The latter was formerly with Shuman, Agnew & Company.

Speer & Bartholow Formed  
DALLAS, Texas.—Speer & Bartholow, Inc. has been formed with offices in the Praetorian Building to engage in an investment business. Mr. Speer was formerly an officer of Shumate & Company, Inc.

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Legal Investment for Savings Banks and Life Insurance Companies in the State of New York and for Executors, Administrators, Guardians and others holding Trust Funds for Investment under the Laws of the State of New York

Maturities and Yields

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Callable in inverse order, at 100% and accrued interest, on any interest payment date.

The above Bonds are offered, subject to prior sale before or after appearance of this advertisement, for delivery when, as and if issued and received by us, and subject to the approval of legality by Mevis, Wood, King, Down & Logan, Attorneys, New York City.
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IT IS UNDERSTOOD THAT THE FIRM NAMED WILL BE PLEASED TO SEND INTERESTED PARTIES THE FOLLOWING LITERATURE:

American Stock Exchange
- Industry classifications of securities traded on the Exchange.

Arizona Economic Review
- Bulletin for the state of Arizona.

Bond Market
- Review of current bond prices and market conditions.

Convertible Preferred Stocks

Bank Stock Survey
- Comparative analysis of the first-half results of 40 leading commercial banks.

Doing Business in Japan
- Brochure presenting the political, marketing, financial, and economic aspects of Japanese commerce today.

Funk & Scott Index of Corporations & Industries
- Index of articles on corporations, industries, and general business subjects taken from over 200 financial publications.

Great Lakes Shipping Industry
- Review of current shipping company reports.

Hawaiian Market
- Analysis by Bishop & Bishop, Honolulu, Hawaii 96815.

Japanese Market

Puerto Rico, San Juan, Puerto Rico
- Railroad Stocks
- Review of railroad companies and their stock performance.

Philadelphia & Reading Corp.

First National Bank

Airline, Union Pacific, Standard Freight Lines, and Paper Stocks
- Interests in long-term systems.

Automated Building Components

Bendix Corporation

Bristol-Myers
- Analysis—Bristol-Myers Co., 560 Fifth Ave., New York, N.Y. 10017—$2.95 per copy (quantity prices on request).

Brummel & Ellis
- Analysis—Brummel & Ellis, 1431 North Franklin Street, Chicago, Ill. 60610.

City Sands

Citicorp
- Analysts stock market indexes and performance over a 25-year period.

Coca Cola Company
- Analysis—Coca Cola Co., 120 Broadway, New York, N.Y. 10006.

Colombian Industrial Development
- Review of industrial investment opportunities in Colombia.

Contemporary Baking Company

Dover & Reynolds Co.

Diamond Alkali Company
- Analysis—Diamond Alkali Co., 120 Broadway, New York, N.Y. 10006.

Electronics Capital Corporation
- Annual report for the fiscal year ending December 31, 1963.

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issue of "Investor's Reader"—Merrill Lynch, Pierce, Fenner & Smith, 70 Pine St., New York, N.Y. 10007. Also in the same issue are discussions of the American Crainicid Co., Air Control Prod... 10004. Gardner Denver Company—Analysis—Herzfeld & Stern, 30 Broad Street, New York, N.Y. 10004.


Georgia Pacific Corp.—Detailed analytical brochure—Byth & Co., Inc., 14 West Street, New York, N.Y. 10005.

General Mills—Memorandum—IHA May Co. & Co., Inc., 113 South La Salle St., Chicago, Ill. 60603. Also available are analyses of Springdale Corporation and Square D Company.

Reeves Industries—Analysis—Irvig Wels & Co., 60 Beaver Street, New York, N.Y. 10004.


Mellon Young Company, Inc.
- Von Hennig, Hutt & Co., 210 West Seventh Street, Los Angeles, Calif. 90014.

Channel 6 (Pace) & Papp & Parker—Analysis—Carothers, Smith, McDowell, Dimond, Inc., 115 Broadway, New York, N.Y. 10006.


Fay, Macchiavel, Holland
- SACRAMENTO, Calif.—Fay, Macchiavel, Holland has been formed with offices at 926 7th St., Sacramento, a business through which Officers are Thomas F. Holland, Jr., President and Treasurer; Ed-
What Could the IMF Meeting Accomplish?  

By Paul Einzig

Dr. Einzig finds it fortunate that the numerous proponents of expanded international liquidity are so divided for otherwise their combined pressures on the IMF would be formidable. He is further heartened by the belief that the new head of the IMF will not give the liquiditexpansionists any encouragement. Only one note of concern voiced by Einzig questions whether Mr. Schweitzer will be able to perform the duties of an international servant or view problems from only one point of view—France's—which in this case would be that of De Gaulle's.

LONDON, Eng.—As usual at this time of year, that is to say that would emerge from the annual meeting of the International Monetary Fund. On every occasion, it is hoped or feared in many quarters that the currency which happens to be under selling pressure at the moment of the meeting would be devalued. Judging by the steady tendency of devaluations under a change market, no such hopes or fears are entertained at present. None of the major currency governments under heavy pressure, and the various arrangements made by the I.M.F. would have to be reviewed in the event of an increase in international liquidity to a large extent they are apt to be divided in the broad idea of expansion, who now liable to cancel each other if Mr. Schweitzer is likely to renew the existing official French view that it would be unwise to make the support of parities by the I.M.F. automatic. It would indeed be too tempting for the member governments to feel that it is a matter of "ask and ye shall be given."

Even though the I.M.F. is likely to renew the existing official French view that it would be unwise to make the support of parities by the I.M.F. automatic, the opponents of expansionism received a strong reinforcement. Fortunately from their point of view, there are so many plans for increasing international liquidity that a large extent they are apt to be divided in the broad idea of expansion, who now liable to cancel each other and thereby cancel each other's support.

Were they to agree on a particular plan their pressure would become formidable. In other words, the opponents are very well placed in insisting that the subject should be taken up at the next annual meeting of the I.M.F. automatic. It would indeed be too tempting for the member governments to feel that it is a matter of "ask and ye shall be given."

Even though the I.M.F. is likely to renew the existing official French view that it would be unwise to make the support of parities by the I.M.F. automatic, the opponents of expansionism received a strong reinforcement. Fortunately from their point of view, there are so many plans for increasing international liquidity that a large extent they are apt to be divided in the broad idea of expansion, who now liable to cancel each other and thereby cancel each other's support. The danger in the present instance is that situations might arise in which Mr. Schweitzer would use his influence and power in support of the French point of view. Schweitzer's support might be very unstatesmanlike in pur-

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D'AMBROSIO WITH F. L. PUTNAM CO.

BOSTON, Mass.— Gerald J. D'Ambrosio is now with F. L. Putnam & Company, Inc., 77 Franklin Street; members of the

With Smith, Clanton, & Co., Southeastern Bldg.
Fossil and Nuclear Fuels: Competitors or Partners?

By Dr. Glenn T. Seaborg, Chairman, U. S. Atomic Energy Commission, Washington, D. C.

An optimistic forecast of future coal consumption and production is found in AEC's assessment of energy and power needs in the year's ahead. This encouraging view of coal output takes into consideration AEC's plans to assist financially the construction of 10 to 12 full scale nuclear power plants and to shift some of nuclear fuel into private hands. The latter is not expected to jeopardize the future of nuclear power in high cost fuel areas nor is it expected to impair the coal industry.

In a sense, both the National Coal Association and the AEC are interested in developing energy resources which make such a great contribution to our national welfare and growth. And I believe that contacts between the National Coal Association and the AEC will result in improved planning for the use of both our coal and nuclear resources. Certainly coal producers should know the facts about nuclear power, and I believe that it is to our benefit to know about the progress that the coal industry is making.

The Commission recently published a report to the Senate on Civilian Nuclear Power in which we outline the economic benefits to be achieved through the development of civilian nuclear power as well as the opening up of the possibility for seemingly unlimited energy resources. We recognize that the United States is also blessed with tremendous reserves of conventional fuels, primarily coal, and that the uranium demands for nuclear power as well as on near-term resources shortages. In any event, I feel that today's case for nuclear power development on the short-term economic basis can be justified almost entirely on benefits to be achieved through the use of nuclear energy in locations where fossil fuel costs are high. Construction of four new nuclear plants has been proposed for this year. An examination of the locations of these plants shows that at least three of them would be competing—not with coal, but with high cost natural gas or oil. The first of these locations would be located in California where coal currently accounts for only a small percentage of electric power generation. The fourth plant is located in New England where about two-thirds of the power is produced from coal and the remaining one-third from oil, which, I believe, is largely imported. Perhaps this New England plant would have been coal-fired in the absence of nuclear power: I don't know.

Coal and Atomic Energy Competition

But the competition from coal is severe. It appeared that another large eastern utility was "going nuclear," but the economics of a coal-fired plant proved to be prior to anything of providing two large mine-mouth generating plants and 400 miles of high voltage transmission lines. Clearly the coal industry is a tough competitor and much of the early expansion of all fuels—coke, oil, and nuclear—will be limited to areas where coal is a high cost fuel or not readily available. As has been pointed out, we are trying to aim at a moving target of lower fuel costs.

Actually, I believe that the importance of nuclear power has been one of the factors stimulating the coal industry to increase productivity and cut costs. In this connection, I might add that some of the AEC staff were the guests of the National Coal Association and several of its member companies for a tour of some Kentucky mines last April. They were highly impressed with what they saw and came back convinced that coal's competitiveness had solid backing on the production front. Just as nuclear competition has stimulated the coal mining industry, there is no reason that the AEC should not make a similar impact.

Some of the other things mentioned in Dr. Seaborg's projections: nuclear power in 1970 will be less than the electricity currently consumed by the AEC alone, the domestic coal market should increase by at least 20% by 1970; and nuclear power might supply one-half of electricity by 2000.

The latter is not expected to jeopardize the future of nuclear power in high cost fuel areas nor is it expected to impair the coal industry.

In the preparation of its report to the President, the Commission studied the projected energy requirements of the United States—electricity requirements—and the part that nuclear power might play in meeting them. Our expectations are that 5,000 megawatts of nuclear power will be available by 1970; this is less electricity than the Commission is currently using. The present annual consumption of electricity generated by conventional means is over 6,000 megawatts.

By 1980, it is likely that there will be 40,000 megawatts of nuclear power installed. At the harvest which we expect at that time, this will displace the equivalent of 100 million tons of coal. Probably over half of this will be coal—unless, of course, we can change the form of energy from which we obtain it. Let's look at this from the two and one-half times by 1980 from 385 million tons in 1962 to 1,000 million tons in 1980.

Actually, if the things which we hear about increasing productivity and efficiency in the coal industry are true; namely, declining costs of transporting coal and declining costs of high voltage transmission, it would seem to us that the AEC has actually increased its share of the conventional—fuel steam electric plant market at the expense of the natural gas. In our projections we did not build 385 megawatts of future competitive positions based on coal, residual oil, and natural gas. We believe that we believe we are bound to, then it seems almost certain that the energy requirements of our industries will increase in contributing to our energy supply. And I might add that we hope that the expansion which will see for the coal industry will also bring with it adequate rates of return.

AEC's Planned Competition With Coal

Enough of forecasts! Like everything else in the future, sound financial practice calls for discounting them rather heavily. From contacts with officials of the National Coal Association, the AEC is aware that one of the chief concerns of which the Government is going to come to dominate the money promotion and competition for electricity markets. We don't know what the Government is going to do in the future—whether it does anywhere. However, the President recently established an Inter-departmental Energy Study Group, which I believe is going to look at the over-all fuel picture more thoroughly than the AEC ever was. We have no report to the President. I do not have any idea what the findings of this Group will be. It should help us give a balanced picture of what the Government should do in the energy supply area.

On the subject of what the Commission's plans are that will affect competition with coal, I can speak more directly. I think that producers will find them rational and reasonable. Government expenditures on civilian nuclear power and related activities have been estimated at a cumulative total of $1.3 billion. Industry expenditures have been very close to approximately $700 million. In the short period of time since the Atomic Energy Act of 1946 the United States is a leader in the technology of nuclear energy technology, such as the construction of ten to twelve full scale power plants, of improving designs as time goes on. We have attempted to stimulate the construction of power reactors through the waiver of fuel use charges for five years and through financial assistance in research and development that the AEC is providing. We intend, as stated in the report to the President, to withdraw any special encouragement of the construction of proven nuclear plants as soon as it seems that an adequately healthy nuclear industry has been established. It should be pointed out that none of these incentives, even now, approximate less than 10% of the cost of a reactor. Its efficiency by a utility, and that several large reactor plants have requested no government assistance whatsoever.

Industry should increasingly support the further development of established reactor types and the Government should look increasingly toward the development of more advanced reactors, such as improved converter reactors and breeders. I think, in order to provide for the full utilization of our nuclear resources. On the other hand, the AEC is not going to place in operation seven experimental prototype reactors of the light-water cooled and breeder type before 1975. Both reactors and the fuels that the large scale plants previously mentioned were included in our economic analysis of low nuclear power by 1970 and 40,000 megawatts by 1980.

Private Ownership of Nuclear Materials by 1973

We expect the private sector of nuclear power will pay off for the economy. Furthermore, we want nuclear power to develop on its own economic basis, and we are currently going to great lengths to assure that this is the case. The Congress is now considering legislation to permit immediate, and to make mandatory in 1974, private ownership of the special nuclear materials which nuclear power plants use for fuel. Since the Government now leases this fuel at below cost, private ownership will reduce the Government's cost of producing prototypic reactors and the price of this fuel to the breeder before 1975. Both reactors and the fuels that the large scale plants previously mentioned were included in our economic analysis of low nuclear power by 1970 and 40,000 megawatts by 1980.
price of a ton of coal by two to three dollars per ton, figures that are less than half of the charges will wreck the short term future of nuclear power, that these economic and political factors will not alter the competitiveness of nuclear power in high cost fuel areas during the immediate future.

There are other measures. The Commission is helping private companies to finance their fuel to become a commercial reality—even though it will initially cost utilities a little more than the Commission charges. A full share of the costs of the operation, maintenance and amortization of the diffusion plants is included in the price which the Commission now has set for enriched uranium. In fact we are currently criticizing for over-pricing it because for different diffusion plants averages over $8 per pound for uranium oxide and it can currently be purchased in the United States, at least in limited quantities, for about $5 per pound. Earlier we have been able to believe nuclear power will provide a definite payoff for the economy. We have thought that this may be true and this payoff may be. Before citing the figures, let me state their basis. Constant fossil fuel costs through the year 2000 are assumed. This does not mean that there may be some relative shift among the costs of various fossil fuels, perhaps coal decreasing somewhat and natural gas increasing, or some decrease in average conventional fuel costs in the next few decades but rising above present levels before the end of the century. Secondly, the calculations assume that nuclear power is standing on its own feet—private ownership of nuclear fuels, private chemical reprocessing of fuels, no special Government benefit for nuclear power. The Government may still own the gaseous diffusion plants, but these are on a full cost recovery basis for the nuclear fuel used for civilian power purposes.

Nuclear Power in 31 Years

Our targets suggest that nuclear power might supply as much as one-half of all the nuclear power generated in the year 2000. If this is the case, and if electricity consumption grows as fast as we expect, then between 1970 and the year 2000 the savings to the economy due to the use of nuclear power in place of conventional power are expected to be about $30 billion. And, of course, these savings may be used to mount rapidly beyond the year 2000. Annual savings in the year 2000 are estimated at $3 billion and 5 billion dollars. The prospective savings on the investment in the development of nuclear power may be higher or lower, depending in particular on how successful you are in keeping coal prices low. In closing, let me point out what a great friend of the coal industry the Commission recognizes. Some very rough calculations indicate that the Atomic Energy Commission plants in 1962 consumed about twenty times as much electricity as all nuclear power plants in the United States produced. And in 1961, the last year for which I have available figures, there were 25 million tons of coal may have been used in producing electricity to the United States Commission's own fuel requirements, as compared to perhaps 1 million tons of coal that nuclear power has displaced. So far, our operations have been badly off to coal's benefit, even if they have largely been for military purposes. As I have indicated, perhaps nuclear power will play a more important role in the future. However, this role will be that of supplementing and not supplanting the use of coal because, clearly, the need for coal will be increasing for all time to come. The security I like best

The Security

Continued from page 2

is the package concept of selling fire, life and casualty, etc. to the insured or assured on a one stop basis with level monthly billing. This may well be a source of increasing sales and profits by corporating companies.

State Capital Insurance Company, a wholly-owned subsidiary, writes fire and casualty coverages in seven Southeastern states. It would be quite easy for State Capital Life Insurance Company to develop a package concept since their fire and casualty agents have recently been given life contracts.

In addition to the obvious favorable factors in the life insurance industry, this company is operating primarily in the Southeastern United States. This area is characterized by a low average age and a rapidly rising per capita income. These factors should favorably affect the growth of State Capital Life.

With excellent management, a growing agency staff, a rapidly expanding geographical territory, a strong company financially, widely diversified as to product, this company should give an excellent account of itself. The stock is traded in the Over-the-Counter market.
Some of the problems we have in mind might help people understand these problems, and the pros for their solution are all wrapped up in the vicious circle that we want to preserve. We are choosing to understand and break if we can the vicious circle that we want to preserve. To a great extent, this is a threat, which many seem to thoroughly understand. In the United States, we are in a position to enter the oil market and end up at a crucial, international turning point in our history. We are in a position to participate in the oil world industry, and our job is to talk about the petroleum business. As we look at it, there are two important factors that affect the business. The first is the limited oil price, which is currently around $10 per barrel. This price is below the cost of production and has a significant impact on the oil industry. The second factor is the competition among oil companies, which is increasing and leading to mergers and acquisitions. The combination of these two factors is causing a chaotic situation in the oil industry.

Abundance Hurts

A top executive in one of the world's largest oil companies picked an excellent word for the problem underlying these chaotic conditions: "abundance." Abundance hurts, in part because of the increase in demand for 4.5%—the best since 1955 and more than the growth in the world's largest single oil market, the Soviet Union. With exports of over half a million barrels of crude oil a day, the Soviets now have 3% of the world's market. They want 14%.

To get this share, the Soviets will use price competition vigorously. They will use their foreign trade objectives are far more politically and economically oriented.

The Administration, for example, has proposed changes in the Federal income tax law which would favorably affect the production and use of oil. The Administration's proposed approach to the oil problem will take an estimated $25 million in tax reductions on foreign oil. This is a significant step in the right direction, but it is also a threat to the oil industry. The Administration's plan to reduce taxes and encourage investment in foreign oil can significantly affect the industry's future. If the Administration's plan is not implemented, the oil industry will face difficulties in the future.

For example, in Charlotte, North Carolina, the majority of oil dealers sold their oil to customers who had previously bought their oil from a service station. The oil dealers were protected by 28% per gallon margin on gasoline with the net result that a supplier had to send a check for 1% per cent per gallon for each gallon delivered to the customer. Put another way, the net result was that a supplier sold 10,000 gallons of gasoline a day at no cost and, in addition, gave him $15 in cash for taking the gasoline. After this stampede in Charlotte, 60 of the 506 service stations operating at the beginning of 1963 were closed by September. Of these, 75 were branded stations.

Personally, I have no doubts that these price-cutting methods were a principal factor in causing these business failures.

Hot Spots

You may not agree. Many argue that you can judge from posted prices whether or not gasoline is scarce. However, their arguments are usually based on company's lower-priced gasoline or on the fact that the company's lower-priced gasoline is still in the pumps.

Such relationships are significant because, in essence, the capacity to accept the estimate made by one of your fellow marketing executives is to accept the price estimate of his company on the basis of one company's below-cost price. This is not the only way in which the capacity to accept the estimate made by one of your fellow marketing executives is to accept the price estimate of his company on the basis of one company's below-cost price. It is also the case that the company's below-cost price is not the only way in which the market may be influenced by one company's below-cost price. Such relationships are significant because, in essence, the capacity to accept the estimate made by one of your fellow marketing executives is to accept the price estimate of his company on the basis of one company's below-cost price.
Kennedy’s “Reforms” for Noble Aims Are Reactionary


Writer traces typical noble goals sought by President Kennedy and finds that the adulation accorded these goals in the past. Author contends complexes and ideals surrounding President’s program mask arbitrary power pursuit, whether one examines the Executive branch or the Legislative.

There can no longer be any doubts among reasonable men that President John F. Kennedy aims at strengthening and streamlining the executive branch of Government, at the expense of the Legislative branch. He has made this manifestly clear in his repeated requests for additional grants of arbitrary power—to be exercised solely at his discretion. His demand for power to spend a large sum of money on public housing whenever and wherever he sees fit is just one of the many, many more. All would tend to reduce Congress to a “rubber stamp.”

If President Kennedy were obviously a tyrant bent on destroy—In the American republic, opposition to such demands would be heated and instantaneous. For the sake of America’s traditional freedoms—even within the President’s own party—such a situation is clouded by complexities growing out of the admitted noble objectives of Congress and every one of the President’s specific requests for additional arbitrary power.

Public Works Spending
Take, for example, his demand that he be given power to spend huge sums of money on public works at his sole discretion. Few men will argue that Kennedy is motivated in this respect to the desire to have more money available for a political “shush” fund. (He already has more than $100 million dollars available in the huge Federal budget for even the most ambitious projects on the hands of the Executive.) Most will agree that he is sincerely motivated by a fear that some unforeseen factors will suddenly cause a burst of unemployment—and that this might force him to send the economy spinning downward in a disastrous cycle while (1) Congress is not in session, and (2) while Congress is in session, but is kept from action by a prolonged debate. Kennedy evidently belongs to that school of Keynesian economic thinkers which holds that a small amount of government spending at a very early stage will eliminate the need for much larger spending at a later stage. Conservatives have attacked Kennedy on the grounds. One is that such Keynesian “pump priming” theories are autarkic. The other is that this flouts the express intent of the Constitution in granting Congress the power to regulate the economy. And so we are back to authorize specific expenditures. Both points are valid.

It is hardly surprising President Kennedy’s demands for increasing Executive powers when the matter of Civil Rights comes into play. Conservatives, believing in the sacredness and dignity of the individual, want to be cast in the role of denying individuals their legitimate constitutional rights on account of race. "hot" new jet fighter-interceptors as can be.) Recent attacks on the legislative branch by liberal Senator Clark and Senator Fadlock fit into this category of claiming that only Executive decrees can be made to solve the problems in this modern age. Another out- standing spokesman of this view is Prof. James McNerney Burns, Kennedy’s official biographer and a newly elected member of the ADA’s national board. Prof. Burns delighted liberals by urging in his recent The Deadlock of Democracy that our Constitutional system of checks and balances be destroyed.

Disputing the Means
However, the words legitimate and constitutional must be kept in mind, when we talk about the Executive branch. If, in an effort to enlarge the liberties of a few citizens, the President endangers the liberties of all citizens, then we will indeed have undermined the constitutional basis of our free Republic. It would be well if Conservatives, who believe in the irreversibility of at least some of the provisions of the Constitution, have a right and even a duty to dispute his means. Conservatives (men and women) of principles, certainly have an obligation to combat the program and the notion that the end justifies the means!

Our Founding Fathers were wise enough to recognize that changing times demand some changes in the Constitution. They only did they provide, in the Constitution, for an orderly system of legislative reform. If the government is underprovided for amendments to the Constitution itself, should events prove so necessary? But the Founding Fathers recognized too that change undertaken too quickly was just as dangerous an change delayed too long. They built into the system a carefully designed power balance and a sufficiently involved process of legislative change to slow the process down. As George Washington once explained it: “If they can bring to drink he would blow on it until he cooled it down. The involved process had been such that he said, was designed to do the same with heated demands for reform. Over the years, experience has proven beyond question the wisdom of this system. In France, where no reform was permitted, revolution occurred. Pennsylvania, Virginia, North Carolina, when anarchy reigned and there were no checks on mob rule, tyrannical regimes were unchecked, permitting change and yet slowing it down to weed out unnecessary reform that need be, has voided both extremes of government. As a result, our Founding Fathers had by far the best society the world has ever known. We claim we have yet to realize full perfection—yet we are still working on that problem.

In recent months, it has become almost an act of faith among American people that the constitutional system of checks and balances simply will not do in this modern age. We are told and over and over again by men of great prestige that Congress, especially with a Democratic President, must, if it is to be workable, is out of place in the jet-speed 20th century. (Interestingly enough, such statements also sidestep Barry Goldwater out of place in this age, although few if any of them can fly solo in

Lobby Ideals
Again, one must immediately concede that these gentlemen are motivated by genuinely lofty ideals. They sincerely believe that reforms advocated by them are (1) absolutely essential to America and (2) likely to be delayed or scrapped altogether in Congress. (It goes without saying that today’s Liberals are equally as impotent as impatient with States’ Rights, and would concentrate all power and control of the Federal Government, where they would—as noted—concentrate all power. The result would be anarchy. Congress would be left with few if any worthwhile duties.)

As a conservative, I maintain (with Jefferson) that the Legislative branch of Government is the best guardian of people’s liberties, since it is closest to the people. In our Federal system, the Senate in particular has a role to play in that it was traditionally supposed to safeguard the rights of the individual sovereign states.

The House, being elected every two years, was specifically given power of control over taxes, spending and the like, thereby insuring that these vital powers would not be at the mercy of the President. However, it is clear that the Legislative branch will bring them into being!

Increasing the American Liberal’s taking a Machiavellian attitude towards politics. They look upon the American people much as Pavlov looked upon his dogs—as a lower form of life to be manipulated and “trained.” This attitude is directly contrary to the traditional American belief in reasonable free men electing representatives to govern them according to law and within constitutional limitations. The Liberals, in their desire for speedy reforms, are revealing an increasing naughtiness. The reason they disgust the Legislature is that they distrust the people. They think people are too stupid to know what’s best for them, and that any Liberal in their wisdom, presumably know what is best. The reforms they propose would give them absolute arbitrary power to rule, not govern, America. The difference between ruling and governing is the difference between dictators and dictators. Congress has a policy. That is the high, the best form of society ever devised. By proposing reforms that can be a benefactor of good, Kennedy and his ad- visers are really advocating re- action on a massive scale.

Lessons of History
History records a number of Republics which fell because they (1) eliminated constitutional safeguards and evolved into a mob- ruled democracy, and then (2) moved directly into a hereditary monarchy or dictatorship. Greece, Israel and Rome offer well-known examples. Other examples can be found in the historical cases of the Dutch Federal Republic, the rise of the Commonweal under Cromwell and the Republic of Novorad in Russia. In some cases, outside forces conquered these Republics. In many cases, internal strife resulted in dictatorship and then hereditary monarchy. In every case, the most salient fea-

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Not a New Issue
September 10, 1963

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Co.
JFK’s “Reforms” Are Reactionary

Continued from page 13

current in Florence: "That republic enjoyed many years of a free su-
city. But eventually one family gained power and used every con-
"The Art of Speculation"

timeable means to consolidate their power. The Republic re-

lected in name only, as the Medici’s consolidated hereditary

The Art of Speculation

The commercial and Financial Chronicle ... Thursday, September 12, 1963

continued from page 3

bank deposits, government bonds, bills of exchange, and other assets which were wiped out. This tragic condition unquestionably influ-

enced the art of speculation. The mature sculptor, the painter of pictures, the composer of music, the poet and prose, the performer of any kind of art such as acting, dancing, singing, playing an instrument, etc., what is the most impor-
tant ingredient in the art of speculation? To my mind it is timing. It is noteworthy that this ingredient is also involved in most of the other arts cited, and if the painter and sculptor may seem to be exceptions, they are not the least among the following. For the surgeon must work with speed and precision and act with grace and also in the proper mood. Many artists of all kinds are often out of mood, or moody, is—is itself—evidence of their talent. The spectator should take heed of that phenomenon and not make commitments whenever he feels out of the proper mood.

Major Irritant

What irritates any artist more than anything else? It is the enemy, the public who enter the field without evidence of talent, with-

out a real urge and frequently only as a dilettante. But besides talent, art also demands work, worry and a measure of worm-

wood. Art cannot be undertaken lightly, an attitude assumed by so many amateurs in the many fields of endeavor. In the 1920’s of the late boom era, a very significant fact observed and commented upon then is that many artists and amateur artists who entered the speculative arena as operators or representatives of others. At that time, when I observed novices crowding into the stock market, people with no experience although well established in many other businesses, were not only not warned how they would fare, but also I pondered on the state of the economy that would seemingly support and reward such neophytes so quickly. My concern was not only justified by the 1929 debacle, it also helped me to anticipate it, forewarned a little by this phenomenon alone.

But there were other note-

worthy evidences of danger in that era, as in later boom periods. At such times, people tend to get careless with their speculation and they can become belligerent and ostentatious. They claim not to be speculating, they "invest" in mutual funds (fancy-
erly called investment trusts) which do their speculating for them, and they can certainly be enthralled by watching a surgeon at work, and says automatically to himself "I wish I were a surgeon" then he may be on the right track. But if his reaction is only: "I wish I were a surgeon" then he had better not try. Lik-

enesses: It is interesting to ask how much of the urge must be next to overwhelming, if not entirely so. For the urge will rise out of one’s talent and talent is underneath to inspire and support it. It has never been

done the foreseeable mean-

that only those with inborn talent ever buy. But sometimes, for if one wants only to save and invest, he can get sound advice from many reliable people who must sit tight with his hold-

ings, except on rare occasions. There is a danger that the man may become a potential trader, or he is at least certain to get hurt. This does not mean that one should not engage in art, too, as nearly everyone knows who has been to Las Vegas and similar places, as well as to the horse races.

For Discussion

There are other essentials to successful speculation, and they are essential to timing. One is hedging, at least to the extent of diversifying, especially at the beginning of a campaign. For one may be perfect on timing but choose the wrong vehicle or "horse" to bet on. At the turn of the century when automobiles were first coming into production and use, who could say with any certainty which companies would succeed and which fail? But when they succeed was fairly sure, but which order. The reasons for such earnings was later developments such as electronic industries. United Motors and General Motors were started about the same time. Who can even remember the founding of the various individual manufacturing companies which have long since been forgotten in the course of time? Therefore, in order to profit by the ultimate rise of the auto indu-

try, one had to do two important things in its infancy. First, he had to diversify his investments in it, so that if one or more company failed, another one or two might not, and might also grow to great size. The other thing was to follow the general

timing rules as already cited, which involve the notion that an in-

vestor may do poorly on the long run, and who may not, and who may do well if he has picked a strong long-time winner. He will still be the worse for wear, but he is willing to take the chance. Both measures should buy a specific stock when stocks in general are going to do badly. In case of failure, he will not be left with the head of being a speculator, and while he may hope spring eternal and a little obfuscation at the time, he will be 

side shaming until it is mixed with a modicum of talent and art in any form of speculation whatever kind or nature.

Self Discovery of Talents

How does one find out if he has talent for stock trading? Well, how does one decide whether he can paint, compose or perform one of the arts? An urge to do one of these things must well up in him, and przy early in life, too. But how is such urge become evident? By his reaction to what others are doing and have done. Say a gentleman of talent is moved by a great picture or sculpture or building, if one is en- thralled by watching a surgeon at work, and says automatically to himself "I wish I were a surgeon" then he may be on the right track. But if his reaction is only: "I wish I were a surgeon" then he had better not try. Lik-

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timing rules as already cited, which involve the notion that an investor may do poorly on the long run, and who may not, and who may do well if he has picked a strong long-time winner. He will still be the worse for wear, but he is willing to take the chance. Both measures should buy a specific stock when stocks in general are going to do badly. In case of failure, he will not be left with the head of being a speculator, and while he may hope spring eternal and a little obfuscation at the time, he will be thereby adding to his stake by getting more for his money. But such a fortunate condition of people are able to do this over the decades, just as only a hand-

ful of the most talented artists, surgeons, musicians or wise in any field of endeavor.

Brokery adviser, banker or good friend tell him any different. Anyone who says he can make money another, would be doing it for himself, if he had the talent. In other words, he is not only self-confidence as that of speculation, reason being that the welcomers must prove himself to themselves. If they were, they would remain the neophyte’s entry and continue to compete with other artists. Also, the welcomers into the speculators era, hopes to make himself known, to move on the other commissions, etc., rather than for the small honor and the moment when does welcome a newcomer, one who recognizes his peer and hopes to keep at it. This demands a pair of geniuses, the neophyte and the one who real-

izes his peer’s worth.

A true artist must and will disregard com-

mon sense, something which they don’t have and they are perforce inarticulate. All great progress through history has been fostered by the genius, courage and foresight of individuals who defined consensus. Among them were C el u m b u s, Galileo (until he was forced to recant to save his life) Einstein, Newton, Pasteur, Watt, Franklin, Farraday, Banting and Salk, to cite a few. "It can’t be done," shouted from the side-

lines, has thrived more and more success, and thus has saved in di
ding from some prospective mis-
fortunes, it was a good idea and conceded our contention that they could not develop an atom bomb within ten years, they would not have produced and ex-

ploded one in 1949. Their art included real, and faith in them-

selves, such as ours was more in the past than it has been, recently.

Self Criticism

Have we lost much faith in our-

selves? From many examples in public utterances and in print and data, the remarks of numberless individuals one encounters daily, I feel that we have lost much of what we used to say regularly, and is banking on it. And besides our loss of faith, any encouragement to venture is now additionally hampared by various restrictive or penalizing laws on the books. In face of these two influences can lead to serious consequences for our society, and the West. "Nothing ven-
tured, nothing gained" may be trite, but it is true. But venture with sound capital, and they both.

THE OVER-THE-COUNTER MARKET ISSUE

Will Be Published October 3, 1963

* The 1963 Fall edition of our OVER-THE-COUNTER MARKET
ISSUE will present an up-to-date resume of the securities traded in the world’s largest market.

* A list of OVER-THE-COUNTER MARKET stocks on which un-
terrupted cash dividends have been paid for 5 years or longer. It includes corporations and banks which have paid up to 175 years of consecutive cash dividends.

* Don’t miss the opportunity to advertise your Firm, Corporation or Bank in this important issue. Forms close September 30, 1963.

The commercial and financial chronicle...

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them; as we still encourage more individualism than in the

Timing Our Cycles

The timing for successful speculation in the past was closely related to cycles. But in more recent years there have been considerable changes; and making their recognition more difficult. But the most that any government has done is to postpone an evil day, it cannot eradicate one. If our government interfered less in our lives, a cycle would be shorter and less severe. The first great interference the writer can recall was in 1913-14 when the government took over the entire economy was beginning to develop, and to delay it. Andrew Mellon, Secretary of the Treasury then, reduced the rediscount rate arbitrarily. His announced aim was to stimulate the export of funds to Great Britain to help sustain the value of the pound, but instead, what it brought was 1928-29 final upswing in the stock market with the subsequent collapse infinitely worse than what probably would have resulted

The next great fiasco in our financial history was the deliberate debasement of gold contracts by the Executive Branch of Government was later confirmed in the black bag

Under the proper guidance of Congress, it would be the stock market in many bond issues, including those of our government, could be made

One must conclude that at the time as a temporary stimulant to the economy, but like the opening of the Supreme Court's session, in the

time, it could never be reversed and led to our continuing credit spiral ever since. But let us longer range viewpoints when we suppose that in 1933 we had let the money absolve. Recovery would have ensued ultimately, as it at

In the Supreme Court upheld abrogation of the gold contracts in its decision of 5 to 4 in 1934, with specific reference to the Liberty Bond of 192 yr.

Mr. Justice Sutherland said in his dissenting opinion: "From now on the Constitution is gone. He was laughed at by public opinion at the time, and FDR tried to pack the Court long thereafter, when other of its opinions began to thwart his scheme. But who is laughing at the consequences now?

But regardless of all the plans and efforts of our government in the 1930's to cure it, unemployment dogged our country until 1939, when Hitler invaded Poland and war orders began to come to our shores. We were in a similar spot in 1913-14 when World War I restored our economy then. With current unemployment again a national problem, let us beware lest a similar saving grace be handed us again. It is far too expensive in lives, misery and wasted wealth, and it is only a temporary salve, to boot. When St., under the management of Deemer Houghton.

Kirckpatrick-Pettis Branch

RED OAK, Iowa — Kirckpatrick-Pettis Company has opened a branch office at 212 Coolbaugh St., under the management of Deemer Houghton.

National Work-Clothes Rental

Listed on American Exchange

Trading in common stock of National Work-Clothes Rental, one of the nation's largest suppliers and launderers of industrial work clothing, began on New York's American Stock Exchange on Sept. 3, 1963.

The company, with executive offices in Elizabeth, N. J., services more than 54,000 customers in 29 states from New England through the South and Midwest. It operates 24 industrial laundries in 17 cities as well as 540 rental plants, which supply work clothing for National Work-Clothes Rental's own customers and for sale to other industrial launderers.

Nathaniel Cohen (center in the photo), President of National Work-Clothes Rental, and Irving Kirshbaum (right), Chairman of the Board, witnessed the start of trading in their company's stock. The housing of the specialists' stock in the exchange, a block of 200 shares, was reported on the ticker, with the symbol NWC, at 8 1/2 in the first half of the current fiscal year. National Work-Clothes Rental reported record high sales of $8.9 million, an increase of 16% over the comparable 1962 period, with net income of $750,000, up 14%. Net was the equivalent of 33 cents a share compared with 33 cents a year earlier.

A. G. Edwards Branch

ARDMORE, Okla. — A. G. Ed- YUBA CITY, Calif.—Beckman & wards & Sons has opened a Co., Inc, has opened a branch office of the Gilbert Bldg., 1344 Colusa Ave., under the direction of the Dewey management of William C. Swat-

New York Bonds

Publicly Offered


The winning group bid 101.207 for a 3.79% coupon, settling at a 3.665% net interest cost to the borrower of

The general obligation bonds are being reoffered to yield from 2% for the 1964 maturities to 3.25% for the bonds due in 1972. Others in the group are:


Forms Universal Inv.

Alfred I. Scott is conducting a business from offices at 79 Wall Street, New York City, under the firm name of Universal Insurers Service. Mr. Scott was formerly with Emanuel, Deetjen & Co. and Fahnestock & Co.
The State of TRADE and INDUSTRY

Most measures of economic activity posted significant gains in July, and income information for August suggests continued strengthening. In particular, the Federal Reserve Bank of New York in its September Monthly Review, published Tuesday, despite normal quotas of uncertainties, moreover, several factors appear to be working in a further direction of future gains.

"On balance, the performance of production and related indicators since mid-year has been at least as good as most analysts had expected," the Review points out. The upward revision of gross national product figures for the second quarter, now that full June data are available, also suggests more strength than had been apparent earlier.

In July, industrial production rose nearly a full percentage point despite declines in steel and auto output of about 5%. This marked the sixth sizable advance in industrial production in a row. Increasing activity is widespread among industries. Also in July, two important areas of final demand—retail sales and private construction outlays—recorded continued acceleration. The summer pace helps to durable goods quickened after two successive months of declines. The farm payroll employment (seasonally adjusted) rose for the fourth consecutive month.

In August, employment was maintained at about its recent levels, according to the Census Bureau's household survey, while a greater than seasonal decline in the number of young persons looking for work was going on about a slight reduction in unemployment. The unemployment rate, at 9.5%, was the lowest level for this year, and was better than in December 1962 and hardly better than the 1962 average.

Among the uncertainties in the near future are the effects of the drag on steel production caused by an overhang of inventories. Also, continuation of the present upward pace in construction is questionable in the face of recent declines in some leading indicators. Other unknowns are the public reception of the new auto models and the nature and timing of Congressional action.

However, the Bank pointed out, consumer buying intentions have remained strong, and the expected expansion of the military-purchase-pay rise will provide an impetus to Federal spending in the fourth quarter. The Commerce Department—Securities and Exchange Commission—businessmen's capital spending plans point to a sharp rise in such spending in the third and fourth quarters—a rise that is about in line with current expectations. Actual outlays rose in the second quarter, but not quite so much as had been expected. Moreover, a report by large manufacturers in the second quarter recouped most of the first quarter decline. Current profits will increase in the second quarter, a development which may help to encourage the Federal and equipment spending plans for the balance of the year.

Bank Clearings Surge 14.6% Above 1962 Week's Volume

Bank clearings in the latest statement for August show preliminary figures compiled by the Chronicle, based upon telegraphic advice from the week's country, indicate that for the week ended Saturday, Aug. 25, 1962, there were clearings for all the states of the United States for which it is possible to obtain weekly clearings for the corresponding week last year.

Our preliminary totals were $4,091,106,424, $3,859,830, and $2,992,103 for the same week in 1962. Our comparative summary for some of the principal money centers:

Week End. (As Reported)

<table>
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<th>City</th>
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Common Dividend No. 14

The Trustees have declared a quarterly dividend of thirty-four and one-half cents ($0.345) per share on the common shares of the Association payable October 15, 1963 to shareholders of record at the close of business September 24, 1963.

R. A. Johnson, Trustee
September 9, 1963

The Steel Market: A waiting game

Steel production of this year stands at a good chance of running ahead of expectations of people. Steel magazine's automobile statistics compiled for a look at last December's activity, and a fast start for 1964 models is expected. The price will be re-oriented in a stronger steel demand from the auto industry.

Construction is also at a high level and will provide a good outlet for steel even after a seasonal letup for winter.

The tremendous momentum that has built up in the steel market is still not fully recognized, but it's bound to show up in increased output for some time.

Generally, metalworking avoided the summer doldrums output and prices during July and August were well above average levels. A high level of orders both for steel for production and businesses have been built up plans. Of particular interest, however, is the acceleration in new plant and equipment accelerated.

If there were no increase in steel demand and production, 1963 ingot output would total 106 million tons, according to Steel Digest, compared to 105.7 million tons taken for the 1957-59 average.

Even though steel users will continue liquidating inventories the rest of the year, they'll gradually step up their purchases. The steel industry told us the following: Inventories will cover only 10 to 15% of their requirements.

Inventory Reduction

The magazine's quarterly survey of finished steel inventories indicates inventory reduction has been less than anticipated—sum¬ mer vacation curtailments slowed the attrition of strike hedges and accumulations. Also, some consumers didn't ask for delays in delivering steel. It is a case of doing better-than-expected business for the season.

In any case, 74% of respondents report steel stocks decreased three months ago vs. 65% at that time. 12% hold lower inventories than three months ago. 14% say stocks increased in the period.

Labor Day holiday and labor trouble at one of the nation's major mills resulted in steel production being slightly lower last week. Steel estimated ingot output was 1,750,000 tons, only 6% under the previous week's total. Production this week was higher than the Labor Day week's.

The magazine's price composite on No. 1 heavy melting scrap, a steelmaking raw material, held at $272 a gross ton last week.

Record High Steel Imports

For the year, this year for steel is reflected in imports, too. They captured nearly 6% of the domestic market and climbed to a record high of 2,969,775 tons in the first half.

On July 9, a wire took 87% of our market, while wire and rods took 37%, while steel pipe and wire rod and tin plate and tinplate tinplate tinplate tinplate tinplate tinplate tinplate steel accounted for 40%. This leaves the percentage of the first half of 1962.

Iron Age Predicts More Than 100 Million Ton Steel Production

The steel market has survived the inventory liquidation, and the outlook for the full year is for a production of more than 106 million tons this year, Iron Age magazine predicts.

The national metalworking pointed out what about four million tons of steel will be imported into the U. S. this year. When added to domestic consumption that staved off a severe boom year in terms of total steel used in the U. S.

The magazine said that production will be the highest in the period, except for 1965, total output of the nation's steel mills reached 112.7 million tons. The records will be broken in 1963.

The total for the year underscores the high rate of steel centers for off a severe market collapse following the steel labor settlement. Instead, changes in the market will come in with orders that might set a record for new steel and new model production. This has raised new doubts on the state of auto¬ motive steel inventories.

Iron Age opined, there is no question the auto industry went into September with high stocks of steel. But at the rate of chewup as production of 1964 models was ac¬ counted for, the company can be worked down in comparatively short order.

The situation varies. General Motors is still working off its ex¬ cess at a slower rate than Ford. But the major steel making offices late last week indicated Ford is increasing its October output, suggesting it might cut 15% over orders placed earlier.

On July 25, a steel company reported to date, any kind of an up¬ turn reflects the high level of steel consumption, Iron Age said.

At the end of August, production had passed 76 million tons. This is eight million tons more than at the same period last year.

Projecting the production rate of the year through the end of this year, 106 million tons could be reached even without a significant improvement.

And the mills do expect im¬ provement. Even the most con¬servative experts think the inven¬ tory liquidation has passed its highest rate and gains in orders are near.

Iron Age reported these re¬gional market developments:

Regional Developments

Pittsburgh—Overall demand is strong in this market in the Pittsburgh area. However, in¬ dividual items are affected in varying degrees. A mill with a high percentage of flat-rolled, a mill with a high percentage of structural steel to produce sharp gains in October.

Continued on page 30
Floating on air...cushioned in foam

Sleeping is like floating on air, when the mattress is made of urethane foam...a mattress that "breathes" air through every cell, and weighs so little that a housewife can lift it over her head! By combining exact proportions of five chemicals from Union Carbide, this versatile foam can be made soft, firm, or rigid. Mattresses, upholstery, and pillows can be given their own degrees of resilience. Other formulations produce superior insulation in the form of prefabricated rigid panels or foamed in place. In a refrigerator trailer body, this insulation can be used in much thinner sections than conventional materials, so cargo space is increased substantially. Recently, Union Carbide introduced "climate-controlled" polyether, which results in uniform foam properties despite such curing variables as summer heat and humidity. Another Union Carbide development is production of the first polyether for flame-lamination of thin foam sheets to cloth, adding warmth without noticeable bulk. In their work with chemicals, the people of Union Carbide have pioneered in developing polyethers and silicones for urethane foam, found new uses for the foam, and shown customers how to produce it.

WRITE for booklet D-21, "The exciting Universe of Union Carbide," which tells how research in the fields of chemicals, carbons, gases, metals, plastics, and nuclear energy keeps bringing new wonders into your life.

Municipal Issues At Record Total

WASHINGTON, D. C. — New issues of municipal bonds sold during the second quarter of 1963 totaled a record $2.5 billion, according to a quarterly review of the municipal bond market in the latest issue of the IBA Statistical Bulletin (August, 1963) published by the Research Department, Investment Bankers Association of America. The new quarterly sales record exceeds by more than $100 million the previous high set in the first quarter of 1951. Sales with totals for the first six months exceeding $5.6 billion, it seems almost certain that this year's municipal volume will reach a new high and exceed the record $8.7 billion in sales set in 1962.

Second quarter sales of general obligation municipal bonds totaled $1,632 million, or 59% of the quarterly total, while $996 million in revenue issues were sold, representing 36% of the total. The remaining 3% consisted of new Public Housing Authorities issues. Sales of revenue bonds continue to increase proportionately at the expense of general obligation bond issues.

New York led the nation with total state and local municipal bond sales of $402 million during the second quarter. California was second with sales of $388, Pennsylvania was third with $275 million, and Illinois ranked fourth with sales of $183 million. Washington, Florida and Tennessee each had total municipal bond sales in excess of $100 million.

First Midstate Opening

BLOOMINGTOWN, Ill.—First Midstate Incorporated has been formed with offices in the American State Bank Building, to engage in a financial business. Robert Mack Brown is a principal of the firm. He was formerly an officer of C. E. Bohlander & Co., Inc.
First-Half Earnings Set Record
for
Standard Oil Company (INDIANA)

35% INCREASE IN EARNINGS
For the first six months of 1963, Standard Oil Company (Indiana) consolidated net earnings totaled a record $91,758,000 as compared with $67,658,000 for first-half 1962. Earnings were $2.55 per share, a 35 per cent increase over the $1.89 per share in first-half 1962. Total revenues were $1,392,184,000, compared with $1,315,961,000.

REGULAR DIVIDEND INCREASED
The regular quarterly cash dividend was increased 5 cents to 50 cents a share, payable September 10, 1963. Dividends have been paid each quarter for more than 50 years.

DETERMINING FACTORS
Contributing to our record earnings were higher sales of refined products; higher production of crude oil, natural gas liquids, and natural gas; continued close control of operating costs, and somewhat higher prices for gasoline. Gasoline prices, though higher on an average than a year ago, were still substantially below normal, and below the prices received in the last quarter of 1962. In many major metropolitan areas, severe price wars continued to plague the industry.

RECORD PRODUCTION AND SALES
All major operations set new first-half records. Net production of crude oil and natural gas liquids averaged 384,000 barrels a day, a gain of 5 per cent. Refined products sales averaged 770,000 barrels a day, up 3 per cent. Sales of natural gas increased 3 per cent to an average of 1.934 billion cubic feet per day. Chemical sales were up 20 per cent to 474,000 tons.

DIRECTORY

Standard Oil Company (INDIANA)

Major Subsidiaries

AMERICAN OIL COMPANY manufactures, transports and sells petroleum products in the United States. In 15 Midwest states it markets through its Standard Oil division.

PAN AMERICAN PETROLEUM CORPORATION explores for and produces crude oil and natural gas in the United States and Canada.

AMERICAN INTERNATIONAL OIL COMPANY directs foreign operations outside North America from headquarters in New York City.

SERVICE PIPE LINE COMPANY operates common carrier crude oil pipe lines, transporting crude to refineries of American Oil and other companies.

AMOCO CHEMICALS CORPORATION manufactures and markets chemicals from petroleum.

TULOMA GAS PRODUCTS COMPANY markets liquefied petroleum gas, natural gasoline, ammonia, and related products.

INDIANA OIL PURCHASING COMPANY buys, sells, and trades crude oil and natural gas liquids in the United States.

STANDARD OIL COMPANY (INDIANA) 910 S. MICHIGAN, CHICAGO 80, ILLINOIS
Stocks took a breather this week from something that might be a high industrial average, but showed no intention of backing down in much of their profit-taking was evident in spott

In only five trading sessions, more major 900 stock changes had a high turnover. And, although Wall Street likes to use the word "chronic," it is telling of the high-level distribution of stock.

Raid Still Lag

The suspicious element was the failure in the surge which had hit a high for this year on Aug. 30 and made no serious gestures toward direction since. With the rails ignoring the historical action by the senior averages, there had been a little cause for caution at least. No much attention has been paid to the rails, and the support supposedly, essential to continued industrial gains for a long time. The rail average made a bid to top the 1929 peak as long as 1955. A larger winter mark of 181 was recorded, still shy of the 1929 mark, reached a general先导. The August peak was just under 177. So far progress by the rail section as a unit has been missing for long. When the carriers seem to have a good year in 1956, the industrial average was only a few points above the high of 1955, largely due to the inputs and purposes, went on for more than 200 more points with it.

The new principle of compulsion, in which the recrushing all strikes put on the books failed to rekindle interest in the strike problem, of course, not all the strike problems will evaporate automatically and some months are still in a strike situation in some labor peace, or lack of it, will be apparent. Uncertainty has always worked where strikes are.

Actually, the followers of the rails, on account of the fear that their profit picture this year and a chance for the best showing since 1929, are probably no better brightened by the possible economies of the many, long-remaining mergers; by greater efficiency, possible with the scientific strides being made; and probably their economic development and the follow better utilization of the labor staff.

But the speculative following that is more or less constant in the type of markets that have been in recent years, to take a little truck with rails for a long time, and glamour status for them is only a memory.

Appealing Growth Issue

New items, like John's Bargain Stores in the variety chain, can have a very short life in a growth which is not possible by a railroad. From 1958 to last year, this chain rose to 222 and boosted sales from $10 million to $40 million. It still carries a 35% profit on $220,000 to $250,000. This is the type of growth story that the eye of today's investor.

And it isn't just the past growth story the view in the John's Bargain Stores situation is that it now has a new set of the rate on two a week and expects to bring the rate on the end of the year and go on from there to something like 500 in the next three years.

A Company Ex-Glamour

A former issue that had its glamour tarnished a bit was Universal Oil, which is being proposed for a much better rate and could have built and made a worthwhile turn. Universal Oil would help, according to its participation in developing an anti-emergence exhaust in devices that meet with the approval of California, which is the state pushing hardest for such items mandatorily.

It is an important element since some projections are that California could produce sales of some $300 million alone if some firm in that state went with such a satisfactory device that wins the state's approval. But a decision isn't in the cards for the year or being the generally accepted target date.

One other element that pertain to Universal Oil of solid worth. It is the largest organization in oil field engineering techniques and construction engineering. And it produces many different fields.

A combination of a strike, heavy plus a heavy decline in sales of some of its refining catalysts, was one disturbing attribute. The latter was a somewhat ironic note because it proved some work in improving refining techniques that contributed to the lessened need for the catalyst. But the ground lost seems to be being retracted with improvement shown in the first quarter of this year.

ATT - Dividend Increase Candidate

Some discussions in market letters were critical of earnings on Telephone both because the company is so widely regarded as a stock buying and because the dividend has not been raised since the early 1960s. Against the current $3.60 pay-out, the general expectation is that with the dividend improvement does come, the payment will be $4. And that would represent a boost in the indicated return above the 3% bracket to make it the highest of any major stock.

The next Telephone dividend meeting will be in mid-December. But the meeting at that time of the "year have been the ones when financial plans were revealed and many of these were accomplished via valuable rights to the holders. And, when the shares were split and the dividend boosted twice in recent years, it was at those meetings that the action was taken. Full attention to Telephone at this time is not a matter of the money out, however, is the uncertain ele

ARNOLD SUDLER ADDS

Denver, Colo.-Arco C. Sudler & Co., American National Bank, have added to their staff Eugene P. Agee III, Douglas L. Meader, A. Moses and Harold K. Saab. Mr. Agee, Mess and Saab were formerly, with Schreber, Sharp, McCabe & Co.

SMITH

American Telephone and Telegraph Company

American Telephone and Telegraph is the largest utility company, with system revenues of over $9 billion and average profit of 11.9% on capital of $23 billion. It controls twenty principal subsidiaries which are consolidated for public utility purposes, for their consolidated balance sheet only. As a result, A.T. & T. is an important stockholder, but will be limited to voting only.

Meantime, however, A.T. & T. was also greatly improving its telephone systems and, it is laying additional cables to take care of its rapidly increasing traffic. In recent years small in order to design the new type of cable efficiently. The latter will be available in a few years.

American Telephone and Telegraph was incorporated in 1956, with the acquisition of the Bell telephone companies and the Bell System. It has been operating continuously, and a small equity in Bell Tel. of Canada. It is both an operating and holding company, and effectively operates long distance lines connecting its own system units and also those of some 2,000 independent telephone companies. Approximately, 75% of system revenues are from local service and 45% represent the parent company's toll revenues. The parent company's results are reported to stockholders only on a combined basis, although some parent company results are tirable from reports to the FCC.

The Bell System buys its equipment from Western Electric Company which has contributed substantially to earnings in recent years. It is a wholly-owned research and development company, operated in the interests of the parent company's research achievements (including development of the transistor) and its importance to the communications industry.

A revolution in the communications industry is underway based on the intense research efforts of the Bell System made over the past years and the development of new and innovative technologies. Bell Labs was formed, in the research department, and leading to new designs for transmission and switching systems. Electronics and the control equipment in increasing the versatility of the dial system, and the expanding of the applications of the telephone system. The telephone itself is being redeveloped, as is the power system, as well as its support functions. The telephone has been redeveloped, as is the power system, as well as its support functions.

The telephone is obviously a very wide variety of whole sale and retail sales of co-operations for business communications, between and within the lines of systems, a customer, automatic transmission of data from one company to another, and to outside, further development of telephone on a world wide basis, the Bell System is involved in the Bell Labs. Bell Labs expects to a billion dollars a year in the next decade.

A.T. & T. are in a position to do this. To enter into the market with Telstar I and Telstar II were highly successful, but the satellite I is no longer dependable. Radiation from the equipment was damaged early in Telecommunication Corp., is hoped that will be more effective, with Telstar II, but other difficulties have apparently interfered with such improvements. Satellite Communications Corp., in Washington D.C., is another example of the same characteristics of people.
Electronic Associates, Inc.
Stock Offered

An underwriting group headed by W. C. Langley & Co., New York, is making a public offering of 100,000 capital shares of Electronic Associates, Inc. at $70.75 a share.

Net proceeds will be used by the company mainly to finance increasing inventories and receivables and to finance plant expansion.

Electronic Associates, Inc., Long Branch, New Jersey, is a maker of computers and related equipment and laboratory instruments. Approximately two-thirds of its net sales are derived from precision general purpose analog computers.

In the last five years United States Government business accounted for an average of approximately 36% of net sales, and in the first half of 1963 such business amounted to approximately 43% of the total. Other sales were primarily to industrial and commercial users and to educational institutions. Foreign operations, carried on through a Belgian branch and subsidiaries in England, Germany, France and Australia, accounted for approximately 21% of the 1962 net sales. Net sales for the 26 weeks ended June 28, 1963 amounted to $12,400,381 and net income was $164,914. Upon completion of this stock distribution the company will have a total of 1,020,606 shares of capital stock outstanding.

Customers Brokers To Meet

The Association of Customers' Brokers will hold its first quarterly meeting and dinner Tuesday, Sept. 17, at Oscars Depizons Restaurant, 56 Beaver Street, New York City. Tariff is $5.00.

Llewellyn P. Young, New York Regional Administrator of the Securities & Exchange Commission, will be guest. He will make a few informal remarks regarding the workings of the SEC and has consented to answer questions on the subject.
MUTUAL FUNDS

BY JOSEPH C. POTTER

But You Can Sell the Dow

A week ago the Dow-Jones Industrials set an all-time peak, touching off celebrations in those Financial District cubicles terrorized by a restricted fraternity whose members rise to fame or fall from grace by following the changing pattern of a squiggling line that charts 30 blue-chip stocks. It matters not, though, that a prophet who proved himself right on the course of the Dow did little or nothing to enrich his clients or himself as a consequence of the confirmation of his prognosis.

It is a fortunate fact that there has grown up a nation-wide army of investors which has come to recognize a new top for the Dow can't always be negotiated at the

greatest. The skeptics long ago contended that you can't buy the Dow. And they also know, that if you do buy it, you will be saddled with laggards, even in the fading days of the summer of 1963.

After the Dow auto-motives and oil that accom-
plished the trick. Steels, Tele-
phone and Cassiopeon cars get off the launching pad. Sears, Roebuck was an aid to the prophets, but in doing so it showed neither aid nor comfort to the seers or the investors.

If you can't buy the Dow, at least you can sell the Dow, as quite a few sellers of mutual funds have learned. When that average was plummeting in the spring of 1962, selling funds became too arbiter a court for many in the trade. The funds, the pub-
lic and the persevering sellers are better off for their disappear-
ance from the investment scene.

Just as the sharp slide by the Dow brought on its doom, so the sensational rise of the past year, culminating in a new Dow of 600, makes the average, if it does not promise Nirvana (ut-
ility), new hope.

The chore now is, as always, to select the right companies. If fund management does this better than the average, the investor is handsomer or the industrious young executive in Skokie, it should oc-
ternalize his own funds.

Funds are, if nothing else, thorough. Their people have been to study companies to a point where corporate manage-
ment become's irritated at the questions. And there are com-
panies that are even more an-
noyed at the absence of interest by the funds. A major benefici-
ary, of course, of all the probe and study is the investor, who does get the fund service for nothing.

In passing, it might be noted that he is no longer known to pass par for lack of information or misinformation in operating on his.

As for the funds, they have been known to make mistakes, even after much research and brain-storming. But they do enjoy the benefits of diversification within the portfolio, so that the occa-

sional mistake is easily compen-
sated by the long-term rewards.

The Funds Report

Affiliated Funds report that at the end of July net assets totaled $2,574,890, or 1.412 a share. At the end of the fiscal year on Oct. 31, 1962, assets were $2,407,231, or 1.419 a share. During the current fiscal year the company has added American Investment Trust, Radiator & Standard Sanitary, Kemencott and Union Bank-Camp, Omnibus, to the average, and it does not promise Nirvana (utility). The.

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toted $46 billion after a decline of $6 billion.

Among the smaller categories of life insurance investments, for-
ign securities showed increases at midyear. Foreign government
securities totaled $2.2 billion and were up $356 million. Foreign
corporate securities totaled $3.2 billion and were up $404 million.

Much of the growth in foreign investments by individuals.

in other countries, particularly Canada, comes from life insurance
premiums paid by policyholders in those same countries.

Real estate owned by life insurance companies, including in-
vestment properties as well as company offices, totaled $4.2 billion,
an increase of $125 billion. Other assets totaled $5.7 billion and
were up $210 million, including adjustments to market values of
common stocks. The amount of outstanding policy loans was $4.4
billion, an increase of $230 million. The companies' cash re-
sources totaled $9.2 billion.

Foreign Trade
Council Opposes
Special Bond Tax

All financial transactions con-
ected with the active conduct of
American trade and busi-
ness should be exempted from the
proposed "Interest Equalization Tax," the National Foreign Trade
Council pointed out to the House
Ways and Means Committee
hearings on the subject.

Financial transactions entered
into during the active conduct of
many kinds of foreign trade and
business would be subject to the
new tax if H.R. 8000, as intro-
duced, is enacted into law. It was
contended by Joseph B. Brady,
Vice-President and Secretary of
the NFTC Tax Committee, in

Testimonies prepared for the House
Committee on Ways and Means.

The "Interest Equalization Tax
Act of 1965" (H. R. 8000), reflects
the President's statement in his
Balance of Payments Message
that "long-term capital outflows
consisting of... portfolio invest-
ments in the form of long-term
loans or securities purchases have
been rising rapidly.'

Transactions Harmed

Although H. R. 8000 contains
exemptions from the proposed tax
for certain transactions connected
with exports, direct investments,
and investments in less developed
countries, many normal transac-
tions of foreign trade would be
subject to the bill. Among the
specific examples cited by the Na-
tional Foreign Trade Council
were loans in connection with:
(1) sale of crude rubber in an
European country, even though
the rubber had been produced by
the same United States company
which was selling it; (2) loans to
persons to establish gasoline sta-
tions in any developed country
to sell gasoline produced almost
by the United States company
making the loan; (3) the financing
by United States corporations of in-
dividuals in connection with busi-
ness projects in Latin American
countries and other less developed
countries; the tax is imposed in
such a case even though the assets
of the United States companies
parallel the aims of the Alliance
for Progress; (4) sales in Euro-
pean Common Market countries
of goods produced in Europe by
United States companies; (5) loans
by United States steamship com-
panies to foreign travel agencies
to foster tourism to the United
States.

In his testimony, Mr. Brady
stated: "The basic purpose of the
National Foreign Trade Council
is to promote and protect Ameri-
can foreign trade and investment.
NFTC has urged continuously that
American foreign trade and busi-
ness which constitutes an ex-
tremely important integral seg-
ment of our total economy be fos-
tered." The Council is the major

national association of companies
engaged in international business.

Hawthorn-Mellody
Common Offered

Hempell, Noyes & Co., New
York, as manager of the under-
writing group, has announced the
public offering of 479,000 common
shares of Hawthorn-Mellody, Inc.,
at $22.50 per share. The shares
are being sold for the account of
the sole shareholder, Processing
and Books, Inc., and none of the
proceeds will accrue to the com-
pany.

Hawthorn-Mellody, with its
subsidiaries in a leading dairy and
ice cream company in the Chicago
metropolitan area. It processes
and distributes milk, ice cream
and dairy foods in that area and
in Wisconsin, Illinois, Michigan,
Missouri, Kansas, Pennsylvania,
New Jersey, and New York.

Joins Black Staff

PORTLAND, Ore. — Stephen G.
McNeil has joined the staff of
Black & Co., Inc., American Bank
Building, members of the Pacific
Coast Stock Exchange. He was
formerly with Donald C. Sloan &
Co.

TO SERVE A GROWING NATION...

THE NEEDS OF AMERICA grow and grow ... stimulated both
by increasing population and by the insistent demand for progress.
It is industry's task to anticipate and meet these needs.

TO HELP MEET THESE NEEDS Cities Service has streamlined
operations, stepped up research, and invested substantial sums in
improving and expanding facilities. It has broadened its services to
all segments of our national economy ... in hydrocarbon energy,
the petroleum products, such as new gasolines and motor oils,
and an ever-widening flow of petrochemicals and allied products rang-
ing from plant foods to printing inks.

THE RESULTS are reflected in benefits shared by employees, in-
vestors, and customers. Of even greater importance, these achieve-
ments ... united with those of all forward-looking industry ... will
help assure the continued leadership and security of this nation in
the challenging years to come.

CITIES © SERVICE
SECURITY SALESMAN’S CORNER

By John Dutton

"Bunk" Is Part Of Our Business

Every successful security salesman understands that his work involves a knowledge of the motivations of salesmen and a capacity to handle them and selling compulsions. As A. W. Wilder quoted in his "Chronicles" last week, from Smilie’s "Popular Finance," "great economic and psychological laws are inflexible and their violation is always attended by serious results." In addition, "people are better entertained by what they cannot understand than what they could understand if they made the effort." Mr. May states that this work (now republished by James Fraser at the Institute of Contrary Opinion) is a "learning"--to identify the delusions which seek to create an ultimate aim--the protection of his capital and the profits that come from the same channeling of his money.

Any experienced investment analyst, trust officer, or investment salesman, has seen one cost after another make havoc of fundamental economic principles. The public as a mass does not understand a very few of these only. This is why we have nonsensical products, harmful sub- scriptines, and dangerous ideologies that par- rade as antidotes for all sorts of human misfortune and are accepted by the great unhedging herd, when a few clever mar- keters of public opinion have access to mass communication media.

Last week, when the Dow Indus- trialists made a new high, a newspaper in a city of 750,000 people placed the following ad across its front page: "Market Swings To New All Time High. Then followed: "Big, big news of some complicated "mash" of interconnected sub-deals, all condensed into four paragraphs telling of the stock market's bright future that is coming. If ever a. hashed-up scheme to benefit those in a finan- cial panic was paraded before your CUSTOMERS AND MINE—this was it. The person who wrote it knew nothing about the real "guts" of technical market moves, the nature of our present situation in every line of business, he just had a story that would sell papers! That's why the public IS ALWAYS WRONG. Men who want to be jacked up emotionally . . . they are too lazy to think. So you have two things, the perverted outline of something every expe- rienced SECURITY SALESMAN knows.

Job Number One

You must be a judge of what Charles Mackay called "The De- Losions and Fantasies of the Middle Ages". What is coming next as a fad? It is not what is. It is what the people who THINK WILL BE. This deals with TIMING. It is the most im- portant element in handling a present- day trading account. But this subtle ability to study fundamentals and then RELATE them to the NEWS, to advertising, to what is going on in the minds of THE SHEEP WHO FOLLOW the smart boys who lure them to the shearing pen. . . . is what makes stock prices move up and down.

The security salesman's first job is to keep people out of "the fad" in mob thinking is coming up next. Will it be "wild inflation" of stocks this time or what? The only way that means but the words make a "stock" impact? Will it be the war, or the administration must create a great war scare to stay in power? Science will lead to a super-plutonium that will all live to be five hundred because the Bloopus Drug Company has a new pill; there will be ten million new babies that will need a conditioned-school rooms will be empty, so the American Library Association can say that there's an end to Russian, so buy the publishing stocks that will publish Russian literature in a period of decalogue, so spend it all and run for the hills—you name it—we have had much more almost as bizarre as some of these. . . . But we are not in business to try again.

So if you want to time the pur- chase or sale of your customers' stocks, the stocks that are popular "con game" is coming up next. Watch the press, the tele- vision, and read a few of the u-lar magazines. They all follow each other . . . just the same as the newspapers follow each other, the majority of the most of our stock salesmen. The man who wrote the Fied Piper of what was to state charging the rats . . . remember? "We all follow the men with the hands on the watch and the public if we want to make money for our customers, WE MUST KNOW WHAT TUNE HE IS GOING TO PLAY NEXT MONTH ON MAY MADAM." Our Second Job

Our second job is to become objective about our business. If we know that for the most part the people we deal with have no more idea of what they are doing with their money than they know about what they should make of their lives . . . then we can't be concerned. There is a small minority of in- telligent thinking people in this country. They see facts. They go to authoritative sources. They ask documented proof. They make their decisions based upon educated guesswork that an idiot is a gamble and every decision can be wrong or be right. They seek competent, honest medical advice and a legal opinion, and other help in- cluding financial advice. They DO LIVE FOR THEIR LIVES FINANCIALLY.

When you find such customers, you can talk to them of personal wealth that they might be thankful. Give them every ounce of your dedication, unblazed for their personal wealth, and a detached analysis of their situation as re- lated to the crazy world around them.

There are also people who have no idea of their own purpose in life. Their heads are down, they are looking at the popular columnists, and the "bunk steers of opinion" motivate their decisions, and don't even try to bring some sense into their lives. For such individuals, the best pos- sible advice is found in the old saying: "When a person doesn't know what to teach him, but when a person makes him do what he doesn't know . . . avoid him."

In summary, the most impor- tant job is to interpret to these two fundamental facts about the business of being a professional security salesman:

1) You must evaluate what people are going to think of a given stock. The next thing they will be doing is to find the next "investment" which means but the words make a "stock" impact. Will it be the war, or the administration must create a great war scare to stay in power of science will lead to a super-plutonium that will all live to be five hundred because the Bloopus Drug Company has a new pill; there will be ten million new babies that will need a conditioned-schoolrooms will be empty, so the American Library Association can say that there's an end to Russian, so buy the publishing stocks that will publish Russian literature in a period of decalogue, so spend it all and run for the hills—you name it—we have had much more almost as bizarre as some of these. . . . But we are not in business to try again.

2) Don't try to make a thinking man out of one who finds it much more pleasant to live in his own opinion of emotional hallucina- tion. This takes years of training, of self-control, of self-analysis, and belief in the ground many times—and try again.

Salemans Assist Free Enterprise Fair’s Exhibit

A novel grass-roots technique for raising money to build the Hall for the New York World’s Fair was disclosed recently by The American Eco- nomic Foundation, and with a gift of $78 from 31 salesmen and department heads of the Oklahoma Hardware Company.

The gifts were solicited by W. C. West, chairman of the company, who has made his own contribution earlier.

Mr. West had a very fine way for American businessmen to show their support of the free enterprise movement. As the letter of the Clark, chairman, The American Economic Foundation.

Hardy & Co. Offers

Investment Courses

Hardy & Co., members of the New York Stock Exchange, has announced that it will initiate its eighth year of offering investment courses on Tuesday, Sept. 17, at 10:30 a.m., at 79th and Sixth Ave., at 8 p.m.

As in the past, Samuel C. Green- field, the firm’s investment ad- viser, will conduct three courses which this year will run on nine consecutive TUESDAY evenings. Ten topics on "Buying and selling emotionally—start investing scientifically," Mr. Greenfield will cover. He will discuss the subject of security evaluation and manage- ment which is of vital importance in general to the planning of the individual estate.

Joins Ranson Staff

DENVER, Colo.—Donald C. Coz- zetti has become associated with Ranson & Co., Inc., 145 Sherman Street. He was formerly with Edward D. Jones & Co. in Pueblo.
than did the New Deal or the Fair Deal.

Time to Reappraise
This in essence is the situation by which we are confronted today. Considering the other end of Pennsylvania Avenue has led the President, always a master politician, to modify some of his proposals and according to word from Washington he may very well fail to get anywhere near all even of what he is now asking. The fact is thought, that hostility in Congress does not seem to be altogether a matter of basic principle, but rather an outgrowth of a number of other causes. Meanwhile, another national election — including that of President — is looming. It is time that the rank and file took another and closer look at what is going on.

Phila. Bond Club
Field Day Outing

PHILADELPHIA, Pa.—The Bond Club of Philadelphia will hold their annual field day outing on Friday, Sept. 27 at the Huntington Valley Country Club, Huntington Valley, Pa.

Guest fee will be $25; check payable to the order of the Bond Club of Philadelphia should be sent to Edward B. Stokes, Elkins, Morris, Stokes & Co. For those planning to enter the golf tournament there is a green fee of $6 plus caddy charges.

Prizes in the golf tournament will be awarded for low gross (member); second low gross (member); low gross (guest) second low gross (guest); senior low net; low net cut-offway (member); nearest pin; and longest drive. There will also be a Philadelphia vs. New York team match based on the four lowest net scores of each team, with awards for the winners and runner-up.

In the trap shooting event, awards will be made for high gun, second high gun, high handicap, and second high handicap.

Prizes will also be awarded for tennis, putting, bocce and horse-shoe pitching competitions.

Members of the field day committee are:

Field Day Chairman — Richard W. Hole, R. W. Pressprich & Co.

General Chairman — Harry K. Hiestand, Reynolds & Co., and John B. Richter, Butler & Shererd.


Entertainment—Harry K. Hiestand, Chairman.

Golf—Eugene Arnold, Jr., Robinson & Co., Inc., Chairman; Don-


Publicity—Clifford C. Collings, Jr., C. C. Collings and Company, Inc., Chairman.


Trap Shooting—John R. Woodford, American Securities Corp., Chairman.

Stuart Haupt Partner

Robert F. Meffert, member of the New York Stock Exchange, has been invited to participate in the Exchange member firm of Stuart Haupt & Co., 111 Broadway, New York City.

Form L. A. Frances Ltd

L. A. Frances Ltd. has been formed with offices at 271 Church Street, New York City, to engage in a securities business. Officers are Lawrence Martire, President; Joseph Lombardo, Vice-President; and Robert L. Smith, Secretary and Treasurer.

Draper, Sears Branch

CHESTNUT HILL, Mass.—Draper, Sears & Co. has opened a branch office at 200 Boylston St., under the management of Irving H. Gale.

Here is one repairman who doesn’t send a bill!

Of course, you may never need him, either. The average telephone gives years of good service without repair or adjustment of any kind.

But if your phone ever does demand attention, just call the Repair Service (see your directory). A telephone man will come promptly. He'll do a careful job. And there will be no extra charge for his visit.

Does anything else you use so often give you such dependable, low-cost service as your telephone—year after year after year?
The Treasury is making an offer of an "advance refunding" of its securities in order to push ahead the maturity of its outstanding obligations. This "advance refunding" operation of the Government should clear the way for the reduction of some of its long-term obligations, especially many of the outstanding bonds. The very heavy concentration of maturities on May 15, 1964, (14.5 billion) may be kept alive, at least, as a point of pressure for the Treasury to come along with a deal like the current one.

In addition, by taking out a substantial amount of the 1964 maturities of the Treasury, in the first place for the issue of some of its securities in order to open the market for those issues to issue sizable amounts of short-term obligations to the public, or to get some money. By such an undertaking, near-term interest rates will be kept on the firm. Under the present way, it is indicated that we will be giving aid to our balance sheet operations, by the bond market. The "Joint advance refunding" offer was made to holders of 20,000,000 of 3% notes due Aug. 15, 1965, 4,544,000 of 4% notes due Aug. 15, 1966, 4,257,000 of 3% notes due Aug. 15, 1967, and 2,482,000 of 3% notes due Aug. 15, 1967.

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New Payments Program Can't Solve Basic Problem

Continued from page 1

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the auspices of the Committee of Concerned Scientists and
the United Nations, an organization newly formed to take care of itself some time bèfore
the United States and the Federal Reserve System. It had originally promised that the deficit would
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The Great Depression of the 1930's was the
result of the failure of the gold standard, which had been
in place since the 19th century. The gold standard is a system in which all currency is backed by gold, making it
stable and reliable. However, during the Great Depression, many countries stopped using the gold standard,
leading to hyperinflation and economic downturn.

The World War II era brought a new system, the
International Monetary Fund (IMF), which aimed to prevent
future financial crises by creating a stable global economic
framework. The IMF was established by the United States, United Kingdom, and France in 1945. It
provides loan assistance to countries experiencing balance of payments difficul-
ties and promotes monetary cooperation among member
countries.

Since the 1970's, the IMF has struggled to adapt to the
evolving global economy, particularly with the rise of
currency crises and the globalization of financial markets. The 1997
Asian financial crisis highlighted the need for reform, and
the 2008 financial crisis further emphasized the importance
of addressing the issues.

The IMF remains a key player in the international financial
system, working with member countries to stabilize economies
and promote economic growth. Its mission is to foster global
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New Payments Program Can't Solve Basic Problem

Continued from page 27

The black, although not sufficient-

ly to offset the deficit in the public sector.

4. Justifiedly so or not, the government has come to speak of the "basic" as against the "actual" deficit. The deficit is somewhat reminiscent of the fellow who explained to his worried creditors in the same serious trouble, because he stopped drinking and buying new sports cars to keep the check balance his income and expenditures. And yet the distinction has some meaning, and it is quite clearly that the core of the problem, aside from the low level of exports, lies in the recorded and not recorded outflow of short-term funds.

A multitude of transactions are Jumped together under these headings. American banks extend credit to foreign importers to facilitate the export of American goods. The "recurrent short-term capital outflow" is thus in part at least a result of the volume of exports. It comprises the transfer of funds sent abroad because of interest rate differentials.

We know much less about the "non-recored capital outflow." The figure for the last four years includes and is a multitude of and immotions in the other accounts. But the material of the "non-recored capital outflow" probably consists of funds which have been moved abroad in some case or form, possibly even in the case of a recent event or more speculative change, for an (a) a higher return, (b) a haven from American taxes, and (c) protection against possible foreign exchange controls in the United States and a devaluation of the dollar in terms of gold. The answer obviously does not lie in foreign exchange restrictions of the type applied to, say, the Germans under Hitler, the Russians can impose today, and have imposed in the past, for violations of foreign exchange regulations; yet the violations continue. The flight of short-term capital requires the restoration of confidence, not only in the dollar, but in the economic policies of the government. This restoration of confidence can come only through almost overnight (as it was, for instance, in France) through a dramatic change in government policy; or it can be accomplished more slowly through a conscien-
tious adherence to sound economic policies.

Thus far, unfortunately, neither Washington nor Paris nor London nor public seem to be aware that basic changes in the countries' economic philosophies are needed.

The Necessary Changes

Before the world can hope for an improvement in the U.S. balance of payments, Americans must come to realize that their economy forms an integral part of the world economy, and that government officials never tire of "imposing upon the public that the country's welfare is the same as the nation under which it is governed, or refuse to see—that the international standing of the dollar (which is so essential to determine the political position of the country in world affairs) is adversely affected by the farm support program; and by the fiscal policies, currently 15 years, that the Treasury and the Federal Reserve cannot maintain without interfering with the balance of payments.

There are good reasons why the monetary authorities of the American government should not readily see the close connection between economic decisions both within and in the world. American foreign trade accounts for only 4.2% of goods and services, compared with 10%, 20%, and even more in some of the European countries. If the price of coffee in world markets drops by only one cent, the people of Colombia and Brazil feel within a few weeks a reduction in their income, spending power and hence overall decline in the standard of living.

While some 2% of American exports come from the United States every year, on a per capita basis Americans rank well below the British, French, British and various other national accounts as international travel is concerned. To the majority of the American people, economic developments in Europe, Asia and Africa still seem far removed from their immediate economic interests. Unemployment, rising prices, high taxes, government regulations and their links are not easily explained through an occasional column or two in a news magazine or Sunday supplement.

More serious than the ignorance of the masses is the seeming blinding of the nation's leaders. It may float the national ego, if a Congressman (in this case Representative Patrick Meigh) proclaims: "I am not willing to tell the U.S. interest rates in which we lend money, but I do not find enough of our domestic economic as we want to."

But considering the fact that Mr. Meigh is the Chairman of the House Banking Committee, and that his position and shape American monetary policy, his remarks were almost an advertisement for an invitation to American and foreign investors to transfer their funds to greener pastures abroad. Statements of this type are not confined to "politicians" who may claim that their remarks are addressed primarily to the voters at home. One of the high points of American "economic isolationism" was the message which President Roosevelt sent to the World Economic Conference in London in 1933, in which he proclaimed that "the sound internal economic system of a nation is a greater factor in its well-being than the price of its currency in changing terms of the currencies of other nations."

We are interested in American commodity prices (in 1933, we would say, in "full employment" and "maximum economic growth"). What is to be the value of the dollar in terms of foreign currencies is not and cannot be our immediate concern.

Even though the Roosevelt experiment had to be abandoned in less than two years, the same spirit characterizes Washington thinking: the United States is in a position for only 4.2% of the world's output to be powerful enough to not be a major factor in the world, and in the world economy, development.

The American people are told over and over again that American exports are hampered by "starvation" wages in Japan and Europe. In fact, American union officials went to Germany to stifle German unions to demand higher wages, and as wages began to rise in Europe, the American public was told that the balance of payments deficit would soon disappear, as the cost of production in Europe rose faster than in the United States. During the past four years, wages have indeed risen faster in Europe than in the United States, and so has the cost of living, but contrary to all calculations, American imports continue to grow faster than exports.

The European nations, moreover, have had a balance of payments deficit for more than a year, are waging a resolute fight against further price increase, and since the people of Europe are more aware than most Americans of the dangers of inflation and of the necessities of maintaining internationally competitive, the European governments have a better chance of preventing further major price increases.

To expect the balance of payments deficit to go away because foreign production cost will rise faster than America is an uncertain gamble, if only because the rest of the world has much more leeway than the U.S. in cutting production cost through automation. This does not mean that American wages should be cut, but it does mean that wages and fringe benefits have to be held stable, and the entire increase in productivity due to technological improvements (after paying an adequate return on the capital invested) must be applied toward a gradual price reduction. A 1%-2% annual decrease in ex-

port prices would very likely boost exports and reduce imports.

This policy of "Fordism," to lower retail prices as soon as production costs decreases, was the basis of American economic strength in the decades past. But the principle was widely aban-
doned after World War II. It was, ironically, the auto industry which owed its dominant posi-

<table>
<thead>
<tr>
<th>Table II - U.S. Balance of Payments</th>
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<tbody>
<tr>
<td>Private Sector</td>
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<tr>
<td>Current Accounts</td>
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<tr>
<td>Merchandise exports (not financed</td>
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<td>by gov't. credits &amp; grants)</td>
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<tr>
<td>Foreign long-term investment in</td>
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<tr>
<td>US</td>
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<tr>
<td>Net income from US investments</td>
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<tr>
<td>abroad</td>
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<tr>
<td>Net Balance Capital Accounts</td>
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<td>Total Private Sector</td>
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<tr>
<td>Capital Accounts</td>
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<tr>
<td>Military expenditures</td>
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<tr>
<td>Salaries, pensions, etc.</td>
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<tr>
<td>Cost of military operations</td>
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<tr>
<td>US grants and loans involving</td>
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<tr>
<td>transfer of dollars</td>
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<td>Repayment of loans</td>
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<td>Net foreign aid cost</td>
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<td>Gov't borrowing abroad</td>
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<td>Total Public Sector</td>
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<td>Basic Deficit in the Balance of</td>
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<td>Payments</td>
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<tr>
<td>Recorded short-term capital outflow</td>
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<tr>
<td>Not-recorded capital outflow</td>
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<tr>
<td>Total deficit</td>
</tr>
</tbody>
</table>

Source: US Department of Commerce, SURVEY OF CURRENT BUSINESS, June 1963, p. 18, 20
tion to “Fordism”) and Mr. Reu- 
ther’s UAW which were among 
the first to adopt a policy of get-
ning the workers and the pub-
lic opinion would accept, and 
today this principle has been 
deployed in various sectors of the poli-
ical and economic thought. The 
launching of the Keynesian econ-
omy had previously been emphatically 
rejected as economically unbal-
anced by the Kennedy adminis-
tration, according to which wage in-
creases and profit margins would 
have the half-measure to curb the infla-
tionary pressure (although a simul-
aneous increase in prices was expected).

The saving of the middle classes is 
largely automatic through pen-
sion plans, life insurance, education 
loans, etc. The sharper rise in sav-
ings coupled with the rise in wage in-
comes in response to higher interest rates on 
savings deposits, should, at least in the short run, be a stabilizing factor. 
(2) Nor does the sec-
tion hold water. Keynes 
and his followers were right in invest money if he expects that 
his new investment will produce 
returns that will exceed the nominal 
interest rates they can get, as he can borrow the necessary 
amounts at lower interest rates. On the 
other hand, interest rates rise to 5% 
the margin between the expected 
return and the interest rate of 5% 
will be too small for the risk. The 
investment will not be made, or if they have been employed on 
the project will remain without a 
profit. Such an increase in interest rates has made it necessary to issue a num-
er of exceptions and explana-
tions. Businessmen have had time to measure the 

But if interest rates are 3-4% 
in the United States and 5-6% 
in Germany, many will invest 
more than 500,000 jobs 
through lost exports, 
increased imports, and the transfer of manu-
facturing operations to foreign 
countries. 

Until we return to the 
“Fordism” of the years past, giv-
ing the consumer at home and abroad the purchasing power, economic progress will the American export surplus sufficiently 
enhance the nation’s economic health. 

Moreover, political modernizers who continue the 
backwoods capitalist ideology 
“free money” which supposedly made 
the United States the greatest country in the world, 

Not Interest But Total Cost 
The rate of interest is de-
termined by the expected 
rate of profit. Lower taxes and 
lower interest rates would in-
crease the spare capacity in 
and increase the output of all the 
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While the increase in 
exports is not only affected by short-term rate
hikes. Long-term investors, too, 
should be able to profit from 
low short-term rates. 

Also, when the currency 
lands on the market, the 
exporters are willing to 
accept lower interest rates in 
order to achieve higher 
returns. The interest rate 
hikes, which are reassembled by de-
(let due to free interest rates, to balance 
the government’s budget deficits, 
and to balance the new budget deficits). 

More than a decade ago, a joke 
was widely told in Germany: 
"What do you think we would do 
if the United States stopped 
printing money?" 
"To have the American universi-
ties raise their salaries!" “American 
advisers in Germany can afford to return to 
the old-time policy:” “If it were 
true, it would be impossible.” 
"If we were to send 25 of 
our economists abroad back to 
their academic posts to teach 
education." 

The government is not 
completely ineffective. 
Sufficiently clear is the 
position of business is obvious from the 
fact that the most active “anti-
war” group in the United States 
moves out of the Justice Depart-
ment. But as a whole, the 
anti-war group is 
still present in the government. 

According to the govern-
ment’s policy, the 
blacklistings of the government, 
both by the government officials 
and by private corporations, 
will be eliminated, caused by 
American competition.

A Matter of Confidence 
While the inadequate export 
surplus may be due to the pre-
his short-term capital outflows, 
while the “recorded short-term 
capital outflow” is in part due to 
the rise in interest rates, the “not recorded capital 
outflow,” which in 1962 accounted for more than 45% of the balance of payments deficit, is to a 
substantial degree attributable to 

Wise Rwe Funds Abroad
Besides, the flow of capital is 
not only affected by short-term rate 
hikes. Long-term investors, too, should 
be able to profit from 
low short-term rates. 

As the government 
tries to increase its 
exports, the 
exports will be 
affected, which will 
result in higher 
interest rates. 

The government 
is not completely 
effective. The 
position of business is 
very clear from the 
fact that the most active “anti-
war” group in the United States 
moves out of the Justice Depart-
ment. But as a whole, the 
anti-war group is 
still present in the government. 

Noor should one underestimate 
the disturbing impact of the fiscal 
policy. During the first term of the 
Eisenhower Administration, the 
deficit amounted to $10 billion, 
during the second term to $10 billion. 

The tax reduction now under 
consideration, the deficit during the 
first term of the Congress 
will run between $35 billion 
and $40 billion. The money cre-
ated by the government’s 
“printing press” thus far has not 
resulted in a sharp rise in prices, 
which large part has piled up in the 
form of savings. But this potential 
spending power can suddenly 
be activated and start a new 
Inflationary Spiral.
STATE OF TRADE AND INDUSTRY

Continued from page 16

Mills with heavy percentages of heavy and light steel see mixed trends.

Cleveland — Construction and new auto orders are the strong factors in the board's weekly trend report. Construction projects have been shoved ahead and projects are backlogged. Hot fasteners, rolled sheet, structural and plates are affected.

Auto companies are still holding back. Estimates are that October auto orders will be above that of September, but not expected to be normal for the auto production schedules. Chrysler's sales offices continue to be pessimistic. Despite strong forecasts, the new order rate is advancing only slightly. On the other hand, steel buyers report their own company forecasts are gaining and holes are appearing in inventories.

August's Auto Output Down 29% From Year-Ago But Record Month For Fourth Consecutive Year

'Ward's Automotive Reports' forecast a 13-year high in September figures and a record in fourth-quarter output. From "startups" of 1964 models previously announced, the new models by Dec. 31 will exceed 1963 model making to the same date. The new model year yielded 7,340,000 cars and was the industry's best in history. Ward's Automotive reports output at 320,000 units, rising 10.5% from 470,300 in the month a year ago. The total for the month marks September since 1959, when the new model year followed a different pattern.

August output, while fixed at a post-World War II high, is down some 20% below 1957, a year ago, included an estimated 78,000 new models. In the same 1962 month, about 43,000 "63"s were built.

Last week, with 23 General Motors assembly plants joining in the new model build-up, 65,706 more "64"s were assembled, thanks to the industry. This was near 80% above 56,611 units made in the same week a year ago. Labor Day holidayLabor Day holiday Labor Day holiday Labor Day holiday Labor Day holiday Labor Day holiday Labor Day holiday. A year ago, the industry built 68,969 cars and trucks.

Ward's said Ford Motor Co. volume last week would show an increase, and American Motors had scheduled a slight gain. Chrysler Corp. and Studebaker, nearer term, planned increased daily assembly rates, but volume by each was reduced by turn-rounds and retooling. Three plants in the industry planned a general four-day date.

Outlook last week, General Motors was expected to account for 41.6% of passenger cars; Ford Motor Co. 22.5%; Chrysler Corp.

22.5%; American Motors 9.1% and Studebaker Corp. 2.9%.

Rail Carloadings Creep and Tonnage Climbs 4% Above 1962

Loading of revenue freight in the week ended Aug. 31, totaled 2,375,000, the Association of American Railroads announced. This was a decrease of 11,889, or 0.5%, below the preceding week.

The loadings represented an increase of 119 cars or 200th of 1% above the year-ago period, with a decrease of 14,889, or 0.7%, below the corresponding week in 1961.

Ton-miles generated by carloadings in the week ended Aug. 31, 1962, and in the corresponding week in 1961, were 20.4% above the 1962 level, and 12,989, or 0.7%, above the 1961 level. The ratio of ton-miles to revenue freight increased about 0.3% above 1961, and 20.7% above 1961.

Cumulative piggyback loadings for the first 34 weeks of 1963 were 56,451, an increase of 6,055 cars or 13.3% above the corresponding period of 1962, and 77,441, or 23.6% above the corresponding period in 1961. There were 166,111 U.S. railroads loaded for piggyback movement during the week, and 26,218, or 21.7% above the corresponding period in 1961.

Truck Tonnage 5.5% Ahead Year-Ago Week

Intercity truck tonnage in the week ended Aug. 31, 1963, was 5.5% ahead of the volume in the comparable week of 1962, American Trucking Associations announced. This continues a long trend of increasing volume, as the latest report representing the most substantial gain over the comparable year-ago week was 7.4% above the volume for the previous week of this year.

The gains are based on the weekly survey of 34 metropolitan areas conducted by the ATA Department of Research and on the American Trucking Associations' survey of 50 metropolitan areas conducted by their research department.

In the trucking industry, Ward's said the 1,000,000th unit of the year was produced the week of Aug. 17, the third since early August. The unit was produced by the 3,205,300 units in the 1962 period. This is subject to change after new models were introduced last month and early next, but Ward's has predicted a 7.3% million car output for the year.

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Lumber Production Gains 4.3% Over 1962 Week

Lumber production in the country totaled 272,250,000 board feet in the week ended Aug. 31, according to the federal weekly report released August 31, 1963. This was a gain of 4.3% above the previous 32,622,000 board feet for the same period a year ago.

Compared with 1962 levels production advanced 4.2%, ship-
The following statistical tabulations cover production and other figures for the latest week or month available. Dates shown in first column are either for the week or month ended on that date, or, in cases of quotations, are as of that date:

### AMERICAN IRON AND STEEL INSTITUTE:

<table>
<thead>
<tr>
<th>Product</th>
<th>Latest</th>
<th>Previous</th>
<th>Month</th>
<th>Year</th>
<th>Age</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales of all steel items</td>
<td>1,735,000</td>
<td>1,735,000</td>
<td>1,735,000</td>
<td>1,735,000</td>
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</tbody>
</table>

### AMERICAN METALS BASIN:

<table>
<thead>
<tr>
<th>Product</th>
<th>Latest</th>
<th>Previous</th>
<th>Month</th>
<th>Year</th>
<th>Age</th>
</tr>
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<tbody>
<tr>
<td>Steel beams</td>
<td>7,645,926</td>
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### CONSTRUCTION ADVANCE PLANNING—ENGINEERING:

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<th>Month</th>
<th>Year</th>
<th>Age</th>
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<tr>
<td>Construction</td>
<td>67,200</td>
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### PAINT:

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<th>Age</th>
</tr>
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<tbody>
<tr>
<td>Total paint</td>
<td>1,037,756</td>
<td>1,037,756</td>
<td>1,037,756</td>
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<td></td>
</tr>
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### PAINT TOOLS:

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<tbody>
<tr>
<td>Paint tools</td>
<td>290,731</td>
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<td>290,731</td>
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### WAREHOUSE:

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<th>Previous</th>
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<th>Year</th>
<th>Age</th>
</tr>
</thead>
</table>
NOTE—Registration statements filed with the SEC since the last issue of the "Chronicle" are noted below. A complete list at the end of this section "Securities Now in Registration." Dates shown in parenthesis alongside the company's name, and in the index, reflect the expectations of the underwriter but are not necessarily the offering dates. Also shown under the caption "Effective Registrations" are those issues which became effective this week and were offered public.


American Vitrified Products Co. Aug. 6, 1963 filed 79,137 common to be offered for subscription by stockholders of American Vitrified Products Co. Proceeds—For debt repayment, plant improvement, inventories and accounts receivable. Office—700 National City Bank Bldg., Cleveland, Ohio. Underwriter—None.


Bradford Speed Packaging & Development Corp. July 12, 1963 filed 519,024 common to be offered to exchange for stockholders of each of two Bradford's debentures due 1983. Proceeds—For repayment, product development, working capital and other corporate purposes. Office—500 Union Blvd., Kansas City, Mo. Underwriter—None.


Cannon Hills Enterprises, Inc. May 8, 1963 filed 100,000 common. Proceeds—For working capital. Business—The company will operate a country club and golf course, swimming pool and cabana club, residential and recreational properties, golf facilities, community development, hotel and other commercial properties. Proceeds—For construction of own apartments, motel, and other various properties. Office—260 West Post Rd., Mamaroneck, N. Y. Underwriter—None.


Dennys Restaurants, Inc. (10-14) Aug. 27, 1963 filed 111,110 shares of common, of which 100,000 are to be offered by company and 10,000 by underwriters. Proceeds—For working capital. Office—444 Fifth Ave., New York, N. Y. Underwriter—None.

Denny's Restaurants, Inc. (10-14) Aug. 27, 1963 filed 111,110 shares of common, of which 100,000 are to be offered by company and 10,000 by underwriters. Proceeds—For working capital. Office—444 Fifth Ave., New York, N. Y. Underwriter—None.

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NEW ISSUE CALENDAR

September 13 (Friday)
French Market Shopping Center, Inc. (Units) $300,000

September 16 (Monday)
National Monarch System Co. (Debentures $1,000,000)

National Fence Manufacturing Co., Inc. (Common $500,000)

September 17 (Tuesday)
Atlantic Coast Line RR. (Bonds) $100,000,000

Dorchester Gas Producing Co. (Debentures) $1,000,000

Lewis Business Forms, Inc. (Common $1,500,000)

September 18 (Wednesday)
Computer Maintenance Co. (Common $2,000,000, Units $1,000,000)

Northern Steamship Co. (Bonds) $1,000,000

United California Gas. (Common: (a) $1,500,000, (b) $500,000, (c) $500,000)

September 19 (Thursday)
Dow Chemical Co. (Debentures) (Smith, Barney & Co. Inc.) $1,000,000

September 20 (Friday)
Summit National Holding Co. (Common $1,000,000, Units $1,000,000)

Heck's, Inc. (Common $500,000, Units $1,000,000)

Juniper Spur Ranch, Inc. (Common $500,000, Units $1,000,000)

September 23 (Monday)
Life Insurance Co. of Florida (Bonds) $1,000,000

Borden (C. T.) Realty Trust (Units) $1,000,000

Resort Corp. of Missouri (Common $1,000,000, Units $1,000,000)

Trans World Life Insurance Co. (Common $1,000,000, Units $1,000,000)

September 24 (Tuesday)
Chesapeake & Ohio Ry. (Equit. Trust Cts.) $1,000,000

First Western Financial Corp. (Common $1,000,000, Units $1,000,000)

September 25 (Wednesday)
Wisconsin Railway Co. (Common $500,000, Units $1,000,000)

American Life Insurance Co. (Common $500,000, Units $1,000,000)

October 1 (Tuesday)
Amerline Corp. (Class A) 133,223 shares

Bradford Speed Equipment Co. (Common: (a) $1,000,000, (b) $500,000)

Bridges Investment Capital Corp. (Common $500,000, Units $1,000,000)

Chein Corp. (Common & Consol. Securities $1,000,000)

October 2 (Wednesday)
MacMillan & Co. (Common & Units $1,000,000)

October 3 (Thursday)
American-Indiana Power Co. (Common $500,000, Units $1,000,000)

October 4 (Friday)
Ohio Life Insurance Co. (Common $1,000,000, Units $1,000,000)

October 5 (Saturday)
Wells Fargo & Co. (Common $1,000,000, Units $1,000,000)

October 6 (Sunday)

October 7 (Monday)
American-International Life Insurance Co. (Common $1,000,000, Units $1,000,000)

October 8 (Tuesday)
National Bank of Commerce (Common $1,000,000, Units $1,000,000)

October 9 (Thursday)
American Life & Casualty Co. (Common $1,000,000, Units $1,000,000)

October 10 (Friday)
Federated Bankshares Co. (Common & Units $1,000,000)

October 11 (Saturday)
Wells Fargo & Co. (Units $1,000,000)

October 12 (Sunday)

October 13 (Monday)
Western Farmers & Truckers Co. (Common $1,000,000, Units $1,000,000)

October 14 (Tuesday)
First Western Mutual Life Insurance Co. (Common $500,000, Units $1,000,000)

October 15 (Wednesday)
Jersey Central Power & Light Co. (Debentures $1,000,000)

October 16 (Thursday)
Urban Services Co. (Debentures $1,000,000)

October 17 (Friday)
National Bank of Commerce (Common $500,000, Units $1,000,000)

October 18 (Saturday)
Wells Fargo & Co. (Common $1,000,000, Units $1,000,000)

October 19 (Sunday)

October 20 (Monday)
Brookton Edison Co., Inc. (Preferred) $1,000,000

October 21 (Tuesday)
Gulf States Utilities Co. (Preferred) $1,000,000

October 22 (Wednesday)
Public Service Electric & Gas Co. (Debentures $1,000,000)

October 23 (Thursday)
Otter Tail Power Co. (Common $1,000,000)

October 24 (Friday)
American Water Works Co. (Common $1,000,000, Units $1,000,000)

October 25 (Saturday)
Northern States Power Co. (Debentures $1,000,000)

October 26 (Sunday)

October 27 (Monday)
New England Power Co. (Debentures $1,000,000)

October 28 (Tuesday)
New England Power Co. (Debentures $1,000,000)

October 29 (Wednesday)
Atlantic Coast Line RR. (Debentures $1,000,000)

October 30 (Thursday)
New England Power Co. (Debentures $1,000,000)

October 31 (Friday)
Massachusetts Electric Co. (Debentures $1,000,000)

November 1 (Saturday)
Virginia Electric & Power Co. (Debentures $1,000,000)

November 2 (Sunday)

November 3 (Monday)
New England Power Co. (Debentures $1,000,000)

November 4 (Tuesday)
Pacific Northwest Bell Tel. Co. (Debentures $1,000,000)

November 5 (Wednesday)
Massachusetts Electric Co. (Debentures $1,000,000)
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July 29, 1963
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Brothers
& Co.; First
Corp.; Kidder,
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by
filed
filed
$36). Business—Small loan
—A
(Reg. A) 1,000 common shares.
—A
—A
investment
low.
proceeds.
Office—216 E. Monroe St., Springfield, Ill.
Hornace Mann Life Insurance Co.
Feb. 1, 1963 filed 200,000 common shares.
Net asset value price $10.50. Business—A
real estate investment trust.
Proceeds—For construction
in Connecticut Ave., N. W., Washington, D. C.
Investors Inter-Continental Fund, Inc.
July 3, 1963 filed 3,000,000 capital shares.
Price—Net asset value price $10.00. Business—A
fund to plan the conversion of debentures due 1967.
Address—250 Park Ave., New York.
Investors Inter-Continental Fund, Inc.
Office—216 E. Monroe St., Springfield, Ill.
Investors Diversified Services, Inc. (same address).
Investors Realty Trust
June 19, 1963 filed $100,000 common shares.
Price—By amendment (max. $10).
Business—A diversified closed-end investment company.
Address—26 Broadway, N. Y. Underwriter—Flor, Bullard & Smyth, N. Y.
Lord Jim’s Service Systems, Inc.
Jan. 14, 1963 offered 1,000,000 common shares.
Price—By amendment (max. $10). Business—A
development company. Proceeds—For the development
of a mining property in Mexico.
Maiden Import Corp.
July 26, 1963 filed 200,000 common shares.
Price—$3. Business—A company plans to
invest in the manufacturing and wholesaling of citrus
fruits.
Marshall Press, Inc.
May 25, 1963 filed 60,000 common shares.
Price—$3.75. Business—Graphic design and printing.
Proceeds—For publication of "Pamphlets of a
National Character" for the Committee of 22.
Medic Corp.
Feb. 15, 1963 filed 1,000,000 class B common shares.
Price—$1.25. Business—A company holding for three life
insurance companies a portfolio of $50,000,000
securities. Proceeds—For reparation of losses.
Medical Industries Fund, Inc.
March 15, 1963 filed 1,000,000 common shares.
Proceeds—For the acquisition of hospital
holdings and the development of new
medical facilities.
Meridian Fund, Inc.
June 13, 1963 filed 3,000,000 capital shares.
Net asset value plus 5%. Business—A new mutual
fund to be offered initially to members of the medical profession.
Middletown Water Co.
Aug. 13, 1963 filed $2,500,000 of 5.5% convertible
subordinated debentures due 1988.
Address—130 Broad St., New York.
Midwestern Industries Corp.
Aug. 13, 1963 filed $200,000 of 7% convertible
subordinated debentures due 1988.
Address—130 Broad St., New York.
Mobile Home Parks Development Corp.
Jan. 28, 1963 filed 1,250,000 common shares.
Price—$3.50. Business—Plans to develop mobile home
parks and that will be acquired.
Mobley Life Insurance Co., Inc.
Aug. 13, 1963 filed 200,000,000 common shares.
Proceeds—For general corporate purposes.
Mobile Oil Corp.
June 21, 1963 filed 80,000 common shares.
Proceeds—For general corporate purposes.
Monarch Marking System Co.
July 17, 1963 filed $5,000,000 of convertible subordinated
Address—26 Broadway, N. Y. Underwriter—Flor,
Bullard & Smyth, N. Y.
Proceeds—For general corporate purposes.
Motorola, Inc.
Mar. 27, 1963 filed $15,000,000 of convertible debentures
due 1993.
Address—221 South Torrence St., Chicago.
Moving Home Co., Inc.
July 12, 1963 filed 50,000 common shares.
Price—Net asset value plus 5%. Business—A
new mutual fund to be offered initially to members of the medical profession.
Munich Reassurance Co., Ltd., New York Branch.
July 11, 1963 filed 25,000,000 common shares.
Proceeds—For general corporate purposes.
Muntz Metals Corp.
July 11, 1963 filed 75,000,000 common shares.
Proceeds—For general corporate purposes.
Proceeds—For general corporate purposes.
Mountain Bank & Trust Co., Inc.
July 23, 1963 filed 150,000 common shares.
Proceeds—For general corporate purposes.
Mountain Wire & Cable Co.
July 23, 1963 filed 350,000 common shares.
Proceeds—For general corporate purposes.
Mountain State Development Corp.
Proceeds—For general corporate purposes.
Mount Saint Mary’s College.
Aug. 13, 1963 filed $100,000 of 6% convertible
subordinated debentures due 1993.
Address—300 College Ave., Emmitsburg, Md.
Muirhead Bros.
March 27, 1963 filed $1,250,000 of 6% convertible
subordinated debentures due 1993.
Address—221 South Torrence St., Chicago.
Muirhead Bros.
March 27, 1963 filed $1,250,000 of 6% convertible
subordinated debentures due 1993.
Address—221 South Torrence St., Chicago.
Leitn Management, equipment, value
Securities Corp., activity
Lynch, Probable bidders.


Texas Plastics, Inc.
United Investors Corp. (Minn.)


Republic National Life Insurance Co.


Research Industries, Inc.


Transamerica Resources Corp.


Trans World Life Insurance Co. (9-23-73)


United Mutual Shares, Inc.


U. S. Controls, Inc.


Unifed Mutual Shares, Inc.


Universal Moulded Fiberglass Corp.

April 8, 1963 filed 15,500 of $1 convertible debentures due 1973 at 9% per annum. Business—To be offered for subscription by stockholders on the basis of three stockholders to receive one of the $1 debentures. Price—$0.00 per bond. Business—Manufacturers of heating equipment and automatic control systems. Office—For stockholders, sales promotion, capitalized working capital. Office—410 Fourth Ave., Brooklyn, N. Y. Underwriter—Waddell & Reed, Inc., Kansas City, Mo.

Urbane States of Texas, Inc.


Continued on page 35
**Effective Registrations**

The following registration statements were declared effective this week by the SEC. Offering details, where available, will be carried in the Monday issue of the "Chronicle."

**Aileen, Inc.** 200,000 common offered at $23.75 per share by Goodbody & Co., Colby & Co., New York.

**Atlas Finance Co., Inc.** $7,500 shares of 6% cumulative convertible preferred offered at $100 par by Dillon, Read & Co., Inc., and Kuhn, Loeb & Co., Inc., New York.

**C. I. T. Financial Corp.** $100,000,000 subordinated debentures due Sept. 1, 1984 offered at 99.33% plus accrued interest, to yield 4.55% by Dillon, Read & Co., Inc., and Kuhn, Loeb & Co., Inc., New York.

**Electronic Associates, Inc.** 100,000 capital shares offered at $70.75 per share by W. C. Laughey & Co., New York.

**Footo, Cone & Belding, Inc.** 500,000 common offered at $15.50 per share by Merrill Lynch, Pierce, Fenner & Smith, Inc., New York.

**Handlum Co.** 500,000 common offered at $12 per share by E. F. Hutton & Co., New York and Baker, Simonds & Co., Detroit.

**Hawthorne-Melody, Inc.** 497,500 common offered at $22.50 per share by Henghill, Noyes & Co., New York.

**Kuhn, Loeb & Co.** $12,000,000 of 4% first mortgage bonds due Sept. 1, 1983, offered at 96.794% and accrued interest, to yield 4.49% by E. F. Hutton & Co., New York.

**Nuveen Tax-Exempt Bond Fund, Series 7** $15,000,000 of units of the Fund initially offered at $10 per share by John Nuveen & Co., New York, Chicago.

**Piedmont Natural Gas Co., Inc.** 125,000 shares of $100 par value preferred stock offered by stockholders at $15 per share on the basis of one new share for each ten currently outstanding. Sept. 25. White, Weld & Co., Inc., New York, is the principal underwriter.

**Wells Fargo & Company Trust** 400,000 shares of beneficial interest offered at $5 per share by the company, without underwriting.

**ISSUES FILED WITH SEC THIS WEEK**

- **Amerline Corp. (10-14)**
  - Sept. 5, 1963 filed 100,000 class A. Price—By amendment (max. $26.50). Business—Development and manufacture of heaters, cookers, water heaters, ranges, and other related electric equipment.

- **Blandy Corp.**

- **Florida Power Corp. (10-10)**

- **National Aviation Underwriters, Inc.**

- **National Aviation Underwriters, Inc.**

- **National Aviation Underwriters, Inc.**

**ATTENTION UNDERWRITERS!**

Do you have an issue you're planning to register? Our Corporation News desk would like to prepare a list that we can prepare an item similar to those you'll find here.

*W Atlantic Coast Line RR. (9/17)* At the opening of the next week, a new issue to this road plans to sell $2,000,000 of first mortgage bonds due 1988 in September. Proceeds from sale of bonds may be used for 1963, and for working capital. Offer—$200 4.5% 20 year, New York. Underwriters—(Competitive).

**Proactive Offerings**

- **Bellefenn Steel Co.** Feb. 26, 1963, Arthur B. Homer, Chairman, announced that the company will embark on the purchase of a $750,000 capital equipment program to be completed by 1965. He said that approximately two-thirds of the financing for the purchase would be accomplished and the balance secured externally. Mr. Homer added that this would not be required under the company's debt strategy. Offer—$500,000.

**Brockton Edison Co. (10-25)**

- Sept. 3, 1963, it was reported that the company plans to sell $5,000,000 of bonds at competitive bidding. Proceeds—For developing purchasing. Offer—100 4% 20 year, New York. Underwriters—Kuhn, Loeb & Co., New York.

**Proactive Offerings**

- **Brockton Edison Co. (10-25)**
  - Sept. 3, 1963, it was reported that the company plans to sell $5,000,000 of bonds at competitive bidding. Proceeds—For developing purchasing. Offer—100 4% 20 year, New York. Underwriters—Kuhn, Loeb & Co., New York.

**Capitol Food Industries, Inc.** Aug. 9, 1963, it was reported that the company plans to file a registration statement shortly covering $1,000,000 of new capital. Proceeds—For expansion of the capital. Offer—100 4% 20 year, New York. Underwriters—Kuhn, Loeb & Co., New York.
Boston Power Co. (11/7)
Jan. 22, 1963 it was reported that this subsidiary of The Southern Company, which is the parent of Georgia Power Co. and Atlanta Power Co., plans to sell $100,000,000 of preferred stock in November. Preferred stock will be offered to the public in November. The preferred stock will be sold at a price of $100 per share.

New England Power Co. (11/19)
April 3, 1963 it was reported that this company plans to sell $30,000,000 of bonds in the fourth quarter. Office—441 Stuart St., Boston.

New York State Electric & Gas Co. (11/19)
April 3, 1963 it was reported that this company plans to sell $20,000,000 of bonds in the fourth quarter. Office—215 Madison Ave., New York.

New York Telephone Co. (12/10)

Northern States Power Co. (Minn.) May 15, 1963 it was reported that this company plans to sell $771,110 additional shares of stockholders on May 21, 1963. Office—15 South Fifth St., Minneapolis. Underwriters—(Competitive). The last rights offering in July 1959 was underwritten by Halsey, Lynch, Pierce, Fenner & Smith Inc., New York.

Pacific Gas & Electric Co. (12/3)
Aug. 19, 1963 it was announced plans to sell $70-


Pacific Telephone & Telegraph Co. Jan 19, 1966 it was announced plans to sell $65-
000,000 of new money in the years 1964 through 1966 to provision for a new telephone system. Means that the company must sell about $37 million of securities a year, in order to cover the cost of the new Montgomery St., San Francisco. Underwriters—To be named later. The last issue of debentures on Feb. 16, 1960 was underwriiten by Halsey, Lynch, Pierce, Fenner & Smith Inc., San Francisco.

Pennsylvania Power & Light Co. March 15, 1963 it was reported that this company plans to sell $7,500,000 of bonds in the period 1963 through 1967. Office—1300 Penn Ave., Pittsburgh. Underwriters—To be named. The last issue of debentures was made in 1960.


Sees Foreclosures At a Normal Rate

Mortgage foreclosure levels are now at a normal level for the first time in five years, according to statistics recently released by the National Housing Council.
The Council's study covers 17 major cities and includes data from 1955 to 1964.

The study shows that the rate of foreclosures has been declining steadily since 1955, reaching a low of 0.02 percent in 1964.

This is the lowest rate ever recorded and is a 50 percent decrease from the peak rate of 0.04 percent in 1956.

The study attributes the decline to a number of factors, including lower interest rates, improved credit standards, and increased home ownership.

It also notes that the rate of foreclosures is expected to remain at this low level for the foreseeable future, unless there is a significant change in the housing market.
An issue of $44,237,000 Albuquerque, New Mexico Refunding, general obligation (1964-1976) bonds was sold on June 18th. Proceeds from this issue will be used to refund 75% of the outstanding bond indebtedness of the city. Thirty-nine issues were involved.

The syndicate headed jointly by Lehman Brothers and Halsey, Stuart & Co., and secondarily by Currie & Co. was the successful bidder for $8,000,000 State of Rhode Island and Providence Plantations (1964-1993) bonds at 2 1/2%, 3 2/3s and 3 1/3s. Referred to yield from 3% to 3 1/2%, the issue remains in an unsold balance of $4,190,000.

The group headed by the Bank of America N. T. & S. A. was the successful bidder for $3,250,000 South Carolina, General obligation, Second District, California (1964-1988) bonds at a net interest cost of 3.359% net interest cost, came from the account headed jointly by J.P. Morgan & Co., Trust Co. and the Security-First National Bank, both of Los Angeles.


Referred to from 2.90% in 1964 to 3.40% in 1987, the unsold balance totals $4,025,000. The 1965 issue — the one-ten of 1% coupon and was sold pre-sale.

On Tuesday, July 31, $3,415,000 Boston Metropolitan District (1964-1993) bonds were awarded to the syndicate headed by the Philadelphia National Bank on a net interest cost of 3.194%, 3.219% and 3.359% net interest cost, was submitted by the Bankers Trust Co. and associates consisting of Rhode Island, Providence and Farmers & Merchants Trust Co., John Nueve & Co., Industrial Bank of Rhode Island, Providence, and State Street Bank & Trust Co., Boston.

Referred to from yield of 1.95% to 2.35% for 3 2/3s and 3 1/3s, the unsold balance is $2,255,000. The group headed by Halsey, Stuart & Co., Inc. submitted the best bid, a 3.123% net interest cost, was submitted by the Metropolitan Government of Nashville and Davidson County, National Bank & Trust Co., and Equitable Securities Corp. and associates.


On Wednesday the Morgan Guaranty Trust Co., New York and associates submitted the best bids for two issues of Pittsburgh, Pennsylvania, School District bonds. The group bid a net interest cost of 3.08% and for the $4,680,000 various purposes bond, the group bid an annual net interest cost of 2.98%. The runner-up for the School District bonds, a 3.08% net interest cost, came from the Philadelphia National Bank.


Referred to yield from 2.25% to 3.46%, the present balance in syndicate is $4,300,000.

The First Boston Corporation, Bank of America N. T. & S. A., Mellon National Bank & Trust Co. and the Bank of New York were the successful bidders for $15,000,000 issue of the California State (1961-1993) bonds at 2 1/2s, 3 2/3s and 3 1/3s. Referred to yield from 3% to 3 1/2%, the bond remains in an unsold balance of $4,190,000.

Memphis Secondary

The Chemical Bank New York Trust Co., offered for competitive bidding a Wednesday, a total of $93,500,000, Tennessee bonds consisting of $5,000,000 Electric Revenue bonds and $68,5000 TVA lease rental bonds. The $5,000,000 Electric Revenues were awarded to the group headed jointly by Lehman Bros. and Blyth & Co. Upon referring to yields from 1.95% in 1969 to 3.15% in 1981, a total of $3,400,000 was bid. The bids for the $12,500,000 TVA lease rental bonds were rejected.

Businessman's BOOKSHELF

Advertising Today—Yesterday—Today—A lavishly illustrated omnibus of advertising, covering the development of the advertising business; the book is intended not simply to recount what has happened, but is happening in advertising, but to assist all marketing and advertising people to know why and how the advertising business has reached its present status and how it can best move forward—McGraw Hill Book Company, 330 West 42nd Street, New York, N. Y. 10036 (cloth), $12.95.


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WASHINGTON, D. C.—There are a number of things taking place in our Federal Reserve Bank right now that bear very close attention, but not important enough to make the headlines or even get a story in the local papers. These are vital links in the overall picture of official Washington. Everybody in the securities field probably knows that the Treasury bond prices took a plunge after the United States Treasury offered holders of seven securities the right to exchange them for three bonds due from 1968 to 1994. While there is nothing official as yet, many people probably do not know that the Treasury is getting prepared to do some more refunding, probably in October.

Huge Expenditures Planned By Gas Industry

Down at the Federal Power Commission, it is understood that the natural gas industry is expecting more than 800,000 new customers this year. To provide for servicing the new customers, the natural gas industry is spending nearly $2 billion in 1963.

Underground storage facilities are being greatly expanded. Last winter was one of the roughest on record and pointed up the need for more storage peak loads. More than $120,000,000 is being spent this year on underground storage pipelines alone, to keep up with the peak loads.

New Toll Road Bond Issues Expected

Federal Housing Administrator R. M. Whitton reports that nearly 16,000 miles of the 41,000-mile, multi-lined, split-light-free interstate highways have been finished and are now open to traffic, and several more projects under construction or planned. There will be bond financing in connection with some of the projects.

Meanwhile, on Capitol Hill there is opposition in connection with some of the projects. The Bureau of Public Roads has turned over a request for additional Federal funds in New York for a free highway between toll roads.

Western States Showing Greatest Growth

The growth in our Western States continues at a marked pace. Records now show that more than one-third of the new houses built in the United States last year were in the fast growing West. There was a housing starts in the West, in 36% of the Nation’s total of 1,451,000, California, which claims to be the No. 1 populated state, led all states with an estimated 328,000 starts. There are unofficial predictions that California will again lead all the Nation in new starts in 1963.

And while discussing the Sunset

Rockies and beyond, Secretary Stewart Udall has submitted to the governors of Arizona, California, Nevada, New Mexico and Utah a proposed long-range plan for development of water resources in the Lower Colorado River Basin. Mr. Udall is also asking Congress for enabling legislation to initiate the plan next year.

The growth of the West depends on the supply of fresh water. The plan is to save every drop of water that is wasted into the sea.

Railroad Mergers Being Studied By White House

For years there has been a great amount of published material and spoken word about the financial difficulties of some railroads and airlines. Because of the economic crisis there has been a wave of railroad and airline mergers. Proposals are pending now before the Interstate Commerce Commission and elsewhere.

The death of Senator Estes Kefauver of Tennessee, an outspoken foe of railroad mergers and Chairman of the Anti-Trust Subcommittee, will not mean there will be any letup in the government’s interest in the series of proposed railroad mergers.

President Kennedy’s new administration may extend the government’s expanding role in the transportation mergers, according to some speakers who are following the merger proposals.

Mr. Prettyman’s title is White House Representative on the new Interagency Committee of Transport mergers, a group formed largely to give the Federal Administrator a voice in the railroad merger activities. The committee includes representatives from Interstate Commerce Commission, Commerce Department, Justice Department, Defense Department and others.

There have been numerous "organizing conferences" to coordinate the transportation problems. They have ranged from an expanded economy of Federal subsidies to and from Federal ownership of railroads, as in Canada and European countries. There is no easy solution. The various proposals have their pluses and their minuses.

Trip to the Moon

Dr. George Mueller, Chief of the new science program, is going to be watched closely by the Senate and House committee men. Much is expected of him.

Mr. Mueller’s salary will be only $21,000 a year, but he is going to have much to say in the spending of $26 billion to $40 billion it is going to take to send a man from our atmosphere to the moon before 1970.

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

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COMING EVENTS
IN INVESTMENT FIELD

Sept. 11-13, 1963 (Pebble Beach, Calif.)
Investment Bankers Association Board of Governors Meeting at the Del Monte Lodge.

Sept. 12-13, 1963 (Chicago, Ill.)
Municipal Bond Club of Chicago 75th annual field day: registration, cocktail party and dinner at the Abbey, Fontana, Wis. Sept. 12; field day at Big Foot Country Club, Fontana, Wis. Sept. 13.

Sept. 17, 1963 (New York City)
Association of Customers’ Brokers first quarterly meeting and dinner at Oscar’s Delmonico.

Thirteenth Annual Tulane Tax Institute.

Sept. 20, 1963 (New York City)
New York State Bankers Association 44th annual investment seminar at the Hotel Commodore.

Sept. 20, 1963 (Pittsburgh, Pa.)
Bond Club of Pittsburgh annual fall outing at the Allegheny Country Club.

Sept. 22-26, 1963 (Colorado Springs, Colo.)
National Security Traders Association Annual Convention at the Broadmoor Hotel.

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Sept. 23-24, 1963 (Salt Lake City, Utah)
Association of Stock Exchange Firms fall meeting of the Board of Governors.

Sept. 27, 1963 (Philadelphia, Pa.)
Bond Club of Philadelphia 88th annual meeting and dinner at the Huntington Valley Country Club, Huntington Valley, Pa.

Sept. 27, 1963 (New York City)

Oct. 2-6, 1963 (New York City)
New York Group Investment Bankers Association Annual Dinner at the Waldorf-Astoria Hotel.

Oct. 6-9, 1963 (Washington, D. C.)
American Bankers Association Annual Convention.

Oct. 17-18, 1963 (Atlanta, Ga.)
Georgia Security Dealers Association fall party—dinner at the Georgia Country Club.

Oct. 17-20, 1963 (New York City)
National Association of Investors, Trusts and Custodians annual meeting at the Statler Hilton Hotel.

Oct. 29-24, 1963 (Bal Harbour, Miami Beach, Fla.)
National Association of Bank Women 41st annual convention at the Americana Hotel.

Nov. 11-15, 1963 (Chicago, Ill.)
American Bankers Association First National Automation Conference.

Nov. 20, 1963 (New York City)
Association of Stock Exchange Firms Annual Meeting of members for election of new officers and governors; Governors’ Dinner at the University Club.

Dec. 1-4, 1963 (Hollywood Beach, Fla.)
Investment Bankers Association of America Annual Convention at the Hollywood Beach Hotel.

CHRONICLE’s Special Pictorial Supplement Dec. 19.