

THE **Insiders'** CHRONICLE

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INSIDER ALERT

Analysts ponder heavenly action in share value for Chock Full O'Nuts

By RICHARD D. MORAN
Chronicle Staff

"You know something's happening, but you don't know what it is." That from an analyst trying to explain why stock of Chock Full O'Nuts has perked from December '76 level of \$2 to a current \$5 (with a high of \$6⁵/₈ in between). Because of some red ink, that's a multiple on trailing 12-month earnings of 100 times for a company which showed a 12 per cent decline in net sales for its latest reported quarter vs. yearago. Beer sales, which kicked in 47 per cent of revenues in fiscal '75-'76, were down 35 per cent vs. yearago in the latest reported quarter. Yet the stock stands proud. "Chartwise the stock looks great," says a perplexed analyst. "If there's any such thing as a triple bottom, this baby's been laying one down for the last two years." Are further gains brewing here? "I have no idea. I'd like to know why the stock's selling at \$5." That's double the company's book value as of April '77 of around \$2.30.

Insider buying here: 2,000 common shares at \$3¹/₂ open market purchase on May 20 by Leon Pordny, director, to hold 42,500 common shares. Mr. Pordny also picked up 18,500 common shares at \$3³/₈-\$4¹/₄ open market purchases between January 3 and March 31, and another 22,000 common shares open market from \$2.50 to \$4.13 between September 21 and December 31, 1976. 1,500 common shares at \$3¹/₄-\$3¹/₂ open market purchases between May 20 and 31 by William Black, chairman of the board and ten per cent beneficial stockholder, to hold 38,802 common shares. 200 common shares at \$2.13 open market purchase on November 30, 1976 by Herbert V. Johnson, director, to hold 200 shares. 200 common shares at \$2.13-\$2.50 open market purchases on November 3 and 9, 1976 by John Kuhn, director.

We were unable to get through to the insiders. Chock Full O'Nuts has three different irons in the fire. Company processes and sells coffee under its own and private labels primarily in the New York City area and New England. Also clustered in and around the Big Apple are CHF's counter-service restaurants — 40 company-owned and 25 franchised. The other operation is brewing, company having picked Rheingold Corp. up from

Pepsico in March of 1974. Sales breakdown for fiscal year ended July 31, 1976: coffee, 40 per cent; restaurants, 13 per cent; beer, 47 per cent. Operating profits: coffee, \$2.4 million; restaurants, \$243,900 and beer a deficit of \$8.8 million.

CHF has been in the red for the last three reported fiscal years and before that had a very erratic earnings record. The last three deficits were for \$1.14 in fiscal '74, \$0.03 in '75 and \$1.56 in '76. For the nine months ended April 30, 1977, per share tallied a profit of 44 cents vs. yearago nine-month deficit of \$1.20. However, all the profit over the latest reported nine months came in the first and second quarters, when CHF earned 16 cents and 26 cents respectively. The third quarter saw the company in the red again, to the tune of seven cents vs. a yearago loss of 25 cents.

Yearly quarter-to-quarter comparisons

See INSIDER page 14

Contents

Insider Alert.	1
The Investigators.	2
Eliot Janeway.	3
Insider Trading.	1-10
144 Letter Stock.	11-14
Wall Street Summary. . .	15
Insider Alert (Cont.). .	14,16

Insider Trading

Sales

Advanced Patent Technology, Inc. 20,785 common (unregistered) shares at \$2.375-\$3 rule 144 sales on March 22 and 23. 667,142. Jack D. Solomon, president.

Aluminum Co. of America 335 common shares at \$54-\$54.50 open market sales on July 20 and 22. 900. D.J. Mahrer, assistant officer.

Amdahl Corp. 9,100 common shares at \$27-\$32⁵/₈ open market sales on July 6, 11, and 20. 6,000. Richard B. Sayford, vice president.

American Broadcasting Companies, Inc. 5,000 common shares at \$47 open market sale on July 19. 10,750. Frederick S. Pierce, director.

American Can Co. 2,824 common shares at \$41.35 open market sales on July 22. 100. James E. McClellan, senior vice president.

American Heliothermal Corp. 5,000 common shares at \$0.84 rule 144 sale on July 12. 218,225. Robert E. Loup, director.

American Quasar Petroleum Co. 9,000 common shares at \$33-\$33.50 open market sales on July 25. 497,500. David A. McMahon, vice president and vice chairman of the board of directors.

American Quasar Petroleum Co. 6,600 common shares at \$31.50-\$32 open market sales on July 27. 325,050. Walter A. Schmid

SALES, continued on page 4

Largest transactions reported last week

Sales	Shares	Total Reported Transactions	Total \$\$ Amount
Peoples Gas Co.	61,100	7	3,131,426
Intersil, Inc.	92,558	1	833,022
Rollins, Inc.	39,400	1	817,550
Medtronic Inc.	25,000	1	643,750
Purchases			
Zenith National Insurance Corp.	231,815	1	1,854,520
Supron Energy Corp.	39,400	1	1,105,564
Pogo Producing Co. (Pennzoil Offshore Gas Operators, Inc.)	33,500	3	509,663



The Investigators

Air travelers underwriting anti-deregulation lobby

Jack Cloherty and Bob Owens

WASHINGTON — Air travellers are unwittingly paying for one of the most intensive lobbying campaigns seen on Capitol Hill in recent years.

"Let's put it this way," one weary Senate aide told this column last week. "If the major airlines devoted as much effort to handling baggage as they did to lobbying Congress, no one would ever lose a suitcase."

The airline shock troops have hit Congress in the past few months to fight legislation that would lift government controls on the industry.

While most businessmen complain about the undue interference of "big government," the airline chiefs want to stay under Uncle Sam's protective wing. The Civil Aeronautics Board, by assigning routes and setting fares, insures the airlines of limited competition and fares that will bring a 12 per cent rate of return.

In figuring air fares, the Board allows the air carriers to include lobbying and advertising as legitimate operating expenses. So no matter how much lobbying they do against the consumer interest, the airlines can ultimately pass the cost on to those consumers.

And the airlines have been doing plenty of lobbying. They have hired a former

Senate Commerce Committee staffer and a former Civil Aeronautics Board official to bend ears.

Individual senators on the Commerce subcommittee handling the legislation have been targeted by the airlines that operate in their states.

For example, Northwest and Frontier Airlines have been making their case with Sen. John Melcher, D.-Mont. Montana is highly dependent on Northwest and Frontier and the airlines are claiming that they will have to shut down some operations there if deregulation goes through.

Trans World Airlines, meanwhile, is focusing on Sen. John Danforth, R.-Mo. TWA is the second largest employer in Missouri, and they are making Danforth aware that jobs may be lost if the legislation passes.

Sen. Robert Griffin, R.-Mich., is hearing a lot from North Central Airlines, which serves a number of medium-sized towns in his home state. They are claiming that the deregulation legislation would make it impossible for them to continue serving all of these locations.

"The truth is that the bill actually guarantees continued air service to all

communities that now enjoy it," a Senate Commerce staffer said. "The bill is geared to community service," he added, "and not to airline profit margins."

"The airlines are using scare tactics," says John Nammack of the National Association of State and Aviation Officials. "They are telling all sorts of phony horror stories."

Many of the large airlines have even appealed to their passengers for lobbying help. American, Eastern, and Western Airlines have stuffed the seat-back pockets of their planes with anti-deregulation material. National Airlines even went so far as to appeal to its suppliers for help, saying that its "need for services could be eliminated by drastic legislative reform."

The Aviation Consumer Action Project has appealed to the C.A.B., asking that these lobbying costs be excluded from the rate base. Although the petition was filed last December, the traditionally pro-industry Board has not yet ruled on it.

"It's a very sensitive issue," a Board spokesman said. "We want to be very sure about all the facts before we rule on it."

Meanwhile, air travelers will continue to underwrite the airline lobbying effort as the deregulation bill winds its way through Congress.

THE CHRONICLE

- Insider Trading
- Wall Street Summary
- Eliot Janeway
- Insider Alert Column
- The Investigators

THE Insiders CHRONICLE	
INSIDER ALERT	Insider Trading
3M Co. facing uphill struggle	Sales
	Purchases
	Contents
	1 Insider Alert
	2 Wall Street Summary
	3 Insider Trading
	4-10 Eliot Janeway
	11 Market Letters Digest
	12 Insider's Column
Largest transactions reported last week	
Sales	Purchases
Symbol	Symbol
Quantity	Quantity
Value	Value
Symbol	Symbol
Quantity	Quantity
Value	Value

The NEW Chronicle is designed to meet the professional communications needs of today's financial institution, broker, corporation, private investor, trustee-anyone with a need to be up to date with accurate and dependable sources of information.



Eliot Janeway

Stiffer regulation needed for the options game

Special to the Chronicle

As they say at the Harvard Graduate School of Business Administration, the stock market has developed a case history. It has just taken a two-way elevator ride running on options market power.

Last month the market looked as if it was about to take off into the wild blue yonder. Never mind that it raised false hopes prematurely. The important consideration was the pace of the pack. As volume swelled, prices jumped. This latest effort to take the market back within sight of its old highs above 1,000 quickly ran into a sinking spell. Options speculation was at the root of the trouble.

While the market was boiling, it seemed to measure up to the text of volume first, prices later. Volume rose to nearly double its lackluster level of 15 million shares a day. As it did, optimism fed on itself and prices followed suit.

There was, however, a catch. There was more to the volume than met the naked eye. As I reported at the time, no experienced trading professionals in Wall Street felt quite sure of how big the options tail would turn out to be if the regulatory authorities had required realistic rules of reporting for the various options markets. But all the professionals knew it was big. The most educated guesses placed it as high as 10 million shares a day of self-canceling plays and stratagems.

The fun was great while it lasted — for about a week. It coincided with the mid-July expiration of an options contract that had attracted a good deal of speculation. Ever since options market action started to dominate stock market reaction, the mid-month terminal point for a heavily traded options contract has coincided with flurries and takeoffs in stock prices.

Just as consistently, market excitement touched off by options activity is short-lived. July's action week set the stock market up for a big fall the moment new options contracts were put on the books. Without the options trading boost, volume slipped back under 20 million shares a day, and prices promptly fell off the ledge that had been supporting them at the 900 level on the Dow Industrial Average.

Played by these rules, the options game is a throwback to the bad old days dominated by the pool operators of sinister fame. As legend has it, when Daniel Drew, a pirate who never took a chance on blue water, but who was always ready to put the knife to the widows and orphans, said "Erie up," Erie went up; when he said "Erie down," Erie went down. And when he "Erie wiggle-waggle," Erie wiggle-waggled.

The speculative options tail has been wagging the investment market dog for three and a half years now, but the SEC is still pondering riddles about it, and permitting the options operators to enjoy the rich end of a double standard, so far as regulatory reporting is concerned.

Meanwhile Chairman Bill Bagley of the Commodity Futures Trading Commission has offered the SEC a dramatic example of the regulatory shortfall by recommending a shutdown for options futures trading in commodity contracts. There's no need to go that far in the stock market. Official recognition that an options speculation takes the market up when it is on, and puts it down when it is off, would show the need for updated regulations to end the double standard.

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Correction

Correction In our sales listings for the July 28 issue, we had John M. Pierce, president and director of Ranger Oil (Canada) Ltd. down for a sale of 110,000 common shares. This was an error, Mr. Pierce only having sold 11,000 shares.

The Securities and Exchange Commission requires officers, directors and those who hold 10 per cent or more of the shares of a publicly-held company to report, within 10 days after the month in which the transaction took place; any sale, purchase, redemption, etc. by them in the stock of their company.

The figure after the transaction date represents the total number of shares now held by the person involved in the transaction.

These reports are a matter of public record and are made public by the SEC and by the Exchange with which they are filed.

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Insider Trading

Sales

Continued from page 1

Jr., chairman of the executive committee.

American Realty Trust 1,000 shares at \$1 private sale on July 18. 6,699. E. Carl Hengen, vice president and trustee.

American Security Corp. 150 common shares at \$44 $\frac{1}{4}$ open market sale on June 8. 0. Sidney D. Ripley, former director (resigned Jan. 1, 1977).

American Snacks, Inc. 44,070 common shares at \$1 private sale on July 22. 99,886. David Casty, chairman of the board of directors.

Amfac, Inc. 100 common shares at \$16 $\frac{1}{2}$ open market sale on June 30. 11,850. E. Laurence Gay, vice chairman and director.

Amicor, Inc. 26,200 common shares at \$6.375-\$6.50 open market sales on July 1 and 5. Albert R. Morgan Jr., vice president.

Amsted Industries, Inc. 500 common shares at \$56 $\frac{1}{4}$ open market sales on July 5 and 6. 14,668. Goff Smith, president and director.

Analogic Corp. 2,000 common shares at \$22.25-\$22.75 open market sales on July 6 and 7. 13,000. Bernard L. Friedman, president, treasurer and director.

Anchor Hocking Corp. 100 common shares at \$30 $\frac{3}{8}$ open market sales on June 14. 1,900. John J. Renard, vice president.

Applied Digital Data Systems, Inc. 9,400 common shares at \$13.38 open market sale on July 29. 296,700. Richard M. Kaufman, vice president.

Aquitaine Co. of Canada Ltd. 300 common shares at \$15.50 sales on June 8 and 13. 1,800. William D. Clark, officer and director.

Arizona Public Service Co. 700 common shares at \$20 $\frac{7}{8}$ open market sale on July 20. 1,649. D. Louis Broussard, vice president.

Armada Corp. 700 common shares at \$7 $\frac{1}{8}$ -\$7 $\frac{3}{8}$ open market sales on July 5 and 8. 44,412. Herbert S. Epstein, chairman of the board.

Bell Canada 400 common shares at \$55.25 (Canadian) sale on July 26. 660. J. Gaston Robert Brule, vice president.

Bendix Corp. 500 common shares at \$40 $\frac{1}{4}$ open market sale on July 11. 800. Charles E. Heitman, director.

Bendix Corp. 7,999 common shares at \$40.25-\$41.75 open market sales on July 26 and 27. 961. Donald S. Jones, vice president.

Big Daddy's Lounges, Inc. 24,000 common shares at \$4 private sale on June 1. 18,000. Bernard Marder, vice president and director.

Big Daddy's Lounges, Inc. 12,500 common shares at \$4 private sale on June 1. 17,500. David L. Sliney, vice president.

Blessing Corp. 100 common shares at \$11 open market sale on July 5. 223. Walter S. Cohen, secretary.

Burlington Northern, Inc. 350 common shares at \$49 $\frac{3}{4}$ -\$49 $\frac{7}{8}$ open market sales on July 8. 137. Leo N. Assell, treasurer.

Capitol Food Industries, Inc. 500 common shares at \$3.875 sales on June 2 and 6. 44,068. Dimmick D. Drake, director.

Capitol Food Industries, Inc. 1,000 common shares at \$4-\$4.125 sales on June 8. 6,383. Harold J. Timmers Jr., director.

Carboline Co. 100 common shares at \$15.50 open market sale on June 30. 24,625. Robert R. Rosenthal Jr., vice president.

CBS, Inc. 1,093 common shares at \$58.875-\$59 open market sales on July 5. 800. Harry E. Smith, vice president.

Central Telephone & Utilities Corp. 200 common shares at \$27 open market sale on July 21. 959. Kenneth L. Pohlman, vice president and secretary-treasurer.

Chesebrough-Pond's, Inc. 100 common shares at \$22 $\frac{7}{8}$ open market sale on June 20. 9,350. John D. White Jr., vice president.

Chesebrough-Pond's, Inc. 600 common shares at \$23.25 open market sale on July 26. 28,260. William L. Jackson, director and group vice president.

Chicago Bridge & Iron Co. 604 common shares at \$63 and \$64 open market sales on July 5 and 6. 15,210. Leonard P. Zick Jr., vice president and chief engineer.

Coca-Cola Co. 660 common shares at \$39.375-\$39.50 open market sales on July 15. 10. J. William Pruett Jr., vice president.

Colonial Commercial Corp. 8,200 common shares at \$3.50 private sale on July 25. 164,610. Richard J. Yarm, executive vice president, secretary, director and over ten per cent stockholder.

Columbia Chase Corp. 400 common (voting) shares at \$4 and \$4.25 open market sales on June 22 and 30. 686,300. Francis M. Chase, chairman of the board.

Combined Communications Corp. 4,000 common shares at \$22 open market sale on July 20. 1,000. Heath B. Matthews, divisional president.

Commerce Clearing House, Inc. 20,000 common shares at \$13 $\frac{1}{2}$ -\$13 $\frac{7}{8}$ open market sales on July 11 and 18. 25,569. Justus H. Schlichting, vice president.

Copps Corp. 77 common shares at \$17.20 sale on May 5. 123. Karl L.W. Hanson, director.

Cummins Engine Co., Inc. 800 common shares at \$53 open market sale on June 2. E.H. Davis, vice president.

Dart Industries, Inc. 1,000 common shares at \$38.25 open market sale on July 20. 103,294. Stanley M. Rumbough Jr., director.

Data Card Corp. 11,250 common shares at \$7.20 sale on July 19. 86,419. Willis K. Drake, director and president.

Data Card Corp. 11,250 common shares at \$7.20 sale on July 19. 16,251. Richard L. Hencley, executive vice president.

Data Card Corp. 7,500 common shares at \$7.20 sale on July 19. 2,403. William T. Price, vice president.

DEKALB AgResearch, Inc. 88 class B common shares at \$27 open market sale on June 16. 18,844. John R. Nelson, vice president and director.

Deltona Corp. 500 common shares at \$4.75 open market sale on June 20. 300. Paul M. Schaefer, vice president.

Deltona Corp. 600 common shares at \$6.75 open market sale on June 23. 10,800. James E. Vensel, senior vice president and director.

DeLuxe Check Printers, Inc. 51 common shares at \$25.60 open market sale on June 1. 70. Terence J. Quigley, vice president.

Den-Tal-Ez, Inc. 400 common shares at \$11 $\frac{1}{2}$ and \$15 open market sales on June 2 and 24. 11,900. G. Scheftner, officer.

Digital Equipment Corp. 100 common shares at \$47 open market sale on June 20. 5,237. Robert W. Puffer III, vice president.

Dorsey Corp. 2,000 common shares at \$15 $\frac{1}{2}$ and \$15 $\frac{7}{8}$ open market sales on July 6 and 8. 5,000. Francis Ahern, vice president.

Duke Power Co. 264 common shares at \$22 $\frac{5}{8}$ private sales on June 15. 0. Thomas C. Berry, vice president of division.

Dymo Industries, Inc. 600 common shares at \$12 $\frac{5}{8}$ and \$13 $\frac{3}{8}$ sales on June 2 and 8. 115. Harris Zimmerman, director.

Dynell Electronics Corp. 400 common shares at \$5.25 open market sale on June 1. 110,545. Charles F. Chubb, senior vice president and director.

Edwards (A.G.) & Sons, Inc. 100 common shares at \$13 $\frac{1}{4}$ open market sale on May 2. 2,000. Robert C. Dissett, vice president and treasurer.

Electronic Engineering Co. of California 500 common shares at \$7.75 open market sale on June 1. 1,007. Charles B. Huntress, vice president.

Engelhard Minerals & Chemicals Corp. 550 common shares at \$28.50 open market sale on July 12. 61,875. Henry Rothschild, director and executive vice president of issuer, and vice chairman of division of issuer.

Engelhard Minerals & Chemicals Corp. 2,500 common shares at \$29 $\frac{5}{8}$ -30 open market sales on July 22, 25, and 26. 16,246. Hal H. Beretz, vice president of issuer and senior vice president of division of issuer.

Envirotech Corp. 300 common shares at \$39 open market sale on July 1. 19,975. Berne A. Schepman, director, president and chief operating officer.

Epidyne, Inc. 2,000 common shares at \$1.75 sale on June 1. 8,000. Jan E. Clee, director.

Equifax, Inc. 100 common shares at \$29 private sale on July 9. 210. Donald E. Rutherford, director and executive and vice president.

Exxon Corp. 4,200 capital shares at \$52 $\frac{1}{2}$ -53 $\frac{3}{8}$ open market sales on July 5, 6, and 13. 9,492. F.A.L. Holloway, vice president.

Fairchild Camera & Instrument Corp. 500 common shares at \$28 open market sale on July 22. 2,300. John A. Duffy Jr., vice president.

Financial, Inc. 60 common shares at \$28 $\frac{5}{8}$ open market sale on July 15. 600. Ronald W. Nienow, secretary-treasurer.

First Union Bancorporation 1,000 common shares at \$32 $\frac{1}{2}$ -33 $\frac{3}{4}$ open market sales on Jan. 5. 1,400. John P. MacCarthy, secretary and director.

Florida Mining & Materials Corp. 5,000 common shares at \$11 $\frac{1}{2}$ open market sale on July 22. J.L. Cone Jr., director.

Florida Power Corp. 100 common shares at \$33 $\frac{7}{8}$ open market sale on June 24. 41. Stanley A. Brandimore, senior vice president and general counsel.

Florida Water & Utilities Corp. 3,000 common shares at \$0.50 open market sale on May 16. 0. Uzi Zucker, director.

Flowers Industries, Inc. 3,356 common shares at \$16 $\frac{1}{4}$ -16 $\frac{5}{8}$ open market sales on July 13 and 25. 7,087. John W. Rollins, director.

Ford Motor Co. 250 common shares at \$45 $\frac{1}{2}$ open market sale on July 26. 1,000. Franklin D. Murphy, director.

Frigitemp Corp. 4,731 common shares at \$8.25-\$10.125 open market sales between July 1 and 21. 78,197. Mervyn Silver, president, chief operating officer and director.

General Automation, Inc. 1,000 common shares at \$7.75 open market sale on July 13. 115,700. Burton A. Yale, director

Greer Hydraulics, Inc. 500 common shares at \$5 $\frac{3}{8}$ -5 $\frac{1}{2}$ open market sales on April 28. 2,200. Rodney A. Cover, officer and director.

HMO International 1,800 common shares at \$7 $\frac{1}{2}$ -\$9 open market sales between June 22 and 30. 105,043. Donald K. Kelly, over ten per cent stockholder.

Honeywell, Inc. 270 common shares at \$53.625-\$53.75 open market sales on July 12. 1,764. William T. Noll, group vice president.

Howell Corp. 300 common shares at \$14 sale on July 1. 0. Charles H. Carmouche, former officer (resigned May 4, 1977).

Hyster Co. 1,000 common shares at \$28 $\frac{1}{8}$ open market sale on July 28. 7,732. Robert F. Moody, vice president.

Information International, Inc. 300 common shares at \$10 $\frac{3}{4}$ sale on June 2. 600. Stephen J. A'Hearn, vice president.

Instrumentation Laboratory, Inc. 550 common shares at \$11 $\frac{3}{4}$ sale in June. 27. Arturo Peirano, group vice president.

International Bank 13,333 class A common shares at \$6 $\frac{1}{4}$ open market sale on July 20. 99,136. George Olmsted, director, officer and over ten per cent stockholder.

International Multifoods Corp. 200 common shares at \$19 $\frac{1}{2}$ open market sale on July 6. 21,460. Darrell M. Runke, president and director.

International Multifoods Corp. 1,000 common shares at \$20 open market sale on July 21. 1,000. Alvin L. Huggins, vice president.

Intersil, Inc. 92,558 common shares at \$9 private sales on July 27. 5,005. Frederick R. Adler, director.

Joy Manufacturing Co. 2,183 common shares at \$43 open market sale on July 8. 700. James W. Wilcock, chairman, chief executive officer and director.

Joy Manufacturing Co. 350 common shares at \$39 open market sale on July 15. 2,844. William F. Cramer, senior vice president.

Kimberly-Clark Corp. 2,000 common shares at \$44 open market sale on July 27. 6,826. Donald R. Hibbert, director and executive vice president.

Knox Lumber Co. 2,000 common shares at \$6 and \$6.50 open market sales on July 14 and 21. 169,877. Lawrence Platt, president, director and over ten per cent beneficial stockholder.

Koger Properties, Inc. 7,000 common shares at \$14 $\frac{1}{8}$ open market sale on July 25. 15,000. Wallace F.E. Kienast, president and director.

Limited Stores, Inc. 20,000 common shares at \$15.125-\$16.375 open market sales on June 21, 22, and 23. 3,036,200. Leslie H. Wexner, officer, director and ten per cent stockholder.

MacDonald (E.F.) Co. 8,000 common shares at \$6.50 open market sale on May 16. 19,240. John F. Higgins, director.

Mayer (Oscar) & Co., Inc. 1,100 common shares at \$24.75 sale on July 28. 4,075. Leon D. Sheldahl, vice president, treasurer and assistant secretary.

McDonnell Douglas Corp. 475 common shares at \$26 $\frac{1}{2}$ -26 $\frac{5}{8}$ open market sales on July 21. 1,869. Richard J. Davis, corporate vice president.

Medtronic, Inc. 25,000 common shares at an aggregate price of \$643,750 sale on July 1. Earl E. Bakken, chairman and director.

Merrill Lynch & Co., Inc. 1,000 common shares at \$19 open market sale on July 19. 30,054. Dakin B. Ferris, director.

Milton Roy Co. 100 common shares at \$12 $\frac{7}{8}$ open market sale on May 27. 512. C. Edward Liggins, vice president.

Moore McCormack Resources, Inc. 648 common shares at \$36 $\frac{1}{2}$ -36 $\frac{5}{8}$ open market sales on July 6. 60,606. Paul R. Trequertha, director and executive vice president.

Morse Shoe, Inc. 1,856 common shares at \$10.625-\$10.875 open market sales on July 8 and 13. 4,732. Herbert Rosenberg, officer.

National Semiconductor Corp. 6,000 common shares at \$21 open market sales on July 29. 272,114. Peter J. Sprague, chairman.

Nationwide Homes, Inc. 400 common shares at \$9.75-\$10 sales on June 7. 56,610. James W. Severt, director and president.

NB Corp. 1,500 shares (type - not specified) at \$23 private sale on July 21. 2,733. Ralph J. Davis, director.

Nelson (L.B.) Corp. 500 common shares at \$3.75 open market sale on June 27. 526,160. Leslie B. Nelson, chairman of the board, president and over ten per cent beneficial stockholder.

Northern Natural Gas Co. 100 common shares at \$45 open market sale on June 20. 400. Earle A. Clark, vice president.

Nucor Corp. 194 common shares at \$21.75 open market sale on June 29. 1,756. Dolphus C. Morrison, vice president.

Oakite Products, Inc. 489 common shares at \$15.25 private sale on July 7. 2,452. Roger R. Heroux, vice president.

O'Neal, Jones & Feldman, Inc. 2,800 common shares at \$3.25 open market sales on July 1, 5, and 6. 53,200. Dennis M. Jones, vice president.

Continued on the next page

Insider Trading

Sales

Continued from the previous page

Optical Coating Laboratory, Inc. 200 common shares at \$15.25 open market sale on June 1. 100. L. Lendon Dawson, vice president and director.

Peoples Gas Co. 7,263 common shares at \$52-\$52.25 open market sales on July 26. 2,796. Charles G. Freund, vice president, secretary and treasurer.

Peoples Gas Co. 16,300 common shares at \$51-\$51.375 open market sales on July 27. 4,135. George L. Morrow, director.

Peoples Gas Co. 2,500 common shares at \$51.25-\$51.50 open market sales on July 27. 1,800. Joseph M. Wells, vice president and general counsel.

Peoples Gas Co. 5,294 common shares at \$51-\$52.25 open market sales on July 26 and 28. 600. Thomas E. McGough, vice president.

Peoples Gas Co. 6,878 common shares at \$51-\$52.25 open market sales on July 26 and 28. 300. Eugene A. Tracy, vice president and controller.

Peoples Gas Co. 13,865 common shares at \$51 open market sales on July 28 and 29. 19,460. Orval C. Davis, president and director.

Peoples Gas Co. 9,000 common shares at \$50.50 open market sale on July 29. 9,916. S.M. Salvino, director.

Pneumo Corp. 300 common shares at \$17.875 open market sale on June 27. 2,700. John C. Owen, vice president.

Ponderosa System, Inc. 200 common shares at \$9 open market sale on June 9. 20,000. Donald D. Darbyshire, executive vice president.

Presidential Realty Corp. 1,000 class B common shares at \$2½ open market sale on May 5. 57,359. Robert E. Shapiro, director and over ten per cent beneficial stockholder.

Proctor & Gamble, Co. 249 common shares at \$80½ open market sale on July 21. 585. William E. Forbis, vice president.

Raypak, Inc. 6,500 capital shares at \$9.50-\$12.25 sales on May 5 and 21. 27,740. Hugh Shurtleff, director.

Raypak, Inc. 2,141 capital shares at \$9-\$9.25 sales on June 15. 130,346. Alfred Whittell Jr., president and director.

Raypak, Inc. 1,000 capital shares at \$9 sale on June 24. 6,380. James L. Grubbs - relationship to company not given.

Raypak, Inc. 2,500 capital shares at \$4.50 sales on June 25. 23,060. Hugh Shurtleff, director.

Recognition Equipment, Inc. 500 common shares at \$8.50 open market sale on June 30. 2,939. Leonard Nunley, senior vice president.

Remington Arms Co., Inc. 117 common shares at \$16.50-\$16.75 open market sale on May 31 and June 2. 10. John G. Williams, vice president.

Reserve Oil & Gas Co. 2,300 common shares at \$21.25 open market sale on July 14. 18,733. Harold F. Green, director and senior vice president.

Reserve Oil & Gas Co. 500 common shares at \$20.375 open market sale on July 22. 42,332. Joseph A. Ball, director.

Reserve Oil & Gas Co. 5,000 common shares at \$20.50 open market sale on July 22. 36,941. Walter E. Cramer Jr., director and vice president.

Roanoke Electric Steel Corp. 100 common shares at \$21.50 open market sale on June 24. 2,388. Donald G. Smith, corporate secretary.

Rollins, Inc. 39,400 common shares at \$20⅞-\$20⅞ open market sales on July 12 and 13. 68,270. John W. Rollins, director.

Rorer Group, Inc. 20,000 common shares at \$12.25 open market sale on July 29. Gerald B. Rorer, director and officer.

Sanders Associates, Inc. 200 common shares at \$13⅞ open market sale on June 20. 404. Norman J. Marsh Jr., assistant secretary.

Scherer (R.P.) Corp. 800 common shares at \$8 rule 144 sales on June 14, 20, and 21. 1,639,400. John S. Scherer, director and over ten per cent beneficial stockholder.

Scott & Fetzer Co. 4,000 common shares at \$27.375-\$28.375 sales on July 5, 6, and 18. 53,200. Niles H. Hammink, director.

Shared Medical Systems 1,000 common shares at \$27⅞ rule 144 sale on June 29. 8,182. A. Scott Holmes, regional manager.

Simmons Co. 1,800 common shares at \$17.50 open market sale on June 1. 39,438. Robert H. Wexler, director.

Society Corp. 500 common shares at \$38.50 open market sale on July 15. Richard C. Garretson, senior vice president.

Southwest Florida Banks, Inc. 750 common shares at \$6⅞ open market sales on June 20 and 22. 7,750. Edward M. Henry, director.

Spartan Food Systems, Inc. 437 common shares at \$12.125-\$12.25 open market sales on June 29 and 30. 1,750. Walter M. Brice III, treasurer.

Spartan Food Systems 300 common shares at \$12½ open market sale on July 1. 14,200. Samuel H. Maw, vice president.

Standard Brands, Inc. 250 common shares at \$28 open market sale on June 28. 0. Edward J. Robinson, vice president and comptroller.

Supron Energy Corp. 2,500 common shares at \$24 open market sale on July 14. 9,025. Alvin M. Wiederkehr, chairman of the board and president.

Surgicot, Inc. 6,000 common shares at \$5.88-\$6 open market sales on July 25 and 26. 3,950. Brent D. Baird, director.

Telex Corp. 5,000 common shares at \$27⅞ open market sales on June 17 and 20. 53,525. Stephen J. Jatras, president and director.

Tenney Engineering, Inc. 450 common shares at \$2⅞-\$3 open market sales on June 28. 6,852. Frank H. Gardner, vice president.

Tesoro Petroleum Corp. 500 common shares at \$2.36 open market sale on June 16. 2,500. M.J. Watson, vice president.

Texas Instruments, Inc. 4,000 common shares at \$90½-\$91½ open market sales on June 14, 15, and 24. 49,245. Bryan F. Smith, general director.

Texasgulf, Inc. 245 common shares at \$24⅞ and \$24⅞ open market sales on June 7 and 8. 3,000. David M. Crawford, corporate secretary.

Trane Co. 50 common shares at \$38.75 open market sale on June 17. 100. George H. Kerckhove, vice president and general manager of division.

Triton Oil & Gas Corp. 3,300 common shares at \$7¾ open market sale on July 18. 52,725. Alfred DeLoach Martin Jr., director.

Union Pacific Corp. 3,000 common shares at \$56-\$56⅞ open market sales on July 6 and 7. 100. William P. Raines, vice president.

United International Research, Inc. 6,300 common shares at \$3.125-\$3.75 open market sales on July 1 and 13. 2,040,904. Alfred R. Globus, president, director and principal shareholder.

United Telecommunications, Inc. 500 common shares at \$20¼ open market sale on July 29. 1,073. Basil J. Boritzki, vice president.

Versa Technologies, Inc. 1,500 common shares at \$8.1875 and \$8.50 open market sales on July 15 and 21. 27,913. Sven K. Moxness, director.

Viking Industries, Inc. 1,600 common shares at \$13.50-\$14 open market sales on

March 11 and 23. 105,224. John W. Norcross, chairman of the board of directors, director and over ten per cent beneficial stockholder.

Virginia National Bankshares, Inc. 1,150 common shares at \$21½ open market sale on July 22. 12,473. Herbert W. Jackson III, vice president and director.

Wallace Business Forms, Inc. 1,500 common shares at \$18.575 open market sales on July 11 and 13. 10,784. Ross B. Whitney, director.

Wal-Mart Stores, Inc. 29,500 common shares at \$14.625 open market sale on July 29. Ferold G. Arend, president and director.

Wavetek 8,500 common shares at \$8.50 open market sale on July 19. 390,600. Joel A. Naive, chairman of the board, chief executive officer and ten per cent shareholder.

Western Bancorporation 4,000 capital shares at \$31½ open market sales on July 19 and 20. 3,489. Clifford Tweter, director.

Western Bancorporation 9,000 common shares at \$29¼-\$32 open market sales on July 6, 19, and 26. 3,830. Ralph J. Voss, chairman of the board and director.

Western Pacific Industries 713 common shares at \$21 open market sale on July 5. 1,600. Fred A. Tegeler, vice president of subsidiary.

Weyerhaeuser Co. 460 common shares at \$35½ open market sale on June 30. John M. Musser, director.

Wyman-Gordon Co. 400 common shares at \$32¼ sale on July 26. 1,800. Edward L. Clifford, director.

Yellow Freight System, Inc. 14,000 common shares at \$31½-\$31¼ open market sales on August 2. 60,000. Mark D. Robeson, chairman of the finance committee.

Purchases

Aero Systems Engineering, Inc. 360,000 common shares at \$0.014 private purchase on June 20. 360,000. O. Muten, chairman of the board, chief executive officer and over ten per cent beneficial stockholder.

Affiliated Capital Corp. 1,000 common shares at \$4¼ open market purchase on June 23. 22,000. Justin Rose, vice president, secretary-treasurer and director.

Alba-Waldensian, Inc. 3,962 common shares at \$2.125-\$2.25 purchases between July 6 and 21. 39,021. Louis W. Garrou, director and chairman of the board.

Allied Equities Corp. 2,000 capital shares at \$0.75 open market purchase on June 2. 199,000. Robert L. Silvey, director, vice president and over ten per cent stockholder.

Allied Stores Corp. 100 common shares at \$21.50 open market purchase on June 9. 832. Patrick Edwards, vice president.

Alphatype Corp. 30,000 common shares at \$3.25 private purchase on July 11. 42,200. Donald Hase, director and president.

American Fletcher Corp. 100 common shares at \$17.50 open market purchase on July 6. 200. Delbert C. Staley, director.

American Telecommunications Corp. 350 common shares at \$5½ open market purchases on June 16 and 28. 350. David A. Davidson, vice president and assistant secretary.

Amtel, Inc. 1,000 common shares at \$7¾ purchase on June 21. 5,000. Philip A. Singleton, director.

Armstrong Cork Co. 50 common shares at \$21.75 open market purchase on July 11. 205. Naomi G. Albanese, director.

Beneficial Standard Mortgage Investors 700 common shares at \$1⅞ open market purchase on June 22. 1,080. Joseph W. Ehrenreich, chairman of the board, president and chief executive officer.

Beverly Bancorporation, Inc. 50 common shares at \$27½ open market purchase on July 22. 10,049. John T. Horton, director.

Bird & Son, Inc. 200 common shares at \$31 open market purchase on July 19. 2,200. Richard P. Chapman, director.

Burriss Industries, Inc. 800 common shares at \$2 open market purchases on June 9, 10, and 17. 800. David T. Herman Jr., senior vice president.

California-Pacific Utilities Co. 275 common shares at \$18¼ open market purchase on June 10. 275. Richard G. Campbell, director.

California Portland Cement Co. 300 common shares at \$20.125 purchase on July 25. 11,550. Stuart T. Peeler, director.

Campbell Soup 100 common shares at \$36⅞ open market purchase on July 11. 100. Leo S. Wortman Jr., director.

Canal Corp. 1,470 common shares at \$11.50 private purchase in May. 2,261. Scott F. Hutchinson, executive vice president and director.

Central Freight Lines, Inc. 90 common shares at \$23.25 private purchase on June 21. 218,035. William W. Callan Jr., executive vice president and director.

Central Freight Lines, Inc. 120 common shares at \$23.25 private purchase on June 28. 219,861. William W. Callan, chairman of the board of directors.

Central Illinois Public Service Co. 300 common shares (new) at \$15 purchase (public offering) on June 1. 801. William F. Grant, controller and assistant secretary.

Centurion Financial, Inc. 220 common shares at \$9.75 private purchase on May 19. 2,770. Dale C. Hoyles, vice president, treasurer and director.

Church's Fried Chicken, Inc. 3,500 common shares at \$24.50-\$25 open market purchases between July 6 and 25. 3,695. Robert E. Hilgenfeld, vice president.

Cinema 5 Ltd. 500 common shares at \$4 private purchase on June 21. 96,900. Donald S. Rugoff, president and director.

Claremont Capital Corp. 200 shares (type - not specified) at \$5¾ open market purchases on June 1 and 8. 15,500. Albert J. Stream, director and president.

Claremont Capital Corp. 200 capital shares at \$5.75 open market purchases on June 6 and 23. 172,200. Erik E. Bergstrom, director, chairman and over ten per cent stockholder.

Clousing Corp. 1,500 common shares at \$15.50 open market purchases on July 12, 13, and 26. 1,855. George E. Rathke, executive vice president and director.

Cohu, Inc. 1,000 common shares at \$2¾ open market purchases on June 15 and 21. 1,000. Raymond G. Saatjian, director.

Comarco, Inc. 1,500 common shares at \$4.50 purchase on July 1. 50,300. Gordon M. Genge, director and over ten per cent stockholder.

Combustion Equipment Associates 100 shares (type - not specified) at \$19 purchase on June 29. 410. Eugene A. Cernan, outside director.

ConAgra, Inc. 300 common shares at \$16⅞ open market purchase on June 24. 4,175. Terrance Hanold, director.

Consolidated Oil & Gas, Inc. 10,000 common shares at \$10¾-\$11¼ open market purchases between July 21 and 28, 103,385. Alfred Gross, director.

Continental Western Industries, Inc. 500 common shares at \$9.50 open market purchase on June 23. 4,506. William E. Timmons, director.

Culbro Corp. 100 common shares at \$20.50 open market purchase on June 14. Richard C. Ernst, director.

Dataram Corp. 1,000 common shares at \$1.50 private purchase on Jan. 17. 37,000. Raymond P. Von Culin, chairman and chief executive officer.

Depositors Corp. 200 common shares at \$20.375 open market purchase on June 9. 4,075. Lawrence J. Burlock, director.

Detroitbank Corp. 200 common shares at \$47 open market purchase on July 18. 4,214. R. Craighead, president and director.

Detroit Edison Co. 100 common shares at \$17½ open market purchase on June 30. 300. Joseph L. Hudson Jr., director.

Continued on the next page

Insider Trading

Purchases

Continued from the previous page

Diversified Mortgage Investors 1,800 shares of beneficial interest at \$0 $\frac{7}{8}$ open market purchases on June 27. 11,800. Bernie O. Snoddy, managing trustee.

Donaldson, Lufkin & Jenrette, Inc. 500 common shares at \$2.875 open market purchase on June 10. 299,228. Carl H. Tiedemann, director and president.

Dr Pepper Co. 1,000 common shares at \$12.75 open market purchase on July 15. 13,310. Frederick F. Avery, executive vice president.

Dynamics Corp. of America 1,000 common shares at \$4 $\frac{3}{4}$ open market purchase on June 9. 19,000. Saul Sperber, director.

Dynatech Corp. 200 common shares at \$8.75 open market purchase on June 28. 400. Theodore Cohn, director.

Equitable Bancorporation 500 common shares at \$14 $\frac{3}{4}$ -\$16 $\frac{1}{8}$ open market purchases on June 22. 956. Raymond V. Haysbert Sr., director.

Executone, Inc. 2,000 common shares at \$6 $\frac{1}{2}$ -\$6 $\frac{3}{4}$ open market purchases on May 27. 32,034. Philip H. Seaman, director.

Fidelity American Bankshares, Inc. 277 common shares at \$15.25 open market purchase on June 2. 1,000. Kenneth S. White, director.

Fidelity American Bankshares, Inc. 100 common shares at \$15.25 open market purchase on June 21. 1,027. Robert S. Lockridge, director.

Fidelity American Bankshares, Inc. 300 common shares at \$14.25 open market purchase on June 22. 1,463. Vincent J. Lusardi, director.

Fidelity Trust Co. 100 common shares at \$36 open market purchase on June 23. 100. Norman I. Schafner, director.

Financial General Bankshares, Inc. 100 common shares at \$10 open market purchase on June 29. 100. John R. Whitmore, director.

Financial Mortgage & Realty Corp. 17,700 common shares at \$4.50 open market purchase on July 18. 35,631. George Olmsted, officer and director.

First Bancorp, Inc. 304 common shares at \$25.25 purchase on July 1. 626. Gary D. Brown, advisory director.

First Bankshares Corp. of South Carolina 200 common shares at \$23.50 open market purchase on June 22. 2,705. John L.M. Tobias, director.

First Tulsa Bancorporation, Inc. 14,000 common shares at \$25 open market purchases on July 7. 103,522. Walter H. Helmerich III, director.

Fisher Foods, Inc. 500 common shares at \$8.625 open market purchase on June 28. 1,500. Charles E. Spahr, director.

Flying Diamond Oil Corp. 100 common shares at \$19 $\frac{7}{8}$ open market purchase on April 3. 250. Charles G. Peterson, vice president and treasurer.

General Ohio S & L Corp. 200 common shares at \$6.625 open market purchases on June 28 and 29. 1,800. Charles R. Webb, vice president, treasurer and director.

General Portland, Inc. 3,700 common shares at \$8.375-\$8.50 open market purchases on July 26. 13,900. Louis G. Mumin, vice president.

GNB Corp. 100 common shares at \$47 open market purchase on June 27. 994. Myron Kirshner, director.

GNB Corp. 50 common shares at \$47 open market purchase on June 27. 1,834. Joseph S. Korelko, director.

Graves Truck Line, Inc. 200 common shares at \$13 $\frac{3}{8}$ open market purchase on May 19. 300. Leo Lust, comptroller.

Greater Jersey Bancorp. 900 common shares at \$12 $\frac{3}{8}$ open market purchase on July 7. 3,000. Walter F. Powers, director.

Greif Brothers Corp. 100 class B common shares at \$26.25 purchase on July 8. 10,100. Elmer A. Reitz, director and executive vice president.

Grey Advertising, Inc. 2,500 common shares at \$28-\$28.75 purchases on July 11 and 20. 77,548. Edward H. Meyer, chairman of the board, president and director.

Guardian Development Corp. 2,000 common shares at \$0.50 open market purchase on June 20. 1,500,532. Sally Eisenrod, over ten per cent stockholder.

Guardsman Chemicals, Inc. 1,700 common shares at \$11 $\frac{1}{2}$ -\$12 $\frac{5}{8}$ open market purchases between July 1 and 18. 149,300. Irwin W. Uran, over ten per cent beneficial stockholder.

Hercules, Inc. 5,000 common shares at \$17.25 open market purchase on July 27. 5,942. Spencer H. Hellekson, director and vice president.

Hess's, Inc. 300 common shares at \$9.625-\$9.75 open market purchases on June 6 and 29. 29,152. Bernard Frank, director and secretary.

HMW Industries, Inc. 500 common shares at \$2 $\frac{7}{8}$ open market purchase on June 13. 500. Wallace E. Carroll, director.

Hormel (Geo. A.) & Co. 2,500 common shares at \$28.50 open market purchase on July 13. 6,000. Elwood C. Alsaker, vice president, treasurer and director.

Illinois Beef Packers, Inc. 6,665 common shares at \$5 $\frac{5}{8}$ purchases on July 11 and 26. 54,429. Victor J. Lohman - relationship to company not given.

Independent Bankshares Corp. 400 common shares at \$24.50 open market purchase on May 4. 4,102. Max Thelen Jr., director.

Industrial Resources, Inc. 5,000 common shares at \$0.85 open market purchase on June 23. 9,038. Henry C. Buckingham, director.

Integrated Resources, Inc. 900 common shares at \$1.375 open market purchase on June 6. 10,000. Jay D. Chazanoff, vice president.

International Proteins Corp. 24,202 common shares at \$7.85-\$7.90 purchases on July 21 and 29. 354,944. Celia Meilan, officer and director.

International Proteins Corp. 24,203 common shares at \$7.85-\$7.90 purchases on July 21 and 29. 361,218. Pierre J. Petrou, president and director.

Inter-Regional Financial Group, Inc. 1,000 common shares at \$4 15-16 open market purchase on June 29. 13,000. Thomas E. Holloran, president.

Inter-Regional Financial Group, Inc. 1,000 common shares at \$4 15-16 open market purchase on June 29. 13,191. Richard K. Lorenz, director.

Inter-Regional Financial Group, Inc. 1,000 common shares at \$4 15-16 open market purchase on June 30. 43,111. Richard D. McFarland, director.

Iowa Electric Light & Power Co. 100 common shares at \$17.875 open market purchase on June 23. 404. Marjorie E. McDonald, assistant secretary.

Kappa Systems, Inc. 8,280 common shares at \$0.75 private purchases on April 15. 202,964. James H. Connors Jr., president, director and over ten per cent beneficial stockholder.

Kleinert's, Inc. 200 common shares at \$5 $\frac{3}{4}$ purchase on June 1. 125,200. Myers L. Girsh, director.

KMC Mortgage Investors 2,000 shares of beneficial interest at \$1.125 open market

purchase on June 29. 2,000. Theodore R. Broida, director.

Koppers Co., Inc. 100 common shares at \$21 open market purchase on July 22. 12,100. Robert G. Wilson, vice president.

Krueger (W.A.) Co. 200 common shares at \$11.75 open market purchases on June 7. 2,600. Gordon S. Barrett, vice president.

Leath & Co. 400 common shares at \$8 open market purchases on June 22. 5,176. Gordon C. Adams, director and president.

Leath & Co. 214 common shares at \$8 and \$8.375 open market purchases on June 23 and 24. 1,600. Arthur J. Powell, director, vice president, and secretary.

Lincoln Telephone & Telegraph Co. 150 common shares at \$30 open market purchase on June 27. 1,350. Edwin J. Faulkner, director and member of the executive committee.

Lincoln Telephone & Telegraph Co. 100 common shares at \$30 open market purchases on June 27. 3,234. Houghton Furr, vice president and treasurer.

Lincoln Telephone & Telegraph Co. 100 common shares at \$30 open market purchases on June 27. 946. Paul C. Schorr III, director.

Longs Drug Stores, Inc. 500 common shares at \$23 open market purchase on June 13. 1,500. Samuel B. Stewart, director.

Major Pool Equipment Corp. 20,435 common shares at \$1 purchase on May 26. 40,561. Richard W. Cohen, director and chairman of the board.

Mark Controls Corp. 100 common shares at \$17 purchase on June 9. 12,487. Harold Tanner, director.

Marshall Field & Co. 300 common shares at \$19 $\frac{5}{8}$ purchase on July 12. 400. Harold B. Smith Jr., director.

MGIC Investment Corp. 100 common shares at \$15 $\frac{7}{8}$ open market purchase on June 24. 100. John M. Jackman, vice president.

Microform Data Systems, Inc. 500 common shares at \$2.87 and \$3 open market purchases on June 27 and 28. 6,988. John M. Boles, director.

Mid-America Industries, Inc. 1,000 common shares at \$4 $\frac{3}{4}$ open market purchase on June 2. 1,000. Robert J. Lavidge, director.

Milton Roy Co. 100 common shares at \$12 $\frac{3}{4}$ open market purchase on June 7. 3,619. James F. Healey, chairman and president.

Mirro Aluminum Co. 2,000 common shares at \$12.25 open market purchase on July 25. 2,000. William T. Alldredge, vice president.

Modine Manufacturing Co. 100 common shares at \$39 $\frac{7}{8}$ open market purchase on June 28. 1,270. B. H. Regenburt, director.

Montana Power Co. 45 common shares at \$24 $\frac{3}{8}$ open market purchase on June 10. 750. John J. Burke, vice president.

Montana Power Co. 1,000 common shares at \$26.50 open market purchase on July 20. 2,021. Robert D. Corette, director.

M & T Mortgage Investors 400 shares of beneficial interest at \$9.625-\$10 open market purchases on April 25 and May 11 and 31. 48,300. John S. Dunn, trustee.

Multimedia, Inc. 430 common shares at \$25 open market purchase on July 11. 3,500. William D. Sellers Jr., director.

National Health Enterprises, Inc. 600 common shares at \$5 $\frac{3}{4}$ open market purchase on June 21. 800. Richard M. Ferry, director.

National Life of Florida Corp. 4,500 common shares at \$3 $\frac{5}{8}$ open market purchases between May 3 and 13. 9,600. James A. Henderson, director.

Nationwide Homes, Inc. 200 common shares at \$10 open market purchase on May 27. 7,534. Roy E. Frith, director.

NBC Co. 100 common shares at \$12 private purchase on June 30. 100. James Nissen, director.

Newbery Energy Corp. 1,000 common shares at \$18 $\frac{3}{8}$ open market purchase (date not given, but statement dated for May, 1977). James K. Rogers - relationship to company not given.

New Dimensions In Education, Inc. 1,500 capital shares at \$1 private purchase on June 15. 3,000. Donald J. Kurtz, director.

Newell Companies, Inc. 3,000 common shares at \$10 open market purchase on June 15. 113,110. William R. Cuthbert, chairman of the board.

New England Electric System 200 common shares at \$24 $\frac{5}{8}$ purchase (new offering) on July 21. 600. Edward H. Ladd, director.

Norris Oil Co. 33,334 common shares at \$3 private purchase on July 19. 135,734. Edward J. Carr, director, member of the executive committee and president.

Northwest Energy Co. 1,000 common shares at \$42 $\frac{3}{8}$ -\$42 $\frac{1}{2}$ open market purchases on July 1. 3,000. Marne Obernauer, director.

Old Stone Corp. 170 common shares at \$17 $\frac{1}{2}$ open market purchase on March 10. 472. Howard W. Armbrust, director.

Olin Corp. 4,713 common shares at \$40.50 private purchase on May 26. 115,936. William W. Higgins, director.

Olix Industries, Inc. 10,800 common shares at \$6 purchase on June 20. 47,400. Collins Hill Jr., director.

Pacific Resources, Inc. 1,000 common shares at \$8.575 open market purchase on July 7. 20,047. Harry E. Howell, director.

Pan American Bancshares, Inc. 1,000 common shares at \$6.375 open market purchase on June 21. 1,000. Leon H. Chaplin, senior vice president.

Pantasote Co. 1,000 common shares at \$5.25 purchase on May 24. 2,000. William C. Westmoreland, director.

Paradise Fruit Co., Inc. 1,030 common shares at \$3 open market purchases on June 7 and 8. 87,475. Frank A. Weaner, chairman, director and over ten per cent beneficial stockholder.

Pargas, Inc. 1,000 common shares at \$20 $\frac{5}{8}$ open market purchase on July 1. 1,000. Byron F. New, vice president and treasurer.

Pargas, Inc. 6,450 common shares at \$20 and \$22.375 private purchases on July 1 and 14. 151,100. C. J. McAllister, director.

Parker Pen Co. 300 common shares at \$19 $\frac{1}{4}$ open market purchase on June 29. 800. Robert V. Krikorian, director.

Peachtree Doors, Inc. 200 common shares at \$9 $\frac{3}{4}$ open market purchases on June 3. 1,685. Herbert J. Dickson, director.

PEC Israel Economic Corp. 1,000 common shares at \$14.86 open market purchase on June 8. 1,000. Joseph Meyerhoff, chairman of the board of directors.

Petrox Industries, Inc. 500 common shares at \$4 open market purchase on June 29. 2,027. Philip Amin, director.

Phillips Petroleum Co. 200 common shares at \$32 $\frac{1}{2}$ purchase on July 15. 500. Dolores D. Wharton, director.

Piedmont Real Estate Investment Trust 395 shares of beneficial interest at \$4 $\frac{1}{2}$ private purchase on July 1. 6,396. Herman B. McManaway Jr., chairman.

Pogo Producing Co. (Pennzoil Offshore Gas Operators, Inc.) 10,000 common shares at \$15.3125 open market purchase on July 20. 27,000. William S. Farish III, director.

Pogo Producing Co. (Pennzoil Offshore Gas Operators, Inc.) 17,000 common shares at \$14 $\frac{7}{8}$ -\$15 $\frac{1}{8}$ open market purchases on June 21 and 24. 17,000. William S. Farish III, director.

Continued on the next page

Insider Trading

Purchases

Continued from the previous page

Pogo Producing Co. (Pennzoil Offshore Gas Operators, Inc.) 6,500 common shares at \$15 $\frac{1}{8}$ open market purchase on July 22. 6,500. Michael D. Dingman, director.

Ponderosa System, Inc. 200 common shares at \$22.13 open market purchase on May 31. 20,200. Donald D. Darbyshire, executive vice president.

PPG Industries, Inc. 50 shares (type - not specified) at \$59.29 purchase on May 4. John L. MacMillan, vice president.

Precision Castparts Corp. 10,000 common shares at \$10 purchase (registered public offering) on July 13. 258,335. Edward H. Cooley, director and president.

Presidential Realty Corp. 1,000 class B common shares at \$2 $\frac{1}{2}$ open market purchase on June 16. 29,634. Harold E. Hoffman, director.

Prevor-Mayrsohn International, Inc. 1,100 class A common shares at \$1.25 private purchases on June 1 and 23. 125,182. Michael Prevor, director, vice president, secretary and ten per cent beneficial stockholder.

Prudential Group, Inc. 400 common shares at \$4 $\frac{1}{8}$ and \$4 $\frac{3}{4}$ purchases on June 8 and 15. 3,400. Alvin B. McClelland, group vice president.

Prudent Real Estate Trust 2,000 shares of beneficial interest at \$2 $\frac{3}{8}$ open market purchases between June 22 and 29. 17,706. Phil Amin, trustee.

Rouse Co. 5,000 common shares at \$7-\$7.50 purchases on June 14 and 16. 22,133. Michael D. Spear, senior vice president.

Ryan Homes, Inc. 400 common shares at \$6.75 purchase on July 11. 400. Michael J. Cannizzo, division manager.

Ryland Group, Inc. 1,000 common shares at \$13.875 purchase on June 6. 7,500. John V. Ward, vice president.

Ryland Group, Inc. 1,500 common shares at \$15-\$15 $\frac{1}{4}$ purchases on July 12 and 14. 3,500. Andre W. Brewster, director.

Security Mortgage Investors 2,000 shares of beneficial interest at \$2 $\frac{1}{4}$ open market purchases on June 1 and 2. 18,300. Thomas C. Perkins, president.

Seton Co. 400 common shares at \$8 $\frac{1}{4}$ -\$8 $\frac{3}{8}$ open market purchases between June 2 and 29. 19,523. Philip D. Katlenbacher, chairman of the board.

SmithKline Corp. 50 common shares at \$34 $\frac{1}{8}$ open market purchase on June 3. 318. Charles A. Berry, director.

Southwestern Public Service Co. 200 common shares at \$13.75 open market purchase on April 20. 583. Bert Ballengee, vice president.

Supron Energy Corp. 39,400 common shares at \$27 $\frac{1}{8}$ -\$29 open market purchases on July 8 and 11. 177,988. John T. MacGuire, director.

Telecredit, Inc. 100 common shares at \$13 $\frac{1}{8}$ open market purchase on June 30. 3,800. Jerome C. Eppler, director.

Texas Industries 3,301 common shares at \$14 $\frac{5}{8}$ -\$15 $\frac{3}{8}$ purchases between June 2 and 9. 8,500. Peter F. Carleton, director.

T G Bancshares Co. 1,000 common shares at \$17 private purchase on July 11. 6,000. John D. Weiss, chairman, president and director.

Thriftmart, Inc. 500 class B common shares at \$8.125 open market purchase on June 3. 1,300. Robert E. Laverty, chairman of the board and director.

Thriftmart, Inc. 500 class A common shares at \$8 open market purchase on June 13. 500. Marshall D. Duffield, director.

Turf Paradise, Inc. 1,296 common shares at \$8.50 open market purchases between June 6 and 28. 6,032. Richard G. Owens, director.

Twin Fair, Inc. 500 common shares at \$3.50 open market purchase on May 18. 240,000. Paul L. Snyder, director.

Twin Fair, Inc. 1,000 common shares at \$3.875 open market purchase on June 21. 7,600. Ralph H. White, vice president and director.

Union Carbide Corp. 1,000 common shares at \$50 $\frac{1}{2}$ -\$50 $\frac{3}{8}$ open market purchases on July 22. 8,142. William S. Sneath, chairman of the board and director.

Union Commerce Corp. 200 common shares at \$7.50 open market purchase on June 10. 2,700. Leighton A. Rosenthal, director.

U.S. Bancorp Realty & Mortgage Trust 200 voting shares of beneficial interest at \$9 $\frac{1}{4}$ open market purchase on June 30. 300. Tillman C. McCamey, secretary.

Wabash, Inc. 100 common shares at \$12.75 open market purchase on May 2. 100. Richard A. Donovan, director.

Wabash, Inc. 800 common shares at \$13 $\frac{1}{2}$ open market purchase on July 5. 1,000. J. Lawrence Buell Jr., director.

Wabash International Corp. 1,000 common shares at \$3.375 open market purchase on June 8. 2,000. Noel E. Cord, director.

Wal Mart Stores, Inc. 3,800 shares (type - not specified) at \$12.93-\$15 open market purchases between May 17 and July 21. J.R. Hyde III, director.

Washington Scientific Industries, Inc. 2,000 common shares at \$2-\$2.125 purchases on June 15, 16, and 21. 6,000. William A. Andres, vice president.

Weinschel Engineering Co., Inc. 1,700 common shares at \$1.50 open market purchase on June 27. 6,428. William M. Heiden, director.

Wiley (John) & Sons, Inc. 520 common shares at \$20 $\frac{1}{2}$ open market purchase on July 13. W. Bradford Wiley, chairman and director.

Wright Machinery Co. Inc. 300 common shares at \$7.625 open market purchase on June 2. 1,300. Renard R. Mitchell Jr., assistant secretary.

Zenith National Insurance Corp. 231,815 common shares at \$6 and \$10 private purchases on March 15 and July 8. 231,815. Harvey L. Silbert, over ten per cent beneficial stockholder.

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144 Letter Stock

Acton Corp. 25,000 common shares at \$175,000 — intended sale August 1, 1977 through Thomson McKinnon Securities, Inc. Acquired from December 1969 to November 1971 from the company. Charles Hermanowski.

Air Florida System, Inc. 15,000 common shares at \$52,500 — intended sale August 1, 1977 through Wachtel & Co., Inc. Acquired in October 1973 from the company. Metropolitan Capital Corporation.

Alaska Airlines, Inc. 11,550 common shares at \$46,200 — intended sale July 28, 1977 through Seidler, Arnett & Spillane, Inc. Acquired in December 1972 from the company. The E & W Baxter Trust, Elizabeth B. Baxter and Wm. A. Baxter, Trustees.

Albertson's Inc. 5,000 common shares at \$125,000 — intended sale as soon as practicable (SEC stamp August 1, 1977) through Kidder, Peabody & Co., Inc. Acquired in April 1975 from the company. Lit Ng and Sintao Ng.

Amcord, Inc. 3,000 common shares at \$39,000 — intended sale July 27, 1977 through Loeb, Rhoades & Co., Inc. Acquired in January 1977 from the company. William T. Carter and Beverly M. Carter, an employee.

Amerada Hess Corporation 3,000 common shares at \$105,750 — intended sale August 15, 1977 through Thomson McKinnon Securities Inc. Acquired in July 1977 from Hess Foundation Inc. Monmouth Medical Center.

American Building Maintenance Industries 3,225 common shares at \$43,946.25 — intended sale July 27, 1977 through Sutro & Co., Inc. Acquired in December 1976 from Theodore Rosenberg. Theodore Rosenberg Charitable Foundation. President of and sole contributor to filer of notice is controlling person of issuer.

American Pacific International, Inc. 5,000 common shares at \$38,125 — intended sale within 90 days (SEC stamp August 1, 1977) through Bateman Eichler, Hill Richards Inc. Acquired in February 1970 from the company. W. P. Blair.

American Pacific International, Inc. 10,000 common shares at \$75,000 — intended sale within 90 days (SEC stamp August 1, 1977) through Joseph Sebag Incorporated. Acquired in February 1973 from the company. Societe Internationale de Finance.

American Quasar Petroleum Co. 10,000 common shares at \$310,000 — intended sale July 27, 1977 through E. F. Hutton & Company, Inc. Acquired in April 1969 from

the company. Schmid Properties, Inc., 10 per cent holder.

Applied Digital Data Systems, Inc. 5,000 common shares at \$66,250 — intended sale July 27, 1977 through Bateman Eichler, Hill Richards, Inc. Acquired in July 1973 from Helix Investments, Ltd. M. J. Needham, a director.

Applied Digital Data Systems, Inc. 10,500 common shares at \$139,125 — intended sale July 27, 1977 through Bateman Eichler, Hill Richards, Inc. Acquired in September 1974 from Moses Znaimer. T'ang Management Limited.

Applied Digital Data Systems Inc. 9,400 common shares at \$125,000 — intended sale within 3 months (SEC stamp August 1, 1977) through Prescott, Ball & Turben. Acquired in February 1969 from the company. Richard M. Kaufman, an employee.

Argonaut Energy Corporation 10,000 common shares at \$97,500 — intended sale within 90 days after July 28, 1977 through Loeb, Rhoades & Co., Inc. Acquired in July 1973 from the company. Edward H. Hill, secretary, director, and member of the executive committee.

Argonaut Energy Corporation 12,000 common shares at \$117,000 — intended sale within 90 days after July 27, 1977 through Loeb, Rhoades & Co., Inc. Acquired in July 1973 from the company. C. T. Turner, director and member of audit committee.

Atlas Corporation 10,000 common shares at \$250,000 — intended sale August 1, 1977 through Frederick & Company, Inc. Acquired in April 1975 from Silver Bell Industries. Vincent J. Catalano.

Augat, Inc. 7,125 common shares at \$128,250 — intended sale July 25, 1977 through Kidder, Peabody & Co., Inc. Acquired in April 1975 from the company. Jeremy D. Scherer, president of subsidiary, Isotronics.

Bally Manufacturing Corporation 4,353 common shares at \$100,119 — intended sale August 1, 1977 through Becker Securities Inc. Acquired in October 1969 from the company. Marcine Wolverton, a director.

Caterpillar Tractor Co. 12,250 common shares at \$663,031.25 — intended sale July 26, 1977 through Merrill Lynch, Pierce, Fenner & Smith, Inc. Acquired in January 1977 from the company. W. L. Naumann, chairman of the board.

Cedar Point, Inc. 5,000 common shares at \$88,750 — intended sale July 28, 1977 through Prescott, Ball & Turben. Acquired from 1957 to 1965 from Central National

... Summarized below are significant notices of intent to sell or sales of restricted securities (also known as letter stock) recently filed on SEC Form 144. The date of sale given indicates an intent to sell the amount of shares listed on the date. It does not necessarily mean that the sale will be executed either in full or in part.

... Restricted securities are issued directly by a company to so-called "sophisticated investors," who do not require information usually disclosed in a securities registration statement. These securities are usually sold at a discount to investors who are listed below as sellers. Also, the securities must be held for a certain period of time, usually two years.

... Upon the filing of Form 144, these securities, when resold to the public, are no longer restricted. They are then included in this number of publicly-held outstanding shares.

... Securities firms that handle these transactions almost always act as brokers, receiving their customary and traditional commission.

Bank of Cleveland. George A. Roose, chairman of the board and chairman of the executive committee.

Charming Shoppes, Inc. 9,500 common shares at \$180,500 — intended sale August 1, 1977 through Dean Witter & Co., Inc. Acquired in October 1976 on the open market. Delphi Associates; company holding shares FBO officers children.

Combined Insurance Company of America 40,000 common shares at \$640,000 — intended sale August 27, 1977 through White, Weld & Co., Inc. Acquired prior to December 1972 from W. Clement Stone. Ms. Donna Stone Pesch.

Combustion Engineering, Inc. 1,573 common shares at \$90,250 — intended sale August 4, 1977 through Rotan Mosle Inc. Acquired in September 1973 from the company. Tommy J. Head.

Cooper Tire & Rubber Company 15,000 common shares at \$251,250 — intended sale August 2, 1977 through Merrill Lynch, Pierce, Fenner & Smith, Inc. Acquired in March 1977 from Wayne B. Brewer. Estate of Wayne B. Brewer. (Deceased was, at time of his death, a director of the issuer.)

The Cross Company 4,000 common shares at \$120,000 — intended sale July 28, 1977 through Kidder, Peabody & Co., Inc. Acquired in March 1973 from the company. Robert E. Place, officer Roberts Corp.

Dart Industries, Inc. 3,000 common shares at \$114,000 — intended sale July 28, 1977 through The Robinson-Humphrey Com-

Continued on the next page

144 Letter Stock

Continued from the previous page

pany, Inc. Acquired in May 1973 from the company. J. Woodrow Forbes.

Dart Industries, Inc. 3,000 common shares at \$114,000 — intended sale July 28, 1977 through The Robinson-Humphrey Company. Acquired in May 1973 from the company. Darrell Proctor.

Docutel Corporation 25,600 common shares at \$102,400 — intended sale July 28, 1977 through Rauscher Pierce Securities Corporation. Acquired in October 1970 from Recognition Equipment Corp. IP Corp.

Dun & Bradstreet Companies, Inc. 20,000 common shares at \$621,200 — intended sale July 28, 1977 through Goldman, Sachs & Co. Acquired in December 1976 from John Hay Whitney. Frank S. Streeter, as Trustee U-D John Hay Whitney.

E-Systems, Inc. 1,540 common shares at \$75,075 — intended sale August 1, 1977 through Shearson Hayden Stone Inc. Acquired from May 1973 to December 1974 on the open market. David R. Tacke, a director and officer.

Esmark, Inc. 25,000 common shares at \$787,500 — intended sale during week beginning July 25, 1977 through Bache Halsey Stuart Shields, Inc. Acquired in September 1968 from the company. J. A. Vickers, a director.

Farmers Group, Inc. 10,000 shares at \$230,000 — intended sale July 27, 1977 through Lehman Bros., Inc. Acquired at various times from Thomas and Dorothy Leavey. Thomas and Dorothy Leavey Foundation. T. E. Leavey is founder and chairman of the board of directors.

Federated Department Stores, Inc. 5,000 common shares at \$190,625 — intended sale as soon as practical (SEC stamp August 1, 1977) through Goldman, Sachs & Co. Acquired in October 1976 from the company. Rich's Retirement Plan & Trust. Plan may be deemed an affiliate.

Flowers Industries 13,000 common shares at \$221,000 — intended sale July 27, 1977 through The Robinson-Humphrey Company, Inc. Acquired in July 1969 from the company. A. G. Peeler, Jr., a director.

Frigitemp Corp. 10,000 common shares at \$85,000 — intended sale as soon as practicable (SEC stamp August 3, 1977) through Loeb, Rhoades & Co., the company. Tommy J. Head.

Frigitemp Corp. 5,000 common shares at \$41,875 — intended sale July 22, 1977 through Bruns, Nordeman, Rea & Co. Acquired in April 1976 from the company. Michele Wolkoff.

Frozen Food Express Industries, Inc. 3,500 common shares at \$35,000 — intended sale July 13, 1977 through Rotan Mosle Inc. Acquired in June 1969 from the company. M. N. Williamson, Jr., a retired employee.

General Exploration Company 6,000 common shares at \$64,500 — intended sale July 27, 1977 through Jefferies & Co., Inc. Acquired in December 1975 from Robert W. Doede. Craig Russell Doede, Ericka Leigh Doede, and Kimberly Jean Doede.

General DataComm Industries Inc. 5,000 common shares at \$40,000 — intended sale during July 1977 through Paine, Webber, Jackson & Curtis, Inc. Acquired in March 1969 from the company. Donald R. Lehrman, an officer.

Genuine Parts Company 6,000 common shares at \$200,000 — intended sale (date not given — SEC stamp August 1, 1977) through Merrill Lynch, Pierce, Fenner & Smith, Inc. Acquired in April 1972 from the company. Ben R. Garvin, an officer.

Gulf Oil Corporation 8,500 capital shares at \$246,500 — intended sale on or after August 1, 1977 through Parker Hunter, Inc. Acquired from June 1935 to November 1974 from William L. Mellon et al. Mellon Bank, N. A. as Agent for, and Trustee of various accounts for the benefit of, Farley Walton Whetzel.

International Dairy Queen, Inc. 10,000 common shares at \$30,000 — intended sale July 25, 1977 through Dain, Kalman & Quail, Inc. Acquired in December 1973 from Gerald Rauenhorst. Gerald Rauenhorst Family Foundation.

Johnson & Johnson 28,750 common shares at \$1,976,562.50 — intended sale July 28, 1977 through Shearson Hayden Stone Inc. Acquired in September 1975 from Henry S. McNeil. Calneil Enterprises, Inc.

Justin Industries, Inc. 3,000 common shares at \$60,000 — intended sale July 21,

1977 through Merrill Lynch, Pierce, Fenner & Smith, Inc. Acquired in November 1944 from Ethel Evans Bennett. Lena Bennett Randolph, member of family.

Knight-Ridder Newspapers, Inc. 2,500 common shares at \$89,375 — intended sale July 28, 1977 through Bache Halsey Stuart Shields Inc. Acquired in December 1976 from Mr. and Mrs. Walter T. Ridder. Pamela Ridder, daughter of director.

Knight-Ridder Newspapers, Inc. 2,500 common shares at \$89,375 — intended sale July 28, 1977 through Bache Halsey Stuart Shields, Inc. Acquired in December 1969 and November 1972 from Mr. and Mrs. Walter T. Ridder. Stephanie Ridder, daughter of director.

Knight-Ridder Newspapers, Inc. 2,500 common shares at \$89,375 — intended sale July 28, 1977 through Bache Halsey Stuart Shields, Inc. Acquired in July 1975 and December 1976 from Mr. and Mrs. Walter T. Ridder. Victor F. Ridder, son of director.

Knight-Ridder Newspapers, Inc. 10,000 common shares at \$357,500 — intended sale July 28, 1977 through Bache Halsey Stuart Shields, Inc. Acquired in November 1974 from the company. Walter T. Ridder, a director.

Knight Ridder Newspapers Inc. 1,000 common shares at \$35,500 — intended sale July 29, 1977 through Brown Brothers Harriman & Co. Acquired at an unspecified date from Mrs. Kathleen Culman Ridder. Kathleen Ridder Crampton.

Eli Lilly & Company 54,233 common shares at \$2,060,000 — intended sale July 28, 1977 through Goldman, Sachs & Co. Acquired in July 1977 from the estate of Eli Lilly. Cooperative for American Relief Everywhere, Inc.

Little Squaw Gold Mining Co. 21,000 common shares at \$36,000 — intended sale (date not given — SEC stamp August 1, 1977) through J. H. Dillon & Co. Acquired in June 1972 from the company. Frederick W. Maldeis.

McFarland Energy, Inc. 40,000 common shares at \$140,000 — intended sale August 1,

Largest transactions reported last week

Sales	Shares	Total Reported Transactions	Total \$\$ Amount
Eli Lilly & Company	54,233	1	\$2,060,000
Johnson & Johnson	28,750	1	1,976,563
Rollins, Inc.	46,975	1	986,475
Esmark, Inc.	25,000	1	787,500
SmithKline Corporation	20,000	1	737,500
Studebaker-Worthington, Inc.	14,500	1	705,063
Minnesota Mining and Manufacturing	13,500	2	681,750
Caterpillar Tractor Co.	12,250	1	663,031
Knight-Ridder Newspapers, Inc.	18,500	5	661,125
Combined Insur Company of America	40,000	1	640,000
Dun & Bradstreet Companies, Inc.	20,000	1	621,200

1977 through Crowell, Weedon & Co. Acquired in February 1972 from the company. L. C. McFarland, president.

Minnesota Mining and Manufacturing Company 9,000 common shares at \$454,500 — intended sale July 29, 1977 through Goldman, Sachs & Co. and Piper, Jaffray & Hopwood, Inc. Acquired in 1977 from the Estate of Maude L. McKnight. The McKnight Foundation. James H. Binger is a director of issuer company and The McKnight Foundation.

Minnesota Mining and Manufacturing Company 4,500 common shares at \$227,250 — intended sale July 29, 1977 through Goldman, Sachs & Co. and Piper, Jaffray & Hopwood, Inc. Acquired at various times from William L. McKnight and the Estate of Maude L. McKnight. Virginia M. Binger Agency, spouse of James H. Binger, a director of issuer company.

National Semiconductor Corporation 2,000 common shares at \$42,012.50 — intended sale July 29, 1977 through Bache Halsey Stuart Shields, Inc. Acquired in May 1967 from the company. Peter J. Sprague, chairman.

The Pillsbury Company 5,000 common shares at \$193,125 — intended sale July 29, 1977 through Jefferies & Co., Inc. Acquired in May 1976 from the company. Norman Brinker, Trustee of the Residuary Trust under the Will of Maureen Connolly Brinker. Trustee and life beneficiary is a director and a vice president.

Plantronics, Inc. 4,999 common shares at \$60,000 — intended sale July 28, 1977 through Piper, Jaffray & Hopwood, Inc. Acquired in November 1973 from the company. Thomas J. Holce.

Posi-Seal International, Inc. 6,000 common shares at \$36,000 — intended sale July 27, 1977 through Drexel Burnham Lambert Inc. Acquired in December 1971 from the company. Carl Madonick.

Potlatch Corp. 3,574 common shares at \$118,000 — intended sale June 15, 1977 (SEC stamp July 29, 1977) through Merrill Lynch, Pierce, Fenner & Smith, Inc. Acquired from November 1968 to February 1972 from the company. Richard V. Warner, an officer.

Robintech Incorporated up to 6,000 common shares at \$72,000 — intended sale within 90 days (SEC stamp August 1, 1977) through Bache Halsey Stuart Shields, Inc.; Hornblower, Weeks, Noyes & Trask, Inc.; Loeb, Rhoades & Co., Inc.; and Thomson McKinnon Securities Inc. Acquired in March 1961 from the company. Wilbur J. Kupfrian, a director.

Rollins, Inc. \$ 46,975 common shares at \$986,475 — intended sale July 27, 1977 through The Robinson-Humphrey Company, Inc. Acquired in May 1972 from the company. The Prudential Insurance Company of America.

Sea Containers Atlantic Ltd. 10,000 common shares at \$497,500 — intended sale July 29, 1977 through Drexel Burnham Lambert Inc. Acquired in June 1976 from Sea Containers Inc. Maurice E. Pinto, a director.

Sea Containers Inc. 10,000 common shares at \$497,500 — intended sale July 29, 1977 through Drexel Burnham Lambert Inc. Acquired in June 1967 from the company. Maurice E. Pinto, a director.

Service Merchandise Company, Inc. 2,000 common shares at \$32,000 — intended sale July 25, 1977 through Smith Barney, Harris Upham & Co., Inc. Acquired in 1972 on the open market. Charles V. Moore, a director.

Sigma-Aldrich Corporation 6,000 common shares at \$120,000 — intended sale July 26, 1977 through Goldman, Sachs & Co. Acquired in June 1977 from a trust. Alan Fischlowitz.

SmithKline Corporation 20,000 common shares at \$737,500 — intended sale July 26, 1977 through Janney Montgomery Scott Inc. Acquired in May 1974 from a trust. E. Miles Valentine.

Solaron Corporation 30,000 common shares at \$60,000 — intended sale August 3, 1977 through Hornblower, Weeks, Noyes & Trask, Inc. Acquired in May 1974 from the company. Herbert A. Galston.

The Southland Corporation 5,324 common shares at \$133,000 — intended sale July 29 to October 29, 1977 through A. G. Edwards & Sons, Inc. Acquired from July 1971 to November 1976 from the company. Dommy E. and Alice B. Noone.

The Standard Products Company 850 common shares at \$57,812 — intended sale as soon as practicable (SEC stamp August 3, 1977) through Prescott, Ball & Truben. Acquired in December 1976 from James S. Reid. Case Western Reserve University.

Studebaker-Worthington, Inc. 14,500 common shares at \$705,062.50 — intended sale July 27, 1977 through Brown Brothers Harriman & Co. Acquired from January 1969 to January 1976 from the company. Leslie T. Welsh, president and director.

Sun Chemical Corporation 13,100 common shares at \$301,300 — intended sale within 90 days from July 27, 1977 through Prescott, Ball & Turben. Acquired more than one year ago on the open market. Sun Chemical Corp. Retirement Fund.

Syntex Corp. 6,396 common shares at \$118,326 — intended sale July 28, 1977 through E. F. Hutton & company, Inc. Acquired in July 1977 from a trust. Federation Foundation of The Federation of Jewish Agencies of Greater Philadelphia.

Sysco Corp. 3,000 common shares at \$52,875 — intended sale July 27, 1977 through Rotan Mosle Inc. Acquired in June 1975 from the

company. Kenneth S. Carney, vice president of subsidiary.

Sysco Corp. 3,000 common shares at \$52,875 — intended sale July 27, 1977 through Rotan Mosle Inc. Acquired in June 1975 from the company. James H. Evans, treasurer of subsidiary.

Sysco Corp. 3,000 common shares at \$52,875 — intended sale July 27, 1977 through Rotan Mosle Inc. Acquired in June 1975 from the company. Thomas M. O'Brien, Jr., president of subsidiary.

Templet Inds. 9,000 class A common shares at \$45,000 — intended sale August 1, 1977 through Cowen & Co. Acquired in January 1971 from Alumet Corp. Louis Delalio.

Thetford Corporation 5,000 common shares at \$50,000 — intended sale as soon as practicable (SEC stamp July 29, 1977) through Paine, Webber, Jackson & Curtis, Inc. Acquired in May 1975 from the company. Alfonso Fanjul, Jr.

Times Mirror Company 2,000 common shares at \$47,250 — intended sale July 29, 1977 through Goldman, Sachs & Co. Acquired in October 1973 from the company. James F. Chambers, Jr., a director.

TOSCO Corporation 25,000 common shares at \$121,875 — intended sale as soon as possible (SEC stamp August 1, 1977) through Mesirov & Co. Acquired in November 1970 from the company. Allstate Insurance Company.

Tymshare, Inc. 25,000 common shares at \$550,000 — intended sale August 5, 1977 through Drexel Burnham Lambert Inc. Acquired in July 1977 from the company. Bernard Goldstein, vice president and director.

Union Camp Corporation 1,500 common shares at \$81,000 — intended sale July 5, 1977 through Hornblower, Weeks, Noyes & Trask, Inc. Acquired in November 1963 from the Estate of Alexander Calder. The Bank of New York, Stanley Calder and Alexander Calder, Jr. as Trustees U-W of Alexander Calder F-B-O Adelaide Calder. Control person is co-trustee.

Ups 'N Downs, Inc. 15,800 common shares at \$150,000 — intended sale on or before September 30, 1977 through Thomson McKinnon Securities Inc. Acquired in July 1972 from the company and in January 1975 on the open market. Merchant Investors Corporation, over 10 per cent shareholder.

United States Leasing International, Inc. 3,500 common shares at \$53,375 — intended sale July 25, 1977 through Shuman, Agnew & Co., Inc. Acquired in 1969 from the company. David Edward Mundell, president and chief executive officer.

Continued on the next page

INSIDER ALERT

Continued from page 1

over the last reported six months have benefited from the fact that CHF charged the bulk of a \$2.8 million writeoff of a Brooklyn brewery against yearago second and third quarter earnings. The company charged four cents of that loss in the third yearago quarter, and 56 cents in the second yearago quarter. Hence, the best comparison for latest fiscal year stemming from the lack of such an extraordinary expense was seen in second quarter net per share of 26 cents vs. a deficit of 74 cents.

That second quarter comparison was further helped by the inclusion in the 26 cent per share profit of a \$671,000 extraordinary gain on the sale of a coffee plant. An analyst estimates that between 13 and 15 cents of that 26 cent second-quarter net per share was the result of the extraordinary gain. Fourth quarter results for the latest fiscal year (ended July 31, 1977) have yet to be released, but last year the company posted a loss of 39 cents a share (nine cents of it from close of the Brooklyn brewery). Over the latest reported nine months, Chock Full O'Nuts also took a \$701,000 credit from decrease in provision for decline in the value of marketable securities. In the yearago third quarter, CHF incurred a charge of \$331,000 for an increased provision on decline in value of marketable securities.

CHF's losses in fiscal '75 and '76 were largely attributable to the brewing of red ink at Rheingold. Problem still with the company as beer revenues in the latest reported quarter plunged 35 per cent. The dividend was sent packing in November '76, and the stock reacted to the news by bouncing off book value of \$2 and doubling the next month.

Company earnings this year have been boosted by extraordinary gains while those of last year were depressed by extraordinary expenses. Investor anticipation of such comparisons cited as factor in stock's runup late last year. Question asked now is extent to which investors were discounting positive developments of a more fundamental nature.

One such development has been the decline this year in the price of green beans — the things the company roasts to produce its packaged coffee. Price rises here had previously taken their toll at CHF as green

beans which went for 45-50 cents a pound in 1975 were quoted at \$3.50 a pound earlier this year. They have since fallen to \$1.75-\$2.00 a pound.

"Retail coffee prices usually play catchup to commodity costs," says one analyst. "So when green bean costs are rising, margins are squeezed as the roasters take time to pass the rising costs along to consumers. But when green bean prices drop, the drop in retail prices lags somewhat and margins expand in the meantime."

Source in the know says CHF, due to tight situation on net working capital, was not in a position to build inventories when green bean prices were high. Says company began accumulating lower priced green beans in July with prices down, which in turn permitted price reduction at the retail level. Chock Full O'Nuts cited as price leader for coffee on the shelves since being the first to bring price per pound below \$3.00. As the supermarkets are always looking to stock items moving the fastest, price cutting is viewed as stimulative factor for CHF's coffee business. "The supermarkets love it. Now it's only a question of getting the stuff out." Consequently, CHF's roasting plants now running full capacity, double-shifts. Source cites "fantastic upward trend in volume and profits on coffee. The first quarter should be excellent."

But when asked if he thought improved coffee business would be swing factor for CHF this year, one analyst answered "No." An astute coffee broker in Manhattan said: "Barring imponderables such as the weather, it will probably take until 1979 for coffee prices to get back down to 75 cents to \$1.00 a pound. I don't see this as a beneficial situation for the roasters, because these price levels have caused consumer resistance. Roasters' sales go up dollar-wise but not in terms of unit volume. In the second quarter of 1977, roastings were 35 per cent below 1976, which means essentially that the coffee business was down by that much. Some companies will do better than others, but by and large everybody is forced to pass the higher prices along to the consumer who is rebelling. They stretch what they do buy, and the roasters sell less of it." Analysts say the problem with Rheingold is the same problem faced by many of the nation's regional breweries.

They don't have cash to update facilities and promote heavily. "In terms of the number of companies," notes one analyst, "the industry over the last 10 years has shrunk 50 per cent. The smaller companies can't compete with the likes of Miller and Anheuser-Busch." He says the larger companies able to increase market share have been able to pass along rising costs of labor, glass, aluminum cans and advertising and promotional promotion. Rising costs and declining sales have hurt the small guys.

"The Rheingold purchase was an obvious mistake," says the analyst. "Pepsi wanted to get rid of it because it was a loser. Black (CHF chairman) thought he could use some of the coffee distribution networks to distribute beer. But that didn't work out. It takes advertising to increase market share in this business, and this is the beer-drinking season and I haven't seen too much for Rheingold. I wonder how it will survive. Maybe they'll sell it."

One step which CHF has taken to broaden margins on the Rheingold operation is the abandonment of its own distribution network in favor of an appointed wholesaler. This transition took place last December, and is said by one observer to have had a temporarily depressive impact on beer revenues. Another plus for Rheingold said to be closedown of the Brooklyn brewery, which eliminated much excess capacity. Company also has two new products on the market — McSorley's Cream Ale and Rheingold Extra Light. The light beer market is the fastest growing segment of the total beer market, but competition from larger companies is stiff. Observer says Rheingold now "moving towards the break even point." No major increase in advertising expenditures for Rheingold is anticipated. The company is said to have "had some nibblings" for sale of Rheingold, but "nothing serious enough to announce."

The restaurant division? "Well, it's not a McDonald's," says an analyst. "You know Chock Full O'Nuts doesn't have much cash." Company as of April 30, 1977 had \$1.8 million in cash. Analyst says he looks for restaurant business to remain "relatively stable."

See INSIDER page 16

144 Letter Stock

Continued from the previous page

Viking Industries, Inc. 4,205 common shares at \$60,972 — intended sale July 26, 1977 through E. F. Hutton & Company. Acquired in 1955 from the company. John W. Norcross.

Wal-Mart Stores, Inc. 29,500 common shares at \$442,500 — intended sale July 27, 1977 through Stephens Inc. Acquired in

December 1973 and January 1974 from the company. Ferold G. Arend, president.

Warner Communications Inc. 5,000 common shares at \$155,000 — intended sale July 29, 1977 through Merrill Lynch, Pierce, Fenner & Smith, Inc. Acquired in June 1973 from the company. John Calley, an employee.

Waters Associates 1,000 common shares at \$37,000 — intended sale July 29, 1977

through Alex. Brown & Sons. Acquired in July 1977 from James L. Waters. Danforth Museum.

Wickes Corporation 17,000 common shares at \$238,000 — intended sale July 28, 1977 through Merrill Lynch, Pierce, Fenner & Smith, Inc. Acquired in October 1973 on the open market. E. L. McNeely, president.

Zurn Industries, Inc. 10,000 common shares at \$157,500 — intended sale July 28, 1977 through Drexel Burnham Lambert Inc. Acquired in March 1973 from the company. Saul Gealer.

Wall Street Summary

Bankers Trust: Capital spending debate

The extent of any boost the economy will receive from increased capital spending is a topic of active debate, notes a recent report from **Bankers Trust Company**. New orders for machinery and equipment and the near-record volume of capital appropriations in the first quarter point to accelerated capital expenditures in the coming months. Also, rising industrial production during the first half boosted the operating rate of manufacturing overall to 83.5 per cent of capacity at midyear. This is not far below the peak rate of 88 per cent recorded in 1973, when the economy was plagued by shortages of many basic materials. But fears on the part of businessmen have raised questions regarding the staying power of the capital outlay rise. Will such spending permit an adequate return on investment, and might the new capacity come on stream when demand is weakening? Uncertainty over Government regulation and President Carter's energy program and tax reform package are also delaying some investment projects.

Continental: No inventory alarm

The inventory situation is not as alarming as the high level of consumer debt, states an August 5 report from **Continental Bank**. The high level of the latter points toward increasing reluctance by consumers to increase their credit, which could moderate the rise in consumer spending. The inventory situation is not as alarming even though the rate of accumulation during the second quarter was large. This is partly explained by hedge-buying of steel, ahead of the higher prices that went into effect in mid-June. Total business inventories have remained in good balance with sales. When measured in real terms, final sales rose faster than stocks of goods during the second quarter. Consequently, the inventory-sales ratio adjusted for inflation was well below that of a year earlier and at the lowest level since early '73. Continental says inventories will probably continue to rise as sales increase, although at a more modest rate.

Chemical: Progressive Fed. tightening

If the monetary authorities continue to play by the rules they have laid down, on August 2 report from **Delta Chemical Bank**, we must expect to see a progressive tightening, in policy in the months ahead. Forecast here continues to call for a moderately sloped upward trend, short-term interest rates over the next 18 months. Growth in M-1 is accelerating in typical cyclical fashion and even though the Fed. did not reduce the upper limit for desired money supply growth over the next year, it will still be extremely difficult to hold monetary expansion within the range (4-6½ per cent that the Fed has decreed. M-1 rose at a seasonally adjusted annual rate of 8.8 per cent and the second quarter of 1977, the sharpest quarter-to-quarter increase since 1972 and the fourth highest quarterly increase in the last 10 years. It now appears that M-1 growth in the third quarter will also be quite rapid (7.5-8.5 per cent), states chemical.

Fidelity: Inventory demand weakening

An important reason for that strong 6.4 per cent secondquarter increase in real GNP was an excessive build-up of inventories, notes a July 27 report from **The Fidelity Bank**. Inventory investment in the second quarter ran at a \$20 billion annual rate compared with \$14 billion in the first quarter. With retail sales down in each of the past three months, inventory accumulation should fall back to a \$12 billion to \$14 billion rate in the final half of 1977. Inventories of steel and aluminum were swelled by pre-price-increase buying. Copper production is also falling, even though two of the major companies in the industry settled without a lengthy strike. Inventory investment in nondurable goods is likely to decline due to pronounced recent weakness in sales. Fidelity looks for monthly industrial production in July and August to be essentially flat.

Mfg. Hanover: Institutions' equity share

The return of large institutional investors to the stock market has been limited in the current economic expansion, states a July 29 report from **Manufacturers Hanover**. The share of equities in institutional portfolios was appreciably smaller at the end of 1976 than at yearend 1973 — a peak year for institutional participation in the stock market. Among factors cited for the reluctance of large institutions to return to equity investments: 1) introduction of ERISA legislation and tightening of fiduciary responsibility for money managers has stimulated a flow of funds into the bond market; 2) long term bond yields are high; and 3) the introduction and aggressive marketing of guaranteed income certificates by life companies has attracted significant investor attention at the expense of equities. It's felt that with the stock market relatively fragile, corporations are likely to continue to depend heavily on the debt markets as a source of capital.

Salomon: Consumer's still with us

The consumer spending outlook isn't as bad as it's being made out to be, states a July report from **Salomon Brothers**. An oftstated worry is that the consumer has overextended himself and consciously pulled back on his expenditures in the second quarter to increase savings. But the increase in savings in the second quarter was a result of the extremely high rates of gain in disposable personal income — not of a reduction in purchases of discretionary items. Real disposable income increased at an 8.5 per cent annual rate in the second quarter. Salomon says the fact remains that as long as income continues to increase, the consumer will be able to spend. And personal income is rising, with the disposable portion just boosted by some tax relief. Future gains in real terms will be pushed up by lower rates of inflation.

Provident: Slowdown ahead?

An economic slowdown is ahead, states a July 26 report from **Provident National Bank**, but the extent of the slowdown in the second half of the year should not be exaggerated. With real GNP growing at around a 7.0 per cent annual rate over the year's first half, Provident looks for roughly 5.0 per cent real growth in the second half. This is significantly above the 2.0-3.0 projection which is becoming increasingly popular. A more pronounced slowdown is anticipated for 1978, with perhaps the second and third quarter of next year registering positive but below trend real growth.

INSIDER ALERT

Continued from page 14

O'Sullivan buys

Considering the insider vibes coming off the auto industry lately in the form of selling at Chrysler and Bendix, we were interested to note insider buying at O'Sullivan Corp. Company is rather big in production of injection molded plastic products for the automotive industry. O'Sullivan also turns out calendered (smooth rolled) plastic sheeting used in handbags, luggage, upholstered furniture and autos (floor mats and the like). More staid aspect of the business is the rubber division, still turning out heels and soling materials for an import-threatened domestic footwear industry.

The purchases: 1,700 common shares at \$14½-\$18¼ open market purchases between June 1 and 30 by John C.H. Bryant, chairman of the board, to hold 308,870 shares. Mr. Bryant also purchased 700 common shares at \$13¼-\$14 open market on May 17 and 25; 2,900 common shares at \$13-\$14 open market on April 5 and 7; 1,000 common shares at \$14¾-\$15 open market on March 15 and 21; 1,000 common open market at \$16.25 between February 3 and 4; 500 common open market at \$11.25 between September 17 and 21, 1976; 1,000 common open market at \$13.00 on July 14 and 15 and 6,300 common shares open market purchase at \$10.00-\$10.75 between April 2 and May 27, 1976. 213 common shares at \$13¾-\$14 open market purchases on April 6 by Charles R. Creamer Jr., director, vice president and secretary, to hold 3,300 shares. Mr. Creamer also purchased 500 common shares at \$15 open market on March 15 and 23; 200 common shares open market at \$13.65-\$13.75 on May 11 and 12, 1977 and 200 common shares open market at \$10.13 on May 10 and to 17, 1976. 150 common shares at \$12.88 open market purchases between December 10 and 14, 1976 by James Tulley Holland, officer, to hold 250 shares (this indirect). Mr. Holland also purchased 200 common shares privately (one half direct, one-half indirect) on October 4, 1976. 500 common shares open market purchase at \$13.00 on November 29, 1976 by John Carlyle Herbert Bryant, director, to hold 315,000 shares. 500 common shares open market purchase at \$11.18 on September 14, 1976 by Arthur Herbert Bryant, II, officer, to hold 15,221 shares. Mr. Arthur Bryant also purchased 1,000 common shares open market at \$13.00 on July 15, 1976 and another 1,400 common shares open market at \$10.00 to \$10.25 between April 5, 9 1976 and May 21, 1976.

Chairman Bryant said: "Both my son and I have been buying. There's not much stock on the market, and I think it's good. I'm not buying it because I want any more control." Mr. Creamer said that a personal situation had earlier forced him to sell some shares, "and I wanted to restore my position."

Amex-listed OSL has run from \$4 in late '74 to a current 16%. Earnings have ex-

ploded over the last three years with increased market penetration on all corporate fronts. EPS of 96 cents in '74, \$1.15 in '75 and \$2.72 for the year ended December 1976. Adjusted for a five for four stock split last September, six month EPS (ended June 30, '77) tallied \$1.65 vs. yearago \$1.12.

"Order backlogs are good," says chairman Bryant. "We're turning down auto business now and running at capacity seven days a week." O'Sullivan purchased 20 acres of industrial land, replete with a 77,000 square foot building, last October for \$950,000. Mr. Bryant says "we're beginning to move machinery in there now." He feels that auto sales could drop 25 per cent "without hurting us."

"We don't like to think that we're that dependent on autos for growth," says Mr. Creamer. "Right now we derive about 30 per cent of our sales from autos, about 33 per cent from rubber and the rest from other markets — luggage, suitcase bags, shower curtains and things like that."

Karol Owens, broker with Johnston & Lemon, says the company should be rendered less cyclical by its diversification away from autos. "They're not as dependent on Detroit as they used to be," he says. Mr. Owens notes, however, that O'Sullivan manufactures plastic exterior parts for autos, a market which is growing as auto makers move from steel to lighter materials in response to miles-per-gallon standards.

"They could be doing two or three times the volume they're now doing if they took all the auto business available," says Mr. Owens. "They've got very good relations with GM, Ford and Chrysler. But they're very careful about the contracts they do take, consider margins and all that, and tend towards products in which they can develop high-technology sophistication."

Mr. Bryant (chairman) notes that O'Sullivan has a very conservative attitude towards borrowing. "We have no long or short-term debt to speak of and no preferred," he says. "Once you could borrow and pay it back with funny money, but no more. We're growing out of cash flow."

Regarding his purchase, Mr. Bryant adds: "I think it's cheap. You get to believin' in what you're doing, don't you know. I've been buying all along for years. I was right in 1974, I could be wrong now. But I don't sell. I buy it all for cash. There's not much that comes up, and I don't speculate. This is a family company. And if I wanted it to go up I would split the stock to

get the float larger. That's the way you get them to go up, but we're not doing that."

Metrocare situation

Metrocare Inc. did default on that chunk of short-term debt mentioned here a couple weeks back (August 4 issue). As things stand at this writing, the banks are sitting tight until September 1, at which time they could effectively force Metrocare into bankruptcy. "We are still negotiating with the banks to see if we can't work out a refinancing package or some other arrangement," says treasurer Paul Graf.

We ran out the tangible and intangible book values on Metrocare in the article. We should have mentioned that in any bankruptcy there's usually a gap between values carried on the books and the realizable liquidation value of assets. Take a look at the recent auction of Robert Hall inventories, for example, at which realizable liquidation values on some of the software inventories ran only 33 per cent of book.

This gap reduces the payout to shareholders which would theoretically be calculated from book value. So does the priority claim on assets given to bankruptcy costs, accrued wages and accrued taxes. Bankruptcy costs, for example, can run companies 25 per cent of asset value. The only way around such costs for Metrocare would appear to be an assignment, in which the creditors agree amongst themselves as to the proper division of asset value realized. We understand that because Metrocare still has \$2.5 million in tax loss carryforwards, it would not have to pay any accrued taxes in event of liquidation. But this is unconfirmed. Common stockholders of Metrocare have no debenture holders or preferred shareholders ahead of them in event of bankruptcy.

One further point on the company's land. The 170 acres at Five Towns and the 216 acres in Pasco County are carried on the books at estimated market value (market value minus an estimated sales commission) after having been written down from cost. The large 1200 acre parcel at Boot Ranch is still carried at cost on the assumption that it can fetch more than what was paid for it. But these estimated market values could go by the board if all this land is dumped on the market at the same time — during a liquidation period. All of which explains why the stock sells at \$1½ and not \$3½. And it held at that level following announcement of the default.

NEWSPAPER

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