

TABLE VII-11a.—Proportion of individuals' purchases and sales effected over the counter through broker-dealer as agent (55 selected stocks classified by price,¹ Jan. 18 to Feb. 9, 1962)

[Number of stocks]

Ratio of shares purchased or sold by individuals through broker-dealer as agent to all purchases or sales by individuals (percent)	All stocks	Price of stock per share (in dollars) ²					
		Less than 5	5 to 9 $\frac{7}{8}$	10 to 19 $\frac{7}{8}$	20 to 29 $\frac{7}{8}$	30 to 49 $\frac{7}{8}$	50 and over
Purchases, total.....	³ 49	17	6	8	3	8	7
100.0.....	6	2	1	2	1	-----	-----
80.0 to 99.9.....	11	8	1	-----	-----	1	1
60.0 to 79.9.....	4	1	-----	1	1	1	-----
40.0 to 59.9.....	4	1	-----	-----	-----	2	1
20.0 to 39.9.....	7	1	1	3	-----	1	1
0.1 to 19.9.....	5	1	2	-----	1	-----	1
0.....	12	3	1	2	-----	3	3
Sales, total.....	⁴ 50	19	7	7	3	8	6
100.0.....	18	6	3	3	1	3	2
80.0 to 99.9.....	13	7	1	2	-----	-----	3
60.0 to 79.9.....	6	1	1	2	-----	1	1
40.0 to 59.9.....	5	2	1	-----	-----	2	-----
20.0 to 39.9.....	3	1	1	-----	-----	1	-----
0.1 to 19.9.....	2	2	-----	-----	-----	-----	-----
0.....	3	-----	-----	-----	2	1	-----

¹ All stocks in the sample of 200 stocks which had 3 or less dealer listings in National Quotation Bureau Inc., the National Quotation Service, on Jan. 18, 1962, and in which there were transactions by individuals during the period from Jan. 18 through Feb. 9, 1962.

² High bid in National Quotation Bureau, Inc., the National Quotation Service, Jan. 18, 1962, or nearest date thereto.

³ Excludes 6 stocks which had sales by individuals but no purchases.

⁴ Excludes 5 stocks which had purchases by individuals but no sales.

TABLE VII-12.—Proportion of individuals' purchases and sales effected over the counter through broker-dealer as agent (130 selected stocks classified by activity,¹ Jan. 18, 1962)

[Number of stocks]

Ratio of shares purchased or sold by individuals through broker-dealer as agent to all purchases or sales by individuals (percent)	All stocks	Number of shares sold					
		Less than 500	500 to 999	1,000 to 1,999	2,000 to 4,999	5,000 to 9,999	10,000 and over
Purchases, total.....	² 117	38	16	18	23	13	9
100.0.....	41	19	7	7	6	2	-----
80.0 to 99.9.....	8	1	1	1	1	2	2
60.0 to 79.9.....	9	-----	-----	2	3	3	1
40.0 to 59.9.....	10	2	3	1	2	1	1
20.0 to 39.9.....	15	2	1	3	3	3	3
0.1 to 19.9.....	13	2	1	2	4	2	2
0.....	21	12	3	2	4	-----	-----
Sales, total.....	³ 119	39	17	18	22	13	9
100.0.....	55	25	13	7	6	1	2
80.0 to 99.9.....	16	2	1	2	5	3	3
60.0 to 79.9.....	20	1	2	3	6	6	3
40.0 to 59.9.....	9	2	-----	3	1	2	1
20.0 to 39.9.....	9	2	1	3	2	-----	-----
0.1 to 19.9.....	3	-----	-----	-----	2	1	-----
0.....	7	7	-----	-----	-----	-----	-----

¹ All stocks in the sample of 200 stocks in which there were transactions by individuals on Jan. 18, 1962.

² Excludes 13 stocks which had sales by individuals but no purchases.

³ Excludes 11 stocks which had purchases by individuals but no sales.

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TABLE VII-12a.—Proportion of individuals' purchases and sales effected over the counter through broker-dealer as agent (55 selected stocks classified by activity,¹ Jan. 18 to Feb. 9, 1962)

[Number of stocks]

Ratio of shares purchased or sold by individuals through broker-dealer as agent to all purchases or sales by individuals (percent)	All stocks	Daily average number of shares sold			
		Less than 100	100 to 499	500 to 999	1,000 and over
Purchases, total.....	² 49	17	14	9	9
100.0.....	6	4	2		
80.0 to 99.9.....	11		2	4	5
60.0 to 79.9.....	4	2		1	1
40.0 to 59.9.....	4			1	3
20.0 to 39.9.....	7	2	5		
0.1 to 19.9.....	5	1	2	2	
0.....	12	8	3	1	
Sales, total.....	³ 50	18	14	9	9
100.0.....	18	13	4	1	
80.0 to 99.9.....	13	2	5	2	4
60.0 to 79.9.....	6	1		2	3
40.0 to 59.9.....	5		1	2	2
20.0 to 39.9.....	3		2	1	
0.1 to 19.9.....	2		1	1	
0.....	3	2	1		

¹ All stocks in the sample of 200 stocks which had 3 or less dealer listings in National Quotation Bureau, Inc., the National Quotation Service, on Jan. 18, 1962, and in which there were transactions by individuals during the period from Jan. 18 through Feb. 9, 1962.

² Excludes 6 stocks which had sales by individuals but no purchases.

³ Excludes 5 stocks which had purchases by individuals but no sales.

TABLE VII-13.—Proportion of individuals' purchases and sales effected over the counter through broker-dealer as agent (130 selected stocks classified by dealers quoting a 2-way market,¹ Jan. 18, 1962)

[Number of stocks]

Ratio of shares purchased or sold by individuals through broker-dealer as agent to all purchases or sales by individuals (percent)	All stocks	Number of dealers quoting a 2-way market ²							
		None	1 to 2	3 to 4	5 to 6	7 to 8	9 to 10	11 to 14	15 and over
Purchases, total.....	³ 117	1	18	22	19	28	9	15	5
100.0.....	41		9	10	7	11	3	1	
80.0 to 99.9.....	8		1		2	3		1	1
60.0 to 79.9.....	9		1		1	1	1	5	
40.0 to 59.9.....	10			2	4	2		1	1
20.0 to 39.9.....	15		1	1	2	2	3	3	3
0.1 to 19.9.....	13		3	3	1	2		4	
0.....	21	1	3	6	2	7	2		
Sales, total.....	⁴ 119	2	19	21	20	28	9	15	5
100.0.....	55	2	11	14	11	13	1	1	2
80.0 to 99.9.....	16				4	3	4	4	1
60.0 to 79.9.....	20		1	3	1	6	2	6	1
40.0 to 59.9.....	9		1	2	2		1	2	1
20.0 to 39.9.....	9		2	1		5		1	
0.1 to 19.9.....	3				1		1	1	
0.....	7		4	1	1	1			

¹ All stocks in the sample of 200 stocks in which there were transactions by individuals on Jan. 18, 1962.

² Based on quotations in National Quotation Bureau, Inc., the National Quotation Service, Jan. 18, 1962.

³ Excludes 13 stocks which had sales by individuals but no purchases.

⁴ Excludes 11 stocks which had purchases by individuals but no sales.

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TABLE VII-13a.—Proportion of individuals' purchases and sales effected over the counter through broker-dealer as agent (55 selected stocks classified by dealers quoting a 2-way market,¹ Jan. 18 to Feb. 9, 1962)

[Number of stocks]

Ratio of shares purchased or sold by individuals through broker-dealer as agent to all purchases or sales by individuals (percent)	All stocks	Number of dealers quoting a 2-way market ²			
		None	1 dealer	2 dealers	3 dealers
Purchases, total	³ 49	12	20	10	7
100.0.....	6	4	-----	1	1
80.0 to 99.9.....	11	1	4	3	3
60.0 to 79.9.....	4	1	-----	2	1
40.0 to 59.9.....	4	-----	-----	3	1
20.0 to 39.9.....	7	3	4	-----	-----
0.1 to 19.9.....	5	-----	4	-----	1
0.....	12	3	8	1	-----
Sales, total	⁴ 50	14	17	11	8
100.0.....	18	8	5	2	3
80.0 to 99.9.....	13	1	6	3	3
60.0 to 79.9.....	6	1	2	3	-----
40.0 to 59.9.....	5	1	1	2	1
20.0 to 39.9.....	3	1	2	-----	-----
0.1 to 19.9.....	2	-----	1	1	-----
0.....	3	2	-----	-----	1

¹ All stocks in the sample of 200 stocks which had 3 or less dealer listings in National Quotation Bureau, Inc., the National Quotation Service, on Jan. 18, 1962, and in which there were transactions by individuals during the period from Jan. 18 through Feb. 9, 1962.

² Based on quotations in National Quotation Bureau, Inc., the National Quotation Service, Jan. 18, 1962.

³ Excludes 6 stocks which had sales by individuals but no purchases.

⁴ Excludes 5 stocks which had purchases by individuals but no sales.

TABLE VII-13b.—Distribution of broker-dealers by value of individuals' purchases of over-the-counter stocks and proportion of these purchases executed on an agency basis (Jan. 18, 1962)

[Number of broker-dealers]

Percent of value of purchases by individuals from each broker-dealer on an agency basis	All broker-dealers	Total value of purchases by individuals from broker-dealers on a principal and agency basis (in thousands of dollars)										
		Less than 2	2 to 4	5 to 9	10 to 14	15 to 19	20 to 24	25 to 49	50 to 99	100 to 249	250 to 499	500 and over
Total.....	1,398	330	325	237	116	87	52	119	71	39	18	4
100.....	517	184	135	74	40	17	19	29	16	2	1	-----
99.0 to 99.9.....	48	8	10	4	5	3	1	6	6	3	2	-----
80.0 to 89.9.....	27	-----	-----	6	3	6	2	2	1	7	-----	-----
70.0 to 79.9.....	37	-----	3	7	6	6	-----	5	5	2	2	1
60.0 to 69.9.....	58	-----	11	11	5	5	5	7	4	5	4	1
50.0 to 59.9.....	59	4	22	7	4	2	-----	6	9	2	3	-----
40.0 to 49.9.....	39	-----	1	6	3	11	4	7	3	2	1	1
30.0 to 39.9.....	36	-----	9	6	4	3	-----	5	5	2	2	-----
20.0 to 29.9.....	59	-----	3	12	5	6	5	12	9	7	-----	-----
10.0 to 19.9.....	46	-----	-----	14	12	5	6	3	4	-----	2	-----
0.1 to 9.9.....	65	7	12	6	8	3	1	17	5	5	-----	1
0.....	407	127	119	84	21	20	9	20	4	2	1	-----

TABLE VII-14.—Over-the-counter transactions by the public with registered broker-dealers classified by exchange membership and type of transaction (over-the-counter stocks, Jan. 18, 1962)

	Shares		Value	
	Number	Percent of total	Amount (thousands)	Percent of total
Purchases by public through or from—				
New York Stock Exchange members, total.	1, 776, 774	100. 0	\$26, 741	100. 0
As agent.....	1, 290, 927	72. 7	15, 483	57. 9
As principal.....	485, 847	27. 3	11, 258	42. 1
American Stock Exchange members, total ¹ .	7, 371	100. 0	57	100. 0
As agent.....	5, 964	80. 9	35	61. 4
As principal.....	1, 407	19. 1	22	38. 6
Regional exchange members, total ²	455, 670	100. 0	4, 804	100. 0
As agent.....	191, 926	42. 1	1, 451	30. 2
As principal.....	263, 744	57. 9	3, 353	69. 8
Non-exchange members, total.....	1, 002, 079	100. 0	8, 511	100. 0
As agent.....	596, 463	59. 5	2, 325	27. 3
As principal.....	405, 616	40. 5	6, 186	72. 7
Sales by public through or to—				
New York Stock Exchange members, total.	1, 686, 469	100. 0	25, 122	100. 0
As agent.....	1, 368, 571	81. 2	17, 757	70. 7
As principal.....	317, 898	18. 8	7, 365	29. 3
American Stock Exchange members, total ¹ .	8, 697	100. 0	96	100. 0
As agent.....	7, 047	81. 0	82	85. 4
As principal.....	1, 650	19. 0	14	14. 6
Regional exchange members, total ²	302, 337	100. 0	3, 358	100. 0
As agent.....	195, 187	64. 6	1, 967	58. 6
As principal.....	107, 150	35. 4	1, 391	41. 4
Non-exchange members, total.....	876, 296	100. 0	6, 962	100. 0
As agent.....	609, 658	69. 6	2, 570	36. 9
As principal.....	266, 638	30. 4	4, 392	63. 1

¹ Regular members only; excludes broker-dealers who are also members of the New York Stock Exchange.

² Regular members only; excludes broker-dealers who are also members of the New York or American Stock Exchanges.

TABLE VII-15.—Public over-the-counter transactions in stocks with registered broker-dealers classified by exchange membership (Jan. 18, 1962)

	Shares purchased and sold		Value of purchases and sales	
	Number	Percent of total	Amount (thousands)	Percent of total
All stocks				
Transactions with—				
New York Stock Exchange members.....	3,509,260	53.7	\$54,450	61.7
American Stock Exchange members ¹	18,864	.3	364	.4
Regional exchange members ²	798,195	12.2	9,314	10.5
Non-exchange members.....	2,204,988	33.8	24,175	27.4
Total.....	6,531,307	100.0	88,303	100.0
Over-the-counter stocks				
Transactions with—				
New York Stock Exchange members.....	3,463,243	56.6	\$51,863	68.6
American Stock Exchange members ¹	16,068	.3	153	.2
Regional exchange members ²	758,007	12.4	8,162	10.8
Non-exchange members.....	1,878,375	30.7	15,473	20.4
Total.....	6,115,693	100.0	75,651	100.0
Exchange stocks				
Transactions with—				
New York Stock Exchange members.....	46,017	11.0	\$2,587	20.4
American Stock Exchange members ¹	2,796	.7	211	1.7
Regional exchange members ²	40,188	9.7	1,152	9.1
Non-exchange members.....	326,613	78.6	8,702	68.8
Total.....	415,614	100.0	12,652	100.0

¹ Regular members only; excludes broker-dealers who are also members of the New York Stock Exchange.
² Regular members only; excludes broker-dealers who are also members of the New York or American Stock Exchanges.

TABLE VII-16.—Proportion of public purchases and sales with broker-dealers with positions effected over the counter through these broker-dealers as agent (131 selected stocks, Jan. 18, 1962)¹

Ratio of shares purchased or sold by public through broker-dealers as agent to all public purchases or sales ² (percent)	Purchases		Sales	
	Number of stocks	Percent of all stocks	Number of stocks	Percent of all stocks
All stocks.....	³ 75	100.0	⁴ 68	100.0
0.....	51	68.0	39	57.4
0.1 to 9.9.....	4	5.4	2	2.9
10.0 to 19.9.....	3	4.0	6	8.8
20.0 to 29.9.....				
30.0 to 39.9.....	1	1.3		
40.0 to 49.9.....			1	1.5
50.0 to 59.9.....	2	2.7	3	4.4
60.0 to 69.9.....	1	1.3	1	1.5
70.0 to 79.9.....	1	1.3	3	4.4
80.0 to 89.9.....	1	1.3	1	1.5
90.0 to 99.9.....	2	2.7		
100.0.....	9	12.0	12	17.6

¹ All stocks in the sample of 200 stocks in which there were transactions by the public on Jan. 18, 1962.
² Includes transactions of the public only with broker-dealers who had long or short positions in the stock at the opening on Jan. 18, 1962.
³ Excludes 56 stocks which had sales by the public but no purchases.
⁴ Excludes 63 stocks which had purchases by the public but no sales.

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TABLE VII-17.—Proportion of public volume effected over the counter with broker-dealers without positions (131 selected stocks classified by activity,¹ Jan. 18, 1962)

[Number of stocks]

Ratio of shares purchased and sold by public with broker-dealers without positions to all public purchases and sales ² (percent)	All stocks	Number of shares sold					
		Less than 500	500 to 999	1,000 to 1,999	2,000 to 4,999	5,000 to 9,999	10,000 and over
Total	131	49	17	19	24	13	9
0	5	5					
0.1 to 9.9	2			1	1		
10.0 to 19.9	3	1		1	1		
20.0 to 29.9	7	2	2	1	2		
30.0 to 39.9	8	4			2	1	1
40.0 to 49.9	9	3	1	2	3		
50.0 to 59.9	9	3	2		2	1	1
60.0 to 69.9	9	2			2	2	3
70.0 to 79.9	11	1		3	4	2	1
80.0 to 89.9	17	2	5	4	3	3	
90.0 to 99.9	13	1	2	2	2	3	3
100.0	38	25	5	5	2	1	

¹ All stocks in the sample of 200 stocks in which there were transactions by the public on Jan. 18, 1962.

² Includes public transactions with broker-dealers both as principal and as agent. "Broker-dealers without positions" refers to all broker-dealers who had neither a long nor a short position in the stock at the opening on Jan. 18, 1962.

TABLE VII-18.—Purchases by individuals and other public customers from broker-dealers as principal (3 selected stocks, Jan. 18, 1962)

a. BANK OF AMERICA COMMON

Purchases by individuals		Price	Purchases by other public customers		Purchases by individuals		Price	Purchases by other public customers	
Selling broker-dealer	Number of shares		Number of shares	Selling broker-dealer	Selling broker-dealer	Number of shares		Number of shares	Selling broker-dealer
A.....	1	64 $\frac{1}{8}$			S.....	100	61 $\frac{5}{8}$		
B.....	15	64 $\frac{1}{8}$			T.....	100	61 $\frac{5}{8}$		
B.....	10	64					61 $\frac{1}{2}$	1	U
B.....	35	64					61 $\frac{1}{2}$	100	V
C.....	10	64			U.....	24	61 $\frac{3}{8}$	500	W
D.....	65	64			U.....	2	61 $\frac{1}{4}$	200	V
E.....	10	64					61 $\frac{1}{4}$	1,000	X
F.....	33	63 $\frac{7}{8}$					61 $\frac{1}{4}$	100	W
G.....	6	63 $\frac{3}{4}$					61 $\frac{1}{4}$	300	W
H.....	68	63 $\frac{3}{4}$					61 $\frac{1}{4}$	500	W
I.....	25	63 $\frac{3}{8}$					61 $\frac{1}{4}$	650	Y
J.....	60	63 $\frac{1}{2}$			U.....	1	61 $\frac{1}{8}$	800	Y
K.....	50	63 $\frac{3}{8}$			U.....	1	61 $\frac{1}{8}$		
L.....	10	63 $\frac{3}{8}$			U.....	1	61 $\frac{1}{8}$		
M.....	100	63 $\frac{1}{4}$			U.....	220	61 $\frac{1}{8}$		
N.....	50	63 $\frac{1}{4}$			U.....	1	61 $\frac{1}{8}$		
O.....	100	63 $\frac{1}{4}$			U.....	1	61 $\frac{1}{8}$		
O.....	150	63 $\frac{1}{4}$			Z.....	50	61	6	V
P.....	10	62 $\frac{1}{2}$					61	100	W
Q.....	1	62 $\frac{1}{2}$					61	50	W
Q.....	1	62 $\frac{1}{2}$							
R.....	18	62			Total.....	1,340		4,307	
Q.....	11	61 $\frac{3}{4}$							

b. HARTFORD FIRE INSURANCE COMMON

A.....	100	77 $\frac{1}{8}$					73 $\frac{1}{2}$	50	H
B.....	20	76					73 $\frac{1}{2}$	200	I
C.....	50	75 $\frac{1}{2}$					73 $\frac{1}{2}$	50	J
D.....	10	75 $\frac{1}{4}$					73 $\frac{1}{2}$	200	J
E.....	15	75					73 $\frac{1}{2}$	200	K
F.....	100	74 $\frac{1}{4}$					73 $\frac{1}{4}$	250	L
		74	500	G					
		73 $\frac{3}{4}$	60	H					
					Total.....	295		1,510	

c. R. C. CAN COMMON

A.....	25	44					42	125	D
B.....	206	43 $\frac{1}{2}$					41	10	D
C.....	12	43							
C.....	5	43							
		42 $\frac{1}{4}$	50	D	Total.....	248		185	

TABLE VII-19.—Prices of over-the-counter purchases and sales in 135 selected stocks by the public and by registered broker-dealers, Jan. 18, 1962

Name of stock	[Average price per share in dollars]											
	Public purchases			Public sales			Dealer purchases (as principal)			Dealer sales (as principal)		
	Total (1)	Through broker- dealer as agent 1 (2)	From dealer as principal (3)	Total (4)	Through broker- dealer as agent 2 (5)	To dealer as principal (6)	Total (7)	From the public 3 (8)	From other broker- dealers 4 (9)	Total (10)	To the public 5 (11)	To other broker- dealers 4 (12)
Advance Industries, Inc.	2.21	2.22	2.21	1.93	1.93		2.07		2.07	2.16	2.21	2.12
Ajax Magnethermic Corp.	21.23	20.80	21.37	19.73	19.73		20.30		20.30	20.87	21.37	20.50
American Airlines, Inc.	23.05	23.05		22.09	22.09		22.38		22.38	22.75		22.75
American Insurance Co. (Newark)	32.64	32.15	32.85	31.28	31.23	31.55	31.60	31.55	31.61	32.10	32.85	31.73
American Monarch Corp.	1.56	1.56		1.44	1.44		1.50		1.50			
Anheuser-Busch, Inc.	50.09	50.11	49.97	48.90	48.89	49.20	49.41	49.20	49.42	49.61	49.97	49.58
Aqua-Chem, Inc.	7.83	7.78	7.95	7.32	7.12	7.88	7.40	7.88	7.36	7.64	7.95	7.65
Armstrong Paint & Varnish Works.	14.72	14.72		14.46	14.46		14.38		14.38	14.64		14.64
Aztec Oil & Gas Co.	24.06	23.69	24.28	22.64	22.64	22.63	23.02	22.63	23.04	23.52	24.28	23.25
Babcock Electronics Corp.	28.23	28.11	28.56	27.22	27.23	27.19	27.49	27.19	27.55	27.83	28.56	27.67
Badger Northland, Inc.	11.42		11.42	10.73	11.18	10.50	10.67	10.50	11.00	11.42	11.42	11.42
Bank of America N. T. & S. A.	61.61	61.77	61.57	60.48	60.40	60.54	60.81	60.54	60.95	61.32	61.57	61.05
Benson-Lehner Corp.	9.75	9.74	9.75	8.84	8.84	8.75	9.35	8.75	9.35	9.56	9.75	9.48
Berkshire Hathaway, Inc.	9.35	9.16	9.38	8.76	8.81	8.75	8.87	8.75	8.92	9.05	9.38	8.93
Big "C" Stores, Inc.	4.50	4.60								4.50		4.50
Boston Capital Corp.	17.03	16.97	17.19	16.30	16.32	16.14	16.79	16.14	16.82	16.90	17.19	16.84
Bowmar Instrument Corp.	16.96	16.96		15.91	15.91		16.09		16.09	16.68		16.68
Bristol Brass Corp.	10.52	10.55	10.50							10.44	10.50	10.38
Buckeye Corp.	7.79	7.79		5.7	5.7		6.1		6.1	7.5		7.5
C-F-M Co.	5.55	5.61	5.61	5.00	5.00	5.00	5.12	5.00	5.14	5.45	5.61	5.36
Carlson Products Corp.	6.62	5.62		5.38	5.38		5.00	5.00	5.00	5.50		5.50
Carpenter (L. E.) & Co.	10.19	10.19		9.82	9.82		10.00		10.00	10.08		10.08
Central Louisiana Electric.	32.25		32.25	31.63	31.63		32.00		32.00	32.25		32.25
Channing Corp.	35.62	35.36	35.53	33.14	32.62	33.67	33.88	33.67	33.92	34.71	35.53	34.16
Citizens & Southern Bank (Philadelphia)	11.70	11.70								11.50		11.50
Citizens Utilities Co. common A.	31.26	30.78	31.80	29.64	29.64	28.83	30.38	28.83	30.38	31.01	31.80	30.61
Coastal States Gas Producing.	30.12	29.79	30.24	28.86	28.88	28.83	29.18	28.83	29.30	29.57	30.24	29.40
Commonwealth Life Insurance Co. (Kentucky)	59.25	59.72	59.25	57.88	57.43	58.00	58.31	58.00	58.45	58.87	59.25	58.50
Connecticut Water Co.	23.50		23.50				4.08		4.08	23.50		23.50
Consolidated Airborne Systems class A	4.62	4.62		3.89	3.89		4.08		4.08	4.39		4.39
Continental Enterprises, Inc.	4.79	4.80	4.78	4.38	4.38		4.52		4.52	4.62	4.78	4.60
Continental Radiant Glass.	6.66	6.66		3.36	3.36		3.38		3.38	6.2		6.2
Cosmodyne Corp.	19.56	19.66								19.26		19.26
Creative Playthings.	13.00		13.00	12.82	12.55	13.00	12.90	13.00	12.75	13.00	13.00	13.00
Cummins Engine Co.	62.61	63.65	62.46	60.09	60.09	60.09	60.92	60.09	60.92	62.50	62.46	63.00

Distributors Group, Inc., class A common.	27.75	27.75	25.43	26.43	9.00	26.15	9.00	26.15	9.00	27.01	27.75	9.00	26.50
Dixon (Joseph) Crucible Co.	9.77	9.77	9.03	9.03	9.50	9.57	9.50	9.57	9.50	9.57	9.57	9.50	9.57
Dynamic Instrument Corp.	2.08	2.08	1.80	1.81	1.75	1.86	1.75	1.86	1.75	1.96	1.96	1.75	1.96
Educational Development Corp.	84.06	84.06	82.99	82.20	83.50	83.17	83.50	83.17	83.50	83.62	84.06	83.50	82.75
Emhart Manufacturing Co.	7.11	7.11	6.92	6.92	6.92	6.66	6.92	6.66	6.92	6.78	6.78	6.92	6.78
Energy Components			3.89	3.89	4.00	4.00	4.00	4.00	4.00				
Extrudo-Film Corp.			8.80	8.83	8.75	8.00	8.75	8.00	8.75				
Person Optics, Inc.	10.32	10.20	9.80	9.83	9.88	9.87	9.88	9.87	9.88	10.05	10.37	9.88	9.90
Fox-Stanley Photo Products	14.04	13.83	13.26	13.20	13.38	13.78	13.38	13.78	13.38	14.10	14.10	13.38	13.58
Futterman Corp. class A	26.20	26.20	23.68	23.68	26.12	24.86	26.12	24.86	26.12	25.58	26.20	26.12	25.16
General Crude Oil Co.	27.00	27.03	26.07	26.06	26.12	26.60	26.12	26.60	26.12	26.60	26.64	26.12	26.59
General Telephone & Electronics			9.25	9.25	9.25	9.56	9.25	9.56	9.25	9.88	9.88	9.25	9.88
Geriatric Services, Inc.			14.99	14.95	15.01	15.11	15.01	15.11	15.01	15.44	15.97	15.01	15.23
Glickman Corp. class A common.	15.84	15.57											
Great American Life Underwriters, Inc., class A	197.64	195.40	192.65	191.77	193.10	195.49	193.10	195.49	193.10	196.71	199.42	193.10	196.03
Green Grant Co., 5 percent preferred.	97.00	97.00	97.00	97.00	97.00	97.00	97.00	97.00	97.00	97.00	97.00	97.00	97.00
Grinnell Corp.	191.07	192.98	187.50	187.50	187.50	188.52	187.50	188.52	187.50	190.21	189.00	187.50	190.78
Gunnar Mining, Ltd.	8.38	8.44	6.80	6.80	6.80	7.00	6.80	7.00	6.80	8.36	8.44	6.80	8.25
Hartford Fire Insurance Co.	73.84	73.56	72.70	72.85	72.29	73.09	72.29	73.09	72.29	73.30	73.96	72.29	73.15
Herf Jones Co., class A preferred.	40.06	40.06	39.26	39.20	39.50	39.67	39.50	39.67	39.50	40.00	40.00	39.50	40.00
Home Insurance Co. (New York)	57.98	57.98	56.68	56.52	56.71	56.95	56.71	56.95	56.71	57.24	57.33	56.71	57.33
Illinois Mid-Continent Life Insurance Co.	15.20	15.20	14.43	14.37	14.51	14.60	14.51	14.60	14.51	14.64	14.88	14.51	14.88
Insul-Cup Corp. of America	1.56	1.56	1.41	1.41	1.41	1.47	1.41	1.47	1.41	1.47	1.50	1.41	1.50
International Photocopy Corp.	11.93	11.93	10.70	10.62	11.00	10.98	11.00	10.98	11.00	11.23	11.23	11.00	11.23
Interstate Fire & Casualty Co.	31.75	31.75	30.00	30.00	30.00	30.42	30.00	30.42	30.00	31.00	31.00	30.00	31.00
Kane-Miller Corp.	5.88	5.88	5.19	5.18	5.25	5.34	5.25	5.34	5.25	5.57	5.57	5.25	5.57
Kentucky Central Life & Accident Insurance Co.	16.18	15.85	15.11	15.16	15.10	15.34	15.10	15.34	15.10	15.91	16.35	15.10	15.59
Kenwin Shops, Inc.	4.75	4.75	4.38	4.38	4.38	4.44	4.38	4.44	4.38	4.44	4.44	4.38	4.44
Kerr Manufacturing Co.			1.44	1.44	1.44	1.50	1.44	1.50	1.44	1.50	1.50	1.44	1.50
Koehring Co.	12.90	12.66	12.01	12.01	12.00	12.22	12.00	12.22	12.00	12.55	13.12	12.00	12.36
Lancer Industries	3.62	3.62	2.92	2.92	3.00	3.04	3.00	3.04	3.00	3.15	3.15	3.00	3.15
Life Insurance Co. of Georgia			7.92	7.92	7.92	8.07	7.92	8.07	7.92	8.50	8.50	7.92	8.50
Lindy Hydrothermal Products, Inc.	8.66	8.66	21	21	21	22	21	22	21	25	25	21	25
Lucky Friday Extension Mines	20.98	20.42	19.74	19.70	19.88	20.09	19.88	20.09	19.88	20.49	21.17	19.88	20.15
Lucky Stores, Inc.	14.20	14.07	13.33	13.34	13.25	13.70	13.25	13.70	13.25	14.01	14.40	13.25	13.85
Lynch Communications Systems, Inc.	37.50	37.50	36.00	36.00	36.00	35.67	36.00	35.67	36.00	35.90	37.50	36.00	35.50
Madison Gas & Electric Co.	7.94	7.94	7.26	7.26	7.26	7.26	7.26	7.26	7.26	7.48	7.48	7.26	7.48
Magnetax Corp.			26.01	26.01	25.78	26.50	25.78	26.50	25.78	26.44	28.00	25.78	26.44
Market Basket, preferred	26.81	26.81	25.90	25.95	25.78	26.12	25.78	26.12	25.78	26.44	28.00	25.78	26.44
Marlin-Rockwell Corp.			34.57	34.14	35.00	34.75	35.00	34.75	35.00	35.14	34.75	35.00	36.00
McLean Industries, Inc., \$3 cumulative preferred.	35.92	36.56	2.54	2.54	2.54	2.62	2.54	2.62	2.54	3.00	3.00	2.54	3.00
Melchor Engineering Corp.	20.60	20.34	19.29	19.29	19.29	19.60	19.29	19.60	19.29	19.94	21.50	19.29	19.82
Mid-America Pipeline Co.	14.25	14.25	13.62	13.63	13.60	13.87	13.60	13.87	13.60	14.03	14.03	13.60	14.03
Midland Dapital Corp.	4.86	4.84	4.62	4.62	4.62	4.74	4.62	4.74	4.62	4.85	4.88	4.62	4.75
Minerals Engineering Co.			15.28	15.28	15.50	15.50	15.50	15.50	15.50	15.50	15.50	15.50	15.50
Morgan Engineering Co.			13.76	13.76	13.76	14.00	13.76	14.00	13.76	14.58	14.58	13.76	14.58
National Patent Development Corp.	14.61	14.63	13.76	13.76	13.76	14.00	13.76	14.00	13.76	14.58	14.58	13.76	14.58

See footnotes at end of table.

TABLE VII-19.—Prices of over-the-counter purchases and sales in 135 selected stocks by the public and by registered broker-dealers, Jan. 18, 1962—Continued

[Average price per share in dollars]

Name of stock	Public purchases			Public sales			Dealer purchases (as principal)			Dealer sales (as principal)		
	Total	Through broker-dealer as agent ¹	From dealer as principal	Total	Through broker-dealer as agent ²	To dealer as principal	Total	From the public ³	From other broker-dealers ⁴	Total	To the public ⁵	To other broker-dealers ⁴
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)
National Propane Corp. 5 percent 2d preferred A							45.00		45.00	45.00		45.00
North Pennsylvania Gas Co.	14.86	14.59	14.88	13.07	12.72	13.75	14.06	13.75	14.10	14.53	14.88	14.21
Northern Ohio Telephone Co.	52.27	52.72	52.20	51.50		51.50	51.68	51.50	52.00	52.14	52.20	52.00
Nuclear Chicago Corp.				23.21	23.20	23.25	23.47	23.25	23.50	23.50		23.50
Old Empire, Inc.	4.38	4.36	4.50		4.13					4.50	4.50	
Overnight Transportation Co.				30.84		30.84	30.90	30.84	31.00	31.50		31.50
Pacific Intermountain Express Co.	17.29	17.00	17.32	16.41	16.40	16.48	16.61	16.48	16.63	17.07	17.32	16.72
Pacific Power & Light Co.	57.98	56.61	58.47	55.53	55.55	55.51	55.96	55.51	56.08	56.59	58.47	56.13
Paradynamics, Inc.	4.62		4.62	4.38	4.38	4.38	4.38	4.38	4.38	4.62	4.62	
Permaspray Manufacturing Corp.				2.05	2.05		2.13		2.13	2.25		2.25
Petrolane Gas Service, Inc.	32.22	32.10	32.70	29.68	29.52	30.25	31.32	30.25	31.39	31.64	32.70	31.52
Phoenix Insurance Co.	126.24	124.90	129.82	122.09	122.41	121.91	122.99	121.91	123.55	124.34	129.82	123.89
Pittsburgh National Bank	45.15	45.10	46.39	43.80	42.96	44.00	43.96	44.00	43.75	44.75	46.39	44.69
Pocket Books, Inc.	24.47	24.10	24.47	22.89	22.88	23.00	23.25	23.00	23.27	24.02	24.47	23.44
Poly Industries, Inc.	2.87	2.87							2.75	2.75		2.75
Portland General Electric Co.	48.23		48.23	47.08	47.00	47.12	47.33	47.12	47.39	47.65	48.23	47.41
Producing Properties, Inc.	11.21	11.18	11.30	10.70	10.65	10.05	10.84	10.95	10.83	10.98	11.30	10.93
Public Service Co. of New Mexico	33.39	33.08	33.51	31.73	31.81	31.50	32.31	31.50	32.42	33.12	33.51	32.60
R. C. Can Co.	42.91	43.37	42.88	41.27	41.09	41.40	41.73	41.40	41.85	42.41	42.88	42.04
Republic Natural Gas Co.	48.50	48.50		48.16	48.16		48.34		48.34	48.00		48.00
Reserve Insurance Co.	26.13		26.13	24.04	24.04		24.68		24.68	25.29	26.13	24.88
Rexach Construction Co., Inc.	12.38		12.38	11.44	11.46	11.38	11.66	11.38	11.70	11.77	12.38	11.67
Royal Dutch Petroleum Co., New York shares				57.17	57.17		57.62		57.62			8.00
St. Louis Capital, Inc.	8.20	8.17	8.25	7.72	7.72		7.90		7.90	8.07	8.25	8.00
Scott Discount Enterprises, Inc.	8.49	8.44	8.50	7.98	7.94	8.15	8.14	8.15	8.14	8.32	8.50	8.24
Security First National Bank of Los Angeles	79.01	79.25	78.81	77.57	77.54	77.68	77.97	77.68	78.26	78.57	78.81	78.48
Sessions Clock Co. class A common	3.35	3.35		2.91	2.91		3.03		3.03	3.20		3.20
Shepard Niles Crane & Hoist Corp.				20.72	20.72		21.50		21.50	22.00		22.00
Sigma Instruments, Inc.	18.50	18.50	18.50	17.47	17.47		17.88		17.88	18.33	18.50	18.15
Sonar Radio Corp.	7.24	7.24		6.46	6.46		6.80		6.80	7.07		7.07
Southern New England Telephone Co.	54.84	54.76	55.08	53.73	53.69	53.78	54.01	53.78	54.11	54.35	55.08	54.20
Space-Tone Electronics Corp.	4.88		4.88	4.01	4.01		4.29		4.29	4.62	4.88	4.54

Stanley Works.....	22.70	22.74	21.14	21.18	21.00	21.59	21.00	21.00	21.02	22.12	22.74	21.70
Techno Vending Corp. class A common.....	3.97	3.95	3.95	3.95	3.59	3.59	3.59	3.59	3.59	3.77	3.95	3.68
Texas Industries, Inc.....	9.28	9.29	8.84	8.87	8.50	8.98	8.50	8.50	9.00	9.09	9.29	9.07
Texas National Petroleum Co.....	6.12	6.00	5.82	5.83	5.67	5.86	5.67	5.67	5.88	5.97	6.00	5.97
Thomas & Betts Co.....	30.75	30.75	29.30	29.27	29.32	29.47	29.32	29.32	29.02	30.25	30.75	29.75
Thoroughbred Enterprises, Inc.....	4.24	4.24	3.40	3.40	3.40	3.50	3.40	3.40	3.50	3.50	3.50	3.50
Town & Country Securities Corp.....	3.00	3.00	3.76	3.76	3.76	2.60	2.75	2.75	2.56	2.96	3.00	2.58
Transdyne Corp.....	5.00	5.00	2.53	2.44	2.44	2.60	2.75	2.75	2.56	5.00	3.00	2.58
True Taste Corp.....	5.95	5.92	5.39	5.38	5.39	5.37	5.39	5.39	5.35	5.64	5.92	5.34
U.S. Plastic & Chemical Corp.....	3.60	3.60	3.09	3.09	3.09	3.18	3.18	3.18	3.18	3.50	5.92	3.50
United Aero Products Corp.....	15.77	15.77	6.50	6.50	6.50	15.00	6.50	6.50	15.00	15.25	6.50	15.25
Universal Nuclear Corp.....	61.88	61.88	56.76	56.15	57.00	58.59	57.00	57.00	58.79	60.26	61.88	58.86
Veedor-Root, Inc.....	15.09	15.13	14.48	14.65	14.25	14.72	14.25	14.25	10	10	14.79	14.87
Vitamax Pharmaceuticals, Inc.....	43.42	43.07	40.68	41.34	40.54	41.66	40.54	40.54	42.01	42.47	43.44	42.03
Warner & Swasey Co.....	22.85	22.60	21.88	21.88	21.88	21.82	21.88	21.82	21.82	22.20	22.88	21.77
Western Gas Service Co.....	.83	.83	.71	.71	.71	.75	.71	.71	.75	.88	.75	.88
Whitehall Electronics Corp.....	45.54	45.54	43.05	42.96	43.25	43.45	43.25	43.25	43.52	44.38	45.54	43.63
Wisconsin Power & Light Co.....	2.98	2.98	2.53	2.53	2.53	2.61	2.53	2.53	2.61	2.88	45.54	2.88
Wise Homes.....												

1 Price includes commission paid.

2 Net price received after commission.

3 Same as public sales to dealer as principal (col. 6).

4 The average price of dealers' purchases differs from the price of their sales because transactions with "other broker-dealers" includes transactions in which the other broker-

dealer was acting as agent for a public customer. The latter broker-dealer, therefore, did not report the transaction as a principal.

5 Same as public purchases from dealer as principal (col. 3).

NOTE.—Table excludes 65 stocks in the sample of 200 stocks which had no trading on Jan. 18, 1962.

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TABLE VII-20.—Percent markup in over-the-counter sales to the public in dealers' riskless transactions (transactions in 53 selected stocks by value of transaction)¹

[Number of transactions]

Percent markup	All sales	Value of transaction (in dollars)							
		Less than 500	500 to 999	1,000 to 1,999	2,000 to 2,999	3,000 to 3,999	4,000 to 4,999	5,000 to 9,999	10,000 and over
Total.....	328	37	57	98	44	25	22	30	15
Loss or 0.....	7	1	1		4	1			
0.1 to 1.0.....	16			2	1	1	2	5	5
1.1 to 2.0.....	21	1	5	7	2	2		2	2
2.1 to 3.0.....	42	5	10	10	5	4	3	3	2
3.1 to 4.0.....	63	5	7	19	6	7	6	9	4
4.1 to 5.0.....	144	19	22	50	24	10	11	6	2
Over 5.0.....	35	6	12	10	2			5	

¹ Transactions on Jan. 18, 1962 only, for 25 stocks and transactions from Jan. 18 through Feb. 9, 1962, for 28 stocks.

NOTE.—The table includes only "riskless trades," i.e., transactions in which a purchase could be paired with an offsetting sale to the public on the same day under circumstances in which no room for choice existed in the selection of offsetting transactions.

TABLE VII-21.—Percent markup in over-the-counter sales to the public in dealers' riskless transactions (transactions in 53 selected stocks by price of stock)¹

[Number of transactions]¹

Percent markup	All sales	Price of stock per share (in dollars) ²				
		Less than 5	5 to 9½	10 to 19½	20 to 49½	50 and over
Total.....	328	19	18	98	97	96
Loss or 0.....	7	2		2	1	2
0.1 to 1.0.....	16			1	4	11
1.1 to 2.0.....	21			5	6	10
2.1 to 3.0.....	42	3	4	12	10	13
3.1 to 4.0.....	63			16	13	34
4.1 to 5.0.....	144	5	3	55	56	25
Over 5.0.....	35	9	11	7	7	1

¹ Transactions on Jan. 18, 1962 only, for 25 stocks and transactions from Jan. 18 through Feb. 9, 1962, for 28 stocks.

² High bid in National Quotation Bureau, Inc., the National Quotation Service, Jan. 18, 1962, or nearest date thereto.

NOTE.—The table includes only "riskless trades," i.e., transactions in which a purchase could be paired with an offsetting sale to the public on the same day under circumstances in which no room for choice existed in the selection of offsetting transactions.

TABLE VII-22.—Comparison of markups in over-the-counter sales to the public in dealers' riskless transactions with stock exchange commissions (transactions in 53 selected stocks)¹

[Number of transactions]

Stock exchange commission per share ² (in dollars)	All transactions	Amount of markup per share (in dollars)											
		0.20 or less	0.21 to 0.40	0.41 to 0.60	0.61 to 0.80	0.81 to 1.00	1.01 to 1.25	1.26 to 1.50	1.51 to 1.75	1.76 to 2.00	2.01 to 2.50	2.51 to 3.00	Over 3.00
Total.....	³ 325	21	29	41	68	31	17	40	7	28	17	12	14
0.10 or less.....	12	9	3										
0.11 to 0.20.....	60	6	20	16	17	1							
0.21 to 0.30.....	73	2	3	15	35	10	6	1		1			
0.31 to 0.40.....	48		1	7	11	6	5	14	3				
0.41 to 0.50.....	37	2	2	1	3	3	4	12	2	5	2	1	
0.51 to 0.60.....	17					5		3		2	3	3	1
0.61 to 0.70.....	18	1		2		2			1	7	3	2	
0.71 to 0.80.....	14				1			4		3	2	3	1
0.81 to 0.90.....	11	1				1				1	4		2
0.91 to 1.00.....	8					1	1	1		3	1	1	
1.01 to 1.25.....	13				1	1	1	3	1	2	1	2	1
1.26 to 1.50.....	13					1				2	1		9
Over 1.50.....	1									1			

¹ Transactions on Jan. 18, 1962 only, for 25 stocks, and transactions from Jan. 18 through Feb. 9, 1962, for 28 stocks.

² Commission which would have been paid by public customer if dealer had acted as agent, instead of principal, and had charged the New York Stock Exchange minimum commission rate. In computing commission it was assumed that all sales of less than 100 shares constituted an odd lot.

³ Excludes 3 transactions of less than \$100 for which the exchange commission would be "as mutually agreed."

NOTE.—The table includes only "riskless trades," i.e., transactions in which a purchase could be paired with an offsetting sale to the public on the same day under circumstances in which no room for choice existed in the selection of offsetting transactions.

TABLE VII-23.—Percent discount in over-the-counter purchases from the public in dealers' riskless transactions (transactions in 42 selected stocks by value of transaction)¹

[Number of transactions]

Percent discount	All purchases	Value of transaction (in dollars)							
		Less than 500	500 to 999	1,000 to 1,999	2,000 to 2,999	3,000 to 3,999	4,000 to 4,999	5,000 to 9,999	10,000 and over
Total.....	110	8	16	21	14	8	6	25	12
Loss or 0.....	19	5	3	5		2	1	3	
0.1 to 1.0.....	34		3	6	3	2	1	12	7
1.1 to 2.0.....	38	1	4	7	7	4	3	8	4
2.1 to 3.0.....	12		4	2	3			2	1
3.1 to 4.0.....	1						1		
4.1 to 5.0.....	3		2		1				
Over 5.0.....	3	2		1					

¹ Transactions on Jan. 18, 1962 only, for 26 stocks and transactions from Jan. 18 through Feb. 9, 1962, for 16 stocks.

NOTE.—The table includes only "riskless trades," i.e., transactions in which a sale could be paired with an offsetting purchase from the public on the same day under circumstances in which no room for choice existed in the selection of offsetting transactions.

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TABLE VII-24.—Average prices of and spreads between individuals' purchases and sales in over-the-counter transactions with broker-dealers without positions (purchases from broker-dealer as principal and sales through broker-dealer as agent, Jan. 18, 1962)

Name of stock ¹	Average purchase price (dollars)	Average sale price (dollars)	Percent spread ²
Transdyne Corp.....	3.00	2.42	24.0
Space-Tone Electronics Corp.....	4.88	4.01	21.7
Aqua-Chem, Inc.....	8.00	6.81	17.5
Pacific Power & Light Co.....	64.03	55.45	15.5
Channing Corp.....	35.57	31.75	12.0
Petrolane Gas Service, Inc.....	33.00	29.59	11.5
Advance Industries, Inc.....	2.14	1.93	10.9
Veeder-Root, Inc.....	61.88	56.15	10.2
Continental Enterprises, Inc.....	4.80	4.38	9.6
Glickman Corp. class A common.....	16.34	14.96	9.2
Koehring Co.....	13.09	12.00	9.1
Dixon (Joseph) Crucible Co.....	27.75	25.43	9.1
Warner & Swasey Co.....	43.78	40.20	8.9
Berkshire Hathaway, Inc.....	9.50	8.74	8.7
Kentucky Central Life & Accident Insurance Co.....	16.44	15.16	8.4
Ajax Magnethermic Corp.....	21.37	19.73	8.3
Marlin-Rockwell Corp.....	28.00	25.93	8.0
Rexach Construction Co., Inc.....	12.38	11.46	8.0
Lucky Stores, Inc.....	21.22	19.70	7.7
Coastal States Gas Producing Co.....	31.04	28.88	7.5
Stanley Works.....	22.79	21.22	7.4
Aztec Oil & Gas Co.....	24.23	22.59	7.3
Citizens Utilities Co. common A.....	31.80	29.64	7.3
Producing Properties, Inc.....	11.38	10.63	7.1
Scott Discount Enterprises, Inc.....	8.50	7.94	7.1
Futterman Corp. class A.....	14.12	13.27	6.4
Boston Capital Corp.....	17.30	16.31	6.1
Public Service Co. of New Mexico.....	33.75	31.81	6.1
R. C. Can Co.....	43.59	41.09	6.1
Wisconsin Power & Light Co.....	45.54	42.96	6.0
Phoenix Insurance Co.....	129.82	122.49	6.0
Pacific Intermountain Express Co.....	17.36	16.40	5.8
Portland General Electric Co.....	49.58	46.99	5.5
American Insurance Co. (Newark).....	32.88	31.23	5.3
Babcock Electronics Corp.....	28.65	27.21	5.3
Hartford Fire Insurance Co.....	75.60	72.32	4.5
Bank of America N.T. & S.A.....	63.01	60.47	4.2
Great American Life Underwriters, Inc., class A.....	199.46	191.77	4.0
Texas National Petroleum Co.....	6.00	5.82	3.1
Southern New England Telephone Co.....	54.90	53.44	2.7
Vitamix Pharmaceuticals, Inc.....	15.00	14.69	2.1
Anheuser-Busch, Inc.....	49.69	48.83	1.8
Lynch Communications Systems, Inc.....	13.50	13.34	1.2

¹ Common or capital stock unless otherwise noted.

² Percent spread was computed for each stock as the difference between average purchase price and average sale price expressed as a percent of the latter price.

NOTE.—Table includes all stocks in the sample of 200 stocks in which there were purchases and sales by individuals with broker-dealers with no positions at the opening on Jan. 18, 1962, and in which these purchases were on a principal basis and sales on an agency basis.

TABLE VII-25.—Price ranges of individuals' transactions with broker-dealers as principal compared with retail quotations and price ranges of wholesale transactions (78 selected stocks,¹ Jan. 18, 1962)

Name of stock ²	Individuals' purchases		Retail offer ³	Market makers' sales to other broker-dealers		Individuals' sales		Retail bid ³	Market makers' purchases from other broker-dealers	
	Low	High		Low	High	Low	High		Low	High
Advance Industries, Inc.....	21 1/8	23 1/8	(4)	21 1/8	23 1/8	20	21 1/8	20	21 1/8	
Alax Magnethermic Corp.....	21 1/8	21 1/8	22	20 1/2	20 1/2	31	20	31 3/8	20	
American Insurance Co. (Newark).....	32 1/4	33 1/2	33 1/4	31 1/2	32	49	31 1/4	48 3/4	31 3/4	
Andrus-Busch, Inc.....	48 1/2	50 3/4	51 1/8	48 3/4	50 1/4	77 1/2	49	73 1/2	50 1/4	
Aqua-Chem, Inc.....	7 3/4	8	8 1/8	7 1/2	7 3/4	7 3/8	7 1/8	7 3/8	7 3/8	
Aztec Oil & Gas Co.....	23 3/4	24 1/2	24 1/2	23	23 1/2	22 1/2	22 1/2	22 1/2	23 1/4	
Babcock Electronics Corp.....	28 1/4	29	29 1/2	27 1/4	28	28 1/2	27 3/8	27 1/4	27 1/4	
Bank of America N.T. & S.A.....	61	64 1/8	63 1/8	60 7/8	61 1/2	59 1/8	61	60 7/8	61 1/2	
Benson-Lehner Corp.....	9 5/8	9 3/4	10	9 3/8	9 1/2	8 3/4	9	8 3/4	9	
Berkshire Hathaway, Inc.....	17 1/8	17 5/8	17 3/4	16 5/8	17 1/4	16	16 1/4	16 1/2	17 1/4	
Boston Capital Corp.....	10 1/2	10 1/2	11	10 3/8	10 3/8	5	10	10 1/2	10 1/2	
Bristol Brass Corp.....	5 1/2	5 3/8	5 5/8	5 1/4	5 3/8	5	5	5 1/2	5 3/4	
C-F-M Co.....	32 1/4	32 1/4	34 3/8	33	35	33	33	32	32	
Central Louisiana Electric Co.....	33 1/4	36 1/2	(4)	33	35	33	33	31 3/4	34 3/4	
Channing Corp.....	30	32 1/2	32 3/4	30 1/4	31	29 1/2	29	30 1/4	30 1/4	
Citizens Utilities Co. common A.....	30 5/8	31 1/8	31 3/8	28 3/4	29 3/4	28 3/8	29	29	29 1/2	
Coastal States Gas Producing Co.....	4 5/8	4 7/8	5	4 3/8	4 3/4	4 1/2	4 1/2	4 1/2	4 5/8	
Continental Enterprises, Inc.....	27 3/4	27 3/4	28 1/4	26 1/2	26 1/2	9 1/2	9 1/2	9 1/2	9 3/4	
Dixon (Joseph) Crumble Co.....	87	S7	87 1/4	9 3/8	9 3/4	9 1/2	9 1/2	8 3/4	8 3/4	
Dynamic Instrument Corp.....	9 1/4	9 1/4	(4)	10 1/2	10 1/2	8 3/4	8 3/4	8 3/4	9	
Emhart Manufacturing Co.....	10 3/8	10 3/8	10 1/4	10	10	9 3/4	10	9 3/4	9 3/4	
For-Stanley Photo Products.....	13 3/8	14 3/8	14 1/8	13 3/8	14 1/8	13 1/8	13 1/8	13 1/8	13 1/8	
Futerman Corp. class A.....	25 3/4	25 3/4	26 1/4	25	25 1/2	23	23	23	24	
General Crude Oil Co.....	15 1/2	16 1/4	(4)	15 1/2	15 1/2	14 3/4	14 3/4	15 1/2	15 1/4	
Gierlaric Services, Inc.....	188	206	204	192	199	191 1/2	193 1/2	188	192	
Glickman Corp. class A common.....	189	189	199	183	183	187 1/2	187 1/2	188	189	
Great American Life Underwriters, Inc., class A.....	74 1/4	77 1/8	76 1/4	74	74	75	75	72	74	
Grimmel Corp.....	15 1/2	16 1/4	(4)	15 1/2	15 1/2	14 3/4	14 3/4	15 1/2	15 1/4	
Harford Fire Insurance Co.....	188	206	204	192	199	191 1/2	193 1/2	188	192	
Hartford Fire Insurance Co.....	189	189	199	183	183	187 1/2	187 1/2	188	189	
Hert Jones Co. class A preferred.....	74 1/4	77 1/8	76 1/4	74	74	75	75	72	74	
Home Insurance Co. (New York).....	15 1/2	16 1/4	(4)	15 1/2	15 1/2	14 3/4	14 3/4	15 1/2	15 1/4	
Illinois Mid-Continent Life Insurance Co.....	188	206	204	192	199	191 1/2	193 1/2	188	192	
International Photocopy Corp.....	189	189	199	183	183	187 1/2	187 1/2	188	189	
Kane-Miller Corp.....	16 1/2	16 1/2	(4)	15 1/4	15 1/4	15 1/4	15 1/4	15 1/4	15 1/4	
Kentucky Central Life & Accident Insurance Co.....	12 1/2	13 1/2	(4)	12 1/2	12 1/2	12	12	12 1/2	12 1/2	
Koehring Co.....	16 1/2	16 1/2	(4)	15 1/4	15 1/4	15 1/4	15 1/4	15 1/4	15 1/4	
Lanacer Industries, Inc.....	12 1/2	13 1/2	13 3/8	12 1/2	12 1/2	12	12	12 1/2	12 1/2	

See footnotes at end of table.

TABLE VII-25.—Price ranges of individuals' transactions with broker-dealers as principal compared with retail quotations and price ranges of wholesale transactions (78 selected stocks, 1 Jan. 18, 1962)—Continued

Name of stock *	Individuals' purchases		Retail offer †	Market makers' sales to other broker-dealers		Individuals' sales		Retail bid ‡	Market makers' purchases from other broker-dealers	
	Low	High		Low	High	Low	High		Low	High
Lucky Stores, Inc.	20¾	21¾	21¾	20	20%	13¼	13¼	20	19¾	20½
Lynch Communication Systems	13¾	14¾	14¾	13¾	14¾	26½	26½	13¾	13¾	13¾
Marlin-Rockwell Corp.			27½	26½	26½	35	35	26½	26½	26¼
McLean Industries, Inc., \$3 cumulative preferred			(*)	36	36	20¼		(*)	19½	19¾
Mid-America Pipeline Co.	21½	21½	21½	20	20¼	13½	13½	19¾	19¾	19¾
Midland Capital Corp.	14¾	14¾	14¾	14	14¼	13½	13½	13¾	13¾	14
North Pennsylvania Gas Co.	14¾	14¾	14¾	14¾	14¾	13¾	13¾	13¾	13¾	13¾
Nuclear Chicago Corp.	25½	25½	25½	23½	23½			23½		
Old Empire, Inc.	4/8	4/8	4/8					4¼		
Overnite Transportation Co.	34½	34½	34½	30¾	30¾	31	31	31	31	31
Pacific Intermountain Express Co.	17¼	17½	17½	16½	16½	16¾	16¾	16¾	16½	16¾
Pacific Power & Light Co.	56½	60	58¾	55½	57	56½	56½	55½	55½	56½
Paradynamics, Inc.	4½	4½	(*)	44½	44¾	48	48	(*)	47¼	47¼
Pittsburgh National Bank	24¼	24¾	24¾	23¼	23¾	23¾	23¾	44	43¾	43¾
Pocket Books, Inc.	47½	50	49½	47¼	48	47	47	23¾	23	23¾
Portland General Electric Co.	47½	50	49½	47¼	48	47	47	46¾	47	47¾
Producing Properties, Inc.	11¼	11¼	11¼	10¾	11½	10¾	10¾	10¾	10¾	10¾
Public Service Co. of New Mexico	33½	33¾	34½	32	32¾	31½	31½	32	32	33
R. C. Can Co.	43	44	(*)	42	43	41	41½	(*)	41¼	42¼
Reserve Insurance Co.	26½	26½	25½	24½	25	25	25	24	24	24¼
Rexach Construction Co., Inc.	12¾	12¾	(*)	11½	11½	11½	11½	(*)	11½	11¾
St. Louis Capital, Inc.	8¼	8¼	8½	8	8	8	8	(*)	7¾	8
Scott Discount Enterprises, Inc.	8¼	8¼	(*)	8¼	8½	8½	8½	(*)	8	8½
Security First National Bank of Los Angeles	18½	18½	18½	18	18	18	18	(*)	17½	18
Sigma Instruments, Inc.	53½	56	57¼	54	55	53	53	54	54	54¾
Southern New England Telephone Co.	47½	47½	47½	4½	4½	4½	4½	4	4½	4½
Space-Tone Electronics Corp.	22	22½	22½	21¼	22	20½	21¼	21¾	21¼	21¾
Stanley Works	31½	31½	(*)	31½	31½	31½	31½	(*)	31½	31½
Techno Vending Corp. class A common	9¼	9½	9½	9	9½	8½	8½	87½	87½	9
Texas Industries, Inc.	6	6	6¼	5½	6	5½	5½	5¾	5¾	5¾
Texas National Petroleum Co.	30¾	30¾	31½	29¾	29¾	29	29¾	29	29½	29¾
Thomas & Betts Co.	3	3	3	2½	2½	2½	2½	2½	2½	2½
Transdyne Corp.	5	5	(*)	6	6	5¼	5¼	(*)	5¼	5¼
True Taste Corp.	5	5	(*)	6	6	5¼	5¼	(*)	5¼	5¼
U.S. Plastic & Chemical Corp.	57½	61½	62½	58	59	57	57	58	58	58
Veeder-Root, Inc.	61½	61½	15¾	14¾	15½	14¾	14¾	14¾	14¾	15
Vitamin Pharmaceuticals, Inc.	14¾	15	15¾	14¾	15½	14¾	14¾	14¾	14¾	15

Warner & Swasey Co.....	42 $\frac{3}{4}$	44 $\frac{3}{8}$	44 $\frac{7}{8}$	41 $\frac{3}{4}$	43	40	41 $\frac{1}{2}$	42	41	42 $\frac{1}{4}$
Western Gas Service Co.....	22 $\frac{7}{8}$	22 $\frac{7}{8}$	(4)	-----	-----	-----	-----	21	21 $\frac{3}{4}$	22
Wisconsin Power & Light Co.....	44 $\frac{3}{4}$	46 $\frac{1}{8}$	46 $\frac{3}{8}$	43 $\frac{1}{2}$	43 $\frac{1}{2}$	43 $\frac{1}{4}$	43 $\frac{3}{4}$	43 $\frac{1}{2}$	43 $\frac{1}{2}$	43 $\frac{1}{2}$

¹ All stocks in the sample of 200 stocks which had more than 3 dealer listings in National Quotation Bureau, Inc., the National Quotation Service, on Jan. 18, 1962, and in which there were purchases or sales by individuals with dealers acting as principal on Jan. 18, 1962.

² Common or capital stock unless otherwise noted.

³ Quotations from Wall Street Journal dated Jan. 19, 1962 representing quotations of Jan. 18, 1962.

⁴ No quotation.

NOTE.—Price ranges exclude transactions of less than \$500 except those involving 50 shares or more.

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TABLE VII-25a.—Price ranges of individuals' purchases and sales with broker-dealers as principal and as agent (126 selected stocks,¹ Jan. 18, 1962)

[In dollars]

Name of stock ²	Individuals' purchases				Individuals' sales			
	Through broker-dealer as agent ³		From dealer as principal		Through broker-dealer as agent ⁴		To dealer as principal	
	Low	High	Low	High	Low	High	Low	High
Advance Industries, Inc.	2.07	2.50	2.12	2.19	1.81	2.05		
Ajax Magnethermic Corp.	20.80	20.80	21.12	21.50	19.73	19.73		
American Airlines, Inc.	23.05	23.05			22.08	22.08		
American Insurance Co. (Newark)	32.10	32.57	32.25	33.50	31.03	31.60	31.00	31.62
American Monarch Corp.	1.56	1.56			1.44	1.44		
Anheuser-Busch, Inc.	49.69	51.24	49.50	50.75	48.56	49.56	49.00	49.00
Aqua-Chem, Inc.	7.77	7.90	7.75	8.00	7.21	7.21	7.88	7.88
Armstrong Paint & Varnish Works	14.25	14.84			14.02	14.50		
Aztec Oil & Gas Co.	23.66	23.63	23.75	24.50	22.44	22.83	22.62	22.62
Babcock Electronics Corp.	27.83	28.33	28.25	29.00	26.68	27.62	26.88	27.38
Badger Northland, Inc.			11.38	11.38	10.82	10.82	10.50	10.50
Bank of America N.T. & S.A.	61.70	62.74	61.00	64.12	59.64	61.00	59.88	61.00
Benson-Lehner Corp.	9.66	9.66	9.62	9.75	8.84	8.84		
Berkshire Hathaway, Inc.	9.16	9.16	9.38	9.50	8.70	8.84	8.75	8.75
Boston Capital Corp.	16.26	17.34	17.12	17.62	15.74	16.76	16.00	16.25
Bowmar Instrument Corp.	16.86	16.86			16.00	16.00		
Bristol Brass Corp.	10.55	10.55	10.50	10.50				
Buckeye Corp.	.77	.80			.62	.62		
C-F-M Co.	5.50	5.50	5.56	5.62	5.00	5.00	5.00	5.00
Carlson Products Corp.	5.62	5.62			4.88	4.88		
Carpenter (L. E.) & Co.	10.08	10.42			9.82	9.82		
Central Louisiana Electric			32.25	32.25	31.60	31.65		
Channing Corp.	35.36	35.36	33.25	36.50	31.10	32.47	33.00	33.00
Citizens & Southern Bank (Philadelphia)	11.67	11.67						
Citizens Utilities Co. common A	30.55	30.90	30.00	32.50	29.60	29.66		
Coastal States Gas Producing Co.	29.15	30.15	30.62	31.12	28.51	29.25	28.62	29.00
Commonwealth Life Insurance Co. (Kentucky)					56.42	57.78		
Consolidated Airborne Systems class A	4.62	4.62			3.77	4.01		
Contental Enterprises, Inc.	4.62	4.94	4.62	4.88	4.14	4.63		
Continental Radiant Glass	.66	.66			.35	.35		
Cosmodyne Corp.	19.50	19.54						
Creative Playthings			13.00	13.00			13.00	13.00
Cummins Engine Co.	63.88	63.88			59.48	60.30		
Dixon (Joseph) Crucible Co.			27.75	27.75	25.43	25.43		
Dynamic Instrument Corp.	9.64	9.92			8.96	9.09	9.50	9.50
Educational Development Corp.	2.07	2.14			1.81	1.81	1.75	1.75
Emhart Manufacturing Co.			87.00	87.00	81.98	82.35		
Energy Components	6.76	7.39			6.86	7.11		
Extrudo-Film Corp.					3.89	3.89		
Ferson Optics, Inc.			9.50	9.50	8.83	8.83	8.75	8.75
Fox-Stanley Photo Products	10.20	10.20	10.38	10.38	9.39	9.71	9.75	10.00
Futterman Corp. class A	13.70	14.38	13.38	14.38	13.05	13.42	13.12	13.62
General Crude Oil Co.			25.75	25.75				
General Telephone & Electronics	26.82	27.20			25.91	25.91		
Geriatric Services, Inc.							9.25	9.25
Glickman Corp. class A common	15.47	15.60	15.50	16.25	14.78	15.25	14.75	15.12
Great American Life Underwriters class A	192.61	199.50	198.00	206.00	190.45	192.19	191.50	193.50
Green Giant Co. 5 percent Preferred			97.00	97.00				
Grinnell Corp.	192.58	194.50	189.00	189.00			187.50	187.50
Hartford Fire Insurance Co.	74.21	74.21	74.25	77.12	71.71	73.54	75.00	75.00
Herff Jones Co. class A preferred	40.39	40.39			39.00	39.61	39.50	39.50
Home Insurance Co. (New York)	57.88	58.88			56.18	56.80	56.50	57.00
Illinois Mid-Continent Life Insurance Co.	14.97	15.48			14.16	14.66	14.25	14.62
Insul-Cup Corp. of America	1.56	1.56			1.38	1.44		
International Photocopy Corp.	11.93	11.93			10.57	10.83	11.00	11.00
Interstate Fire & Casualty Co.	31.75	31.75						
Kane-Miller Corp.	5.88	5.88			5.13	5.50	5.25	5.25
Kentucky Central Life & Accident Insurance Co.	15.72	15.97	16.00	16.50	15.15	15.15	15.00	15.12
Kenwin Shops, Inc.	4.74	4.74			4.14	4.51		
Kerr Manufacturing Co.					1.44	1.44		
Koehring Co.	12.44	12.88	12.50	13.50	11.91	12.25	12.00	12.00
Lancer Industries	3.62	3.62			2.90	3.00	3.00	3.00
Lindy Hydrothermal Products, Inc.	8.66	8.66			7.85	8.10		
Lucky Friday Extension Mines	.26	.26			.21	.21		
Lucky Stores, Inc.	20.27	20.27	20.75	21.38	19.58	19.88		
Lynch Communications Systems, Inc.	13.20	14.46	13.50	14.75	13.02	13.54	13.25	13.25

See footnote at end of table.

REPORT OF SPECIAL STUDY OF SECURITIES MARKETS 703

 TABLE VII-25a.—Price ranges of individuals' purchases and sales with broker-dealers as principal and as agent (126 selected stocks,¹ an. 18, 1962)—Con.

[In dollars]

Name of stock ²	Individuals' purchases				Individuals' sales			
	Through broker-dealer as agent ³		From dealer as principal		Through broker-dealer as agent ⁴		To dealer as principal	
	Low	High	Low	High	Low	High	Low	High
Madison Gas & Electric Co.-----			37.50	37.50	36.00	36.00		
Market Basket preferred-----					26.01	26.01		
Marlin-Rockwell Corp.-----	26.82	26.95			25.79	26.25	25.62	26.00
McLean Industries-----	36.56	36.56			34.14	34.14	35.00	35.00
Melchior Engineering Corp.-----	3.09	3.09			2.54	2.54		
Mid-America Pipeline Co.-----	20.27	20.27	21.50	21.50	19.24	19.48		
Midland Capital Corp.-----	14.21	14.37			13.49	13.77	13.50	13.62
Minerals Engineering Co.-----	4.86	4.86	4.88	4.88	4.52	4.63		
Morgan Engineering-----					15.28	15.28		
National Patent Development Corp.-----	14.21	14.97			13.76	13.76		
North Pennsylvania Gas Co.-----			14.88	14.88	12.72	12.72	13.75	13.75
Northern Ohio Telephone Co.-----	52.72	52.72	51.75	54.00			51.50	51.50
Nuclear Chicago Corp.-----					23.19	23.20		
Old Empire, Inc.-----	4.36	4.36			4.13	4.13		
Overnight Transportation Co.-----							30.75	31.00
Pacific Intermountain Express Co.-----	16.86	17.14	17.25	17.62	16.26	16.62	16.38	16.75
Pacific Power & Light Co.-----	56.45	57.01	56.88	60.00	54.80	56.05	55.12	56.12
Paradynamics, Inc.-----			4.62	4.62	4.26	4.50	4.38	4.38
Permaspray Manufacturing Corp.-----					1.94	2.06		
Petrolane Gas Service, Inc.-----	32.10	32.10	32.50	33.00	29.54	29.62		
Phoenix Insurance Co.-----	123.76	127.25	129.00	130.00	122.49	122.49	120.00	122.00
Pittsburgh National Bank-----			46.50	46.50	42.96	42.96		
Pocket Books, Inc.-----	24.09	24.09	24.25	24.75	22.49	23.07		
Poly Industries, Inc.-----	2.87	2.87						
Portland General Electric Co.-----			47.31	50.00	46.43	47.61	47.00	47.38
Producing Properties, Inc.-----	11.05	11.62	11.25	11.50	10.45	10.88	10.62	11.50
Public Service Co. of New Mexico-----	32.35	33.10	33.50	33.75	31.65	32.02	31.50	31.50
R. C. Can Co.-----	43.12	43.12	43.00	44.00	40.95	41.30	41.00	41.50
Republic Natural Gas Co.-----	48.50	48.50			47.69	47.82		
Reserve Insurance Co.-----			26.12	26.12	23.69	24.38		
Rexach Construction Co., Inc.-----			12.38	12.38	11.44	11.56	11.38	11.38
Royal Dutch Petroleum Co., New York shares-----					57.18	57.18		
St. Louis Capital, Inc.-----	8.15	8.15	8.25	8.25	7.58	7.88		
Scott Discount Enterprises, Inc.-----	8.40	8.40	8.25	8.50	7.60	8.10	8.00	8.38
Security First National Bank of Los Angeles-----	79.23	79.74			77.88	77.88	77.00	78.00
Sessions Clock Co. class A common-----	3.34	3.37			2.91	2.91		
Shepard Niles Crane & Hoist Corp.-----					20.72	20.72		
Sigma Instruments, Inc.-----	18.50	18.50	18.50	18.50	17.26	17.73		
Sonar Radio Corp.-----	7.14	7.39			6.49	6.49		
Southern New England Telephone Co.-----	54.66	55.88	53.88	56.00	52.96	54.00	53.00	54.75
Space-Tone Electronics Corp.-----	4.62	4.62	4.88	4.88	4.01	4.01		
Stanley Works-----	22.04	22.32	22.00	22.88	20.97	21.50	20.88	21.25
Techno Vending Corp. class A common-----	3.98	3.98	3.94	4.06				
Texas Industries, Inc.-----	9.21	9.29	9.25	9.38	8.88	8.88	8.50	8.50
Texas National Petroleum Co.-----	6.00	6.14	6.00	6.00	5.62	5.88	5.50	5.75
Thomas & Betts Co.-----			30.75	30.75	29.17	29.17	29.00	29.62
Thoroughbred Enterprises, Inc.-----					3.40	3.40		
Transdyne Corp.-----			3.00	3.00	2.13	2.54	2.75	2.75
True Taste Corp.-----			5.00	5.00				
U.S. Plastic & Chemical Corp.-----			5.88	6.00	5.38	5.38	5.25	5.50
United Aero Products Corp.-----	3.60	3.60			3.03	3.28		
United Nuclear Corp.-----	15.72	15.72						
Universal Manufacturing Co.-----							6.50	6.50
Veeder-Root, Inc.-----			61.88	61.88			57.00	57.00
Vitamix Pharmaceuticals, Inc.-----	14.97	15.36	14.75	15.00	14.78	14.78	14.25	14.25
Warner & Swasey Co.-----	43.02	43.02	42.75	44.38	40.34	41.98	40.00	41.50
Western Gas Service Co.-----			22.88	22.88	21.88	21.88		
Whitehall Electronics Corp.-----	.80	.94			.70	.70		
Wisconsin Power & Light Co.-----			44.75	46.12	42.82	43.05	43.25	43.25
Wise Homes-----	2.96	2.96			2.42	2.54		

¹ All stocks in the sample of 200 stocks in which there were purchases or sales by individuals amounting to \$500 and over or 50 shares and over.

² Common or capital stock unless otherwise noted.

³ Price includes commission paid.

⁴ Net price received after commission.

NOTE.—Price ranges exclude transactions of less than \$500 except those involving 50 shares or more.

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TABLE VII-26.—*Spread between average prices of individuals' purchases and sales in over-the-counter transactions (48 selected stocks classified by value of shares sold,¹ Jan. 18, 1962)*

[Number of stocks]

Total value of shares sold (in dollars)	All stocks	Percent spread between average purchase price and average sale price ²				
		Less than 2.5	2.5 to 4.9	5.0 to 7.4	7.5 to 9.9	10.0 and over
Total.....	48	7	8	16	16	1
Less than 2,000.....	3	1			2	
2,000 to 4,999.....	3			1	2	
5,000 to 9,999.....	9	1	1	3	3	1
10,000 to 19,999.....	6	1	2		3	
20,000 to 49,999.....	5			4	1	
50,000 to 99,999.....	13	1	2	5	5	
100,000 to 199,999.....	9	3	3	3		
200,000 and over.....						

¹ All stocks in the sample of 200 stocks in which there were both purchases and sales by individuals with dealers acting as principal on Jan. 18, 1962.

² Percent spread was computed for each stock as the difference between average price paid by individuals and average price received by individuals expressed as a percent of the latter price. Transactions where the broker-dealer acted as agent for the individual are excluded.

TABLE VII-27.—*Spread between average prices of individuals' purchases and sales in over-the-counter transactions (48 selected stocks classified by activity,¹ Jan. 18, 1962)*

[Number of stocks]

Number of shares sold	All stocks	Percent spread between average purchase price and average sale price ²				
		Less than 2.5	2.5 to 4.9	5.0 to 7.4	7.5 to 9.9	10.0 and over
Total.....	48	7	8	16	16	1
Less than 500.....	7	2		2	3	
500 to 999.....	2		1		1	
1,000 to 1,999.....	8		2	4	2	
2,000 to 4,999.....	13	3	1	3	5	1
5,000 to 9,999.....	11	2	1	3	5	
10,000 and over.....	7		3	4		

¹ All stocks in the sample of 200 stocks in which there were both purchases and sales by individuals with dealers acting as principal on Jan. 18, 1962.

² Percent spread was computed for each stock as the difference between average price paid by individuals and average price received by individuals expressed as a percent of the latter price. Transactions where the broker-dealer acted as agent for the individual are excluded.

TABLE VII-28.—*Spread between average prices of individuals' purchases and sales in over-the-counter transactions (48 selected stocks classified by price,¹ Jan. 18, 1962)*

[Number of stocks]

Price of stock per share ² (in dollars)	All stocks	Percent spread between average purchase price and average sale price ³				
		Less than 2.5	2.5 to 4.9	5.0 to 7.4	7.5 to 9.9	10.0 and over
Total.....	48	7	8	16	16	1
Less than 1.....	2			1	1	
1 to 4 $\frac{1}{8}$	9	1	1	3	3	1
5 to 9 $\frac{1}{8}$	13	1	2	3	7	
10 to 19 $\frac{1}{8}$	7		1	3	3	
20 to 29 $\frac{1}{8}$	8	2	1	4	1	
30 to 49 $\frac{1}{8}$	9	3	3	2	1	

¹ All stocks in the sample of 200 stocks in which there were both purchases and sales by individuals with dealers acting as principal on Jan. 18, 1962.

² High bid in National Quotation Bureau, Inc., the National Quotation Service, Jan. 18, 1962, or nearest date thereto.

³ Percent spread was computed for each stock as the difference between average price paid by individuals and average price received by individuals expressed as a percent of the latter price. Transactions where the broker-dealer acted as agent for the individual are excluded.

TABLE VII-29.—*Spread between average prices of individuals' purchases and sales in over-the-counter transactions (48 selected stocks classified by number of dealers quoting a 2-way market,¹ Jan. 18, 1962)*

[Number of stocks]

Number of dealers quoting a 2-way market ²	All stocks	Percent spread between average purchase price and average sale price ³				
		Less than 2.5	2.5 to 4.9	5.0 to 7.4	7.5 to 9.9	10.0 and over
Total.....	48	7	8	16	16	1
None.....	5	2		1	2	
1 to 2.....	4			1	3	
3 to 4.....	6		2	2	1	1
5 to 6.....	12	2	2	3	5	
7 to 8.....	5	2		2	1	
9 to 10.....	13	1	3	5	4	
11 to 14.....	3		1	2		
15 and over.....						

¹ All stocks in the sample of 200 stocks in which there were both purchases and sales by individuals with dealers acting as principal on Jan. 18, 1962.

² Based on quotations in National Quotation Bureau, Inc., the National Quotation Service, Jan. 18, 1962.

³ Percent spread was computed for each stock as the difference between average price paid by individuals and average price received by individuals expressed as a percent of the latter price. Transactions where the broker-dealer acted as agent for the individual are excluded.

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TABLE VII-30.—*Proportion of public purchases from or through broker-dealers without positions effected over the counter by these broker-dealers as principal (105 selected stocks classified by activity,¹ Jan. 18, 1962)*

[Number of stocks]

Ratio of shares purchased by public from broker-dealers as principal to all public purchases (percent) ²	All stocks	Number of shares sold					
		Less than 500	500 to 999	1,000 to 1,999	2,000 to 4,999	5,000 to 9,999	10,000 and over
Total.....	105	31	13	18	21	13	9
100.0.....	7	3		1	3		
80.0 to 99.9.....	5		1		3	1	
60.0 to 79.9.....	7	1			1	1	4
40.0 to 59.9.....	11	1	1	2	2	3	2
20.0 to 39.9.....	4	1		1		2	
0.1 to 19.9.....	12		1	2	2	4	3
0.....	59	25	10	12	10	2	

¹ All stocks in the sample of 200 stocks in which there were purchases by the public on Jan. 18, 1962, from or through broker-dealers without positions.

² Includes transactions by the public only with broker-dealers who had no positions in the stock at the opening on Jan. 18, 1962.

TABLE VII-31.—Comparison of retail and wholesale quotations in the over-the-counter market (73 selected stocks on Jan. 18, 1962)

Name of stock ¹ (arranged according to price)	Retail quote		Retail offer as percent of retail bid	Quote given by dealer to NASD		NQB quote of dealer who furnished retail quote		NQB wholesale quotations ²				Number of dealers with higher bid than retail offer ³	Number of dealers with lower offer than retail offer ³	Median bid higher than retail bid	Median offer lower than retail offer ³	
	Bid	Offer		Bid	Offer	Bid	Offer	Number of dealers quoting 2-way market	High bid	Low offer	Median bid					Median offer
Wise Homes.....	2 3/4	3 1/4	123.8	3	4 1/2	(4)	4 1/2	2 5/8	3	2 5/8	3	0	0	No	No.	
Consolidated Airborne Systems class A.	4	4 3/4	118.8	4	4 1/2	(4)	4 1/2	4 1/4	4 1/2	4 1/4	4 1/2	6	0	Yes	No.	
Space-Tone Electronics.....	4	4 3/4	118.8	4	4 1/2	(4)	4 1/2	4 1/4	4 1/2	4 1/4	4 1/2	5	0	No	No.	
Big "C" Stores.....	4 3/4	5 1/8	117.1	4 3/4	4 3/4	(4)	4 3/4	4 3/8	4 3/4	4 3/8	4 3/4	1	0	No	No.	
Continental Enterprises.....	4 1/2	5	111.1	4 1/2	4 3/4	(4)	4 3/4	4 3/8	4 3/4	4 3/8	4 3/4	0	15	No	Yes.	
Minerals Engineering.....	4 3/4	5 1/4	110.5	4 3/4	5	(4)	5	4 5/8	4 3/4	4 5/8	4 3/4	0	2	No	Yes.	
C-F-M Co.....	5	5 3/4	112.5	5	5 3/4	(4)	5 3/4	5 1/8	5 3/8	5	5 3/8	0	0	No	No.	
Texas National Petroleum.....	5 3/4	6 1/4	108.7	6	6 1/2	(4)	6 1/2	5 7/8	6	5 7/8	6	3	0	Yes	No.	
Sonar Radio Corp.....	6 5/8	7 1/2	113.2	7	7 1/2	(4)	7 1/2	6 5/8	7	6 5/8	7	0	3	No	No.	
Aqua-Chem, Inc.....	7 1/8	8 1/4	114.0	7 1/8	7 3/4	(4)	7 3/4	7 1/2	7 1/2	7 1/2	7 1/2	5	0	Yes	No.	
Magnelax Corp.....	7 1/4	8 1/8	116.5	7 1/4	7 3/4	(4)	7 3/4	7 1/4	7 1/2	7 1/4	7 1/2	0	3	No	No.	
St. Louis Capital, Inc.....	7 3/4	8 1/2	109.7	7 3/4	8 1/8	(4)	8 1/8	7 3/8	8	7 3/8	8	7	1	Yes	No.	
Benson-Lehner Corp.....	8 3/4	10	114.3	8 3/4	9 1/2	(4)	9 1/2	8 1/4	9 1/4	8 3/4	9 1/4	5	0	Yes	No.	
Berkshire Hathaway, Inc.....	8 7/8	9 5/8	108.5	8 7/8	9 1/4	(4)	9 1/4	8 7/8	9 1/4	8 7/8	9 1/4	0	4	No	No.	
Texas Industries, Inc.....	8 7/8	9 5/8	108.4	8 7/8	9 1/4	(4)	9 1/4	8 7/8	9 1/4	8 7/8	9 1/4	0	0	No	No.	
Fox-Stanley Photo Products.....	9 5/8	10 1/2	110.2	9 5/8	10	(4)	10	9 7/8	10	9 7/8	10	2	0	No	No.	
Carpenter (L. E.) & Co.....	9 3/4	10 3/4	110.2	9 3/4	10 1/4	(4)	10 1/4	9 3/4	10	9 3/4	10	1	0	No	No.	
Producing Properties, Inc.....	10 3/4	11 1/2	107.0	10 3/4	11	(4)	11	10 3/4	10 3/4	10 3/4	10 3/4	0	0	No	No.	
Kochring Co.....	12	13	108.3	12	12 3/4	(4)	12 3/4	10 7/8	11	10 7/8	11	6	0	Yes	No.	
Futurman Corp. class A.....	13 1/2	14 1/2	107.6	13 1/2	13 3/4	(4)	13 3/4	12 1/4	13 1/2	12 1/4	13 1/2	12	0	Yes	No.	
Lynch Communication Systems.....	13 1/2	14 1/2	110.2	13 1/2	14 1/4	(4)	14 1/4	13 3/8	13 1/2	13 3/8	13 1/2	11	0	Yes	No.	
Midland Capital Corp.....	13 3/4	14 1/2	107.3	13 3/4	14 1/8	(4)	14 1/8	13 3/4	14 1/4	13 3/4	14 1/4	0	4	No	No.	
North Pennsylvania Gas.....	13 3/8	14 1/2	107.2	13 3/8	14 1/4	(4)	14 1/4	13 7/8	14 1/4	13 7/8	14 1/4	0	0	No	No.	
Meyercoor Co.....	14	14 1/2	116.1	14	15 1/2	(4)	15 1/2	14 3/4	14 3/4	14 3/4	14 3/4	1	1	Yes	Yes.	
Vitamin Pharmaceuticals.....	14 1/4	15 1/4	110.5	14 1/4	15	(4)	15	14 1/2	15	14 1/2	15	3	0	Yes	No.	
Armstrong Paint & Varnish Works.....	14 3/4	15 3/4	107.0	14 3/4	15 1/4	(4)	15 1/4	14 3/4	15 1/4	14 3/4	15 1/4	1	0	No	No.	
Illinois Mid-Continent Life Insurance.....	14 1/2	15 3/4	108.6	14 1/2	15	(4)	15	14 3/4	15	14 3/4	15	2	1	No	No.	
Glickman Corp. class A common.....	15	16 1/2	107.5	15	15 3/4	(4)	15 3/4	15 1/8	15 3/4	15 1/8	15 3/4	6	0	No	No.	
Bowmar Instrument.....	16	17 1/2	109.4	16	16 3/4	(4)	16 3/4	16	16 1/2	16	16 1/2	0	1	Yes	No.	
Pacific Instrument Express.....	16 3/4	17 1/2	106.9	16 3/4	17 1/4	(4)	17 1/4	16 5/8	16 3/4	16 5/8	16 3/4	10	0	Yes	No.	
Boston Capital Corp.....	16 1/2	17 3/4	107.6	16 1/2	17	(4)	17	16 1/2	16 3/4	16 1/2	16 3/4	0	14	No	Yes.	

See footnotes at end of table.

TABLE VII-31.—Comparison of retail and wholesale quotations in the over-the-counter market (78 selected stocks on Jan. 18, 1962)—Con.

Name of stock ¹ (arranged according to price)	Retail quote		Retail offer as percent of retail bid	Quote given by dealer to NASD		NQB quote of dealer who furnished retail quote		NQB wholesale quotations ²					Number of dealers with higher bid than retail bid offer ³	Number of dealers with lower offer than retail bid offer ³	Median bid higher than retail bid offer ³	Median offer lower than retail bid offer ³
	Bid	Offer		Bid	Offer	Bid	Offer	Number of dealers quoting 2-way market	High bid	Low offer	Median bid	Median offer				
Sigma Instruments	17½	19¾	110.7	18½	20½	(*)	(*)	4	17¾	18	17½	18½	1	2	No	Yes.
Mid-America Pipeline	19¾	21¾	108.9	20½	22½	19½	20½	6	19¾	20¼	19¾	20½	0	2	No	No.
Lucky Stores, Inc.	20	21¾	106.9	20¾	22½	(*)	(*)	8	20¾	20¾	19¾	20¼	0	6	No	Yes.
Ajax Magnethermic	20	22	110.0	21	22½	20	21	5	20	21	20	21	0	0	No	No.
Shepard Niles Crane & Hoist Corp.	20½	23¾	115.2	20½	22½	21	23	3	20½	22½	21	23	2	0	Yes	No.
Western Gas Service	21	(*)	---	(*)	(*)	(*)	(*)	1	21¾	22¼	21¼	21¾	1	0	Yes	Yes.
Stanley Works	21¾	22½	107.0	21¾	23¾	21¾	23¾	11	21¾	21¾	21¼	21¾	0	3	No	Yes.
Aztec Oil & Gas	22½	24½	107.1	22½	23¾	23	23¾	21	23	23¾	23	23¾	10	0	Yes	Yes.
General Crude Oil	23	26¼	114.1	23	25	(*)	(*)	2	24	25	23¼	25¼	1	0	Yes	No.
Pocket Books, Inc.	23¼	25½	108.1	23¼	24	23¼	24	2	23¼	23¾	23¼	24	2	1	No	No.
Nuclear Chicago	23½	25½	109.0	23½	24½	23½	24½	6	23½	24½	23½	24½	1	2	No	No.
Reserve Insurance	24	25¾	106.8	24	24½	(*)	(*)	3	24	24½	24	24½	0	0	No	No.
Dixon (Joseph) Crucible	26	28¼	108.7	26	27	26	27	4	26	27	26	27	1	1	No	No.
Marlin-Rockwell Corp.	26½	27½	106.7	26½	26½	(*)	(*)	8	26½	26½	26½	26½	2	0	No	Yes.
Babcock Electronics	27½	29½	106.8	27½	28½	(*)	(*)	10	27½	28	27½	28	2	3	No	Yes.
Coastal States Gas Producing	29	31¾	107.3	29	29¾	28½	29¼	11	29	29¼	28½	29¼	0	7	No	Yes.
Thomas & Betts Co.	29	31½	108.6	30	30	29	30¼	7	29¾	30¼	29½	30½	7	0	Yes	No.
Citizens Utilities Co. common A	30¼	32¾	108.3	30¼	31¼	30	31	6	30¼	31	30	31	0	3	No	Yes.
Petrolane Gas Service	30½	33½	109.8	30½	32	(*)	(*)	2	31	32	30¾	32	1	0	Yes	No.
Overnite Transportation Co.	31	34¾	110.1	31	32½	31	32½	6	31	31½	31	32¼	0	3	No	Yes.
American Insurance Co. (Newark)	31¼	33¼	106.4	31¼	32	31¼	31½	8	31¾	32	31¾	32	8	0	Yes	No.
Central Louisiana Electric	31¾	34¾	108.3	31¾	33¾	32	33	9	32	32½	32	33	4	1	No	Yes.
Public Service Co. of New Mexico	32	34½	108.2	32	33	32½	33¼	12	32½	32½	32	33	3	5	No	Yes.
Madison Gas & Electric Co.	35	38¾	110.7	35	37	35	37	3	35	36½	34½	36½	0	2	No	Yes.
National Propane Corp. 5 percent 2d preferred A.	40½	(*)	---	40½	(*)	(*)	(*)	0	42	(*)	42	(*)	1	---	Yes	---
Warner & Swasey Co.	42	47½	106.8	42	43¾	41½	42	6	41½	42	41½	42½	0	6	No	Yes.
Wisconsin Power & Light Co.	43½	46¾	106.6	43½	44¼	43½	44¼	8	43½	44	43½	44¼	0	2	Yes	No.
Pittsburgh National Bank	44	47¼	107.4	44	45	44	44¾	5	44	44¾	44	45	1	1	No	No.
Portland General Electric	46¾	49½	106.7	46¾	47½	47¾	48¼	9	47¾	48	47¾	48¼	9	0	No	No.
Anheuser-Busch, Inc.	48½	51½	107.0	48½	49½	48½	49½	12	48½	49½	48½	49½	5	0	Yes	Yes.
Southern New England Telephone Co.	54	57¼	106.0	54	54¾	54	54¾	14	54¼	54¾	54	54¾	2	6	No	No.
Pacific Power & Light Co.	55½	58¾	105.8	55½	56¼	56	56¾	13	56¼	56¾	56	56¾	13	0	Yes	No.
Home Insurance Co. (New York)	56¾	60	105.7	56¾	57½	57	57¾	8	57¼	57½	57	57¾	8	0	Yes	No.

Royal Dutch Petroleum Co. (New York shares)	57 1/4	60 1/4	105.7	57 1/4	58	(4)	(4)	57 1/8	57 1/4	57	57 3/4	0	4	No.-----	Yes.
Veeder-Root, Inc.	58	62 1/2	107.8	58	60	60	58	58 1/2	59	58	60	2	4	No.-----	No.
Commonwealth Life Insurance Co. (Kentucky)	58 1/4	61 3/4	106.0	58 1/4	59 1/4	59	58	58	59	58	59	1	4	No.-----	Yes.
Bank of America N.T. & S.A.	60 7/8	63 7/8	104.9	60 7/8	61 3/8	(4)	(4)	60 7/8	61	60 1/2	61 1/4	0	14	No.-----	Yes.
Cummins Engine Co., Inc.	61 1/2	65	105.7	61 1/2	62 1/2	61 1/2	61 1/2	61 1/2	62 1/4	61 1/4	62 1/2	0	1	No.-----	No.
Hartford Fire Insurance Co.	72	76 1/4	105.9	72	73 1/2	72 1/2	73 1/2	73 1/4	73 1/2	72 1/2	74	9	0	Yes.---	No.
Security First National Bank of Los Angeles	77	81 3/4	106.2	77	79	(4)	(4)	78 1/2	79	77 1/2	80	5	1	Yes.---	No.
Emhart Manufacturing Co.	82 1/2	87 1/4	105.8	82 1/2	84 1/2	83	83	83	84	83	85	4	1	Yes.---	No.
Ginnell Corp.	188	199	106.8	188	193	188	193	188	192	188	192	0	5	No.-----	Yes.

NOTE.—NQB—National Quotation Bureau, Inc.

Source: Retail quotations from Wall Street Journal dated Jan. 19, 1962, representing quotations of Jan. 18, 1962, wholesale quotations from National Quotation Bureau, Inc., National Daily Quotation Service, Eastern Stock Section, dated Jan. 18, 1962, and generally disseminated on Jan. 19, 1962.

1 Common or capital stock unless otherwise noted.
 2 Quotations of all dealers listed regardless of whether or not they were quoting a 2-way market.
 3 After adding NASD markup to dealer's offer.
 4 No quotation.
 5 From National Quotation Bureau, Inc., National Daily Quotation Service, Pacific Stock Section (Jan. 18, 1962).

APPENDIXES

APPENDIX A

A STATISTICAL OVERVIEW OF THE OVER-THE-COUNTER MARKETS

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A STATISTICAL OVERVIEW OF THE OVER-THE-COUNTER MARKETS

1. VOLUME OF TRADING IN THE OVER-THE-COUNTER MARKET

a. Volume in 1961

It is estimated, primarily on the basis of the total sales reported on Questionnaire OTC-3, that during 1961 over-the-counter sales of outstanding stocks totaled 2.5 billion shares valued at \$38.9 billion, excluding sales of mutual fund shares and syndicated distributions (table 1). Broker-dealers reported that total over-the-counter sales for their own account as principal and for the account of others as agents amounted to \$34.9 billion in 1961.¹ To this amount was added an estimated \$0.5 billion of securities sold over the counter in 1961 by a small number of broker-dealers who reported that they were unable to estimate the value of their sales.² The resulting figure included all sales by broker-dealers as principal and sales by the public in which broker-dealers acted as agent. It also included a small amount of duplication, since where one broker-dealer acted as agent for another, both broker-dealers would report the same transaction. On the other hand, sales made directly by members of the public to dealers acting as principal were omitted from reported sales. As a result of eliminating the duplication and adding the omitted sales, reported sales were increased by \$3.5 billion or 10 percent.³ The estimated figure of \$38.9 billion represents total sales of stock by dealers and by the public in the over-the-counter market in 1961.

During the same period 2.0 billion shares, worth \$63.8 billion, were sold on all securities exchanges in the United States. It would thus appear that over-the-counter share volume was 125 percent of exchange volume and over-the-counter dollar volume was about 60 percent of exchange volume. However, because of differences in the mechanics of executing a transaction on an exchange and over the counter, volumes in the two markets are not strictly comparable. A transfer from a public seller to a public buyer on an exchange is usually reported as one sale. The selling customer places his order with a broker who transmits the order to the floor of the exchange, where in 75 percent of transactions the order is executed with another broker who is acting as agent for a buying customer. If there is specialist participation, the transaction will be reported as two sales—one from the public customer (through his broker) to the specialist and a second from the specialist to the purchasing customer (through his broker). The situation in the over-the-counter market is quite different. It is rare for brokers to cross orders between public customers. The participation as principal of a broker-dealer, called a "market maker" who may be considered the counterpart of the specialist, is almost invariable. In addition, if the broker for either customer chooses to act as principal rather than as agent, the number of sales will be increased. For example, a public seller may sell to his broker-dealer acting as principal (one sale), who sells to a market maker (two sales), who sells to a dealer acting as principal (three sales), who sells to a public customer (four sales). The number of sales made will increase if an "interpositioned dealer" is used (see sec. D) and will decrease if the market maker sells directly to his own public customer.

A more accurate comparison of the level of activity in the two markets may be obtained if only public sales are considered. On this basis, it is estimated that the volume of over-the-counter stock transactions in 1961 amounted to approximately 75 percent of exchange transactions in terms of shares and 35 percent in terms of dollars.

¹ These will be referred to as "reported sales."

² It was found that a consistent relationship existed between volume on Jan. 18, 1962, and in 1961. Therefore, volume in 1961 for firms not reporting annual data was estimated on the basis of their volume of trading on Jan. 18, 1962.

³ On the basis of complete data on dealer and public sales on Jan. 18, 1962, it was possible to calculate the ratio of reported sales for that day to total sales obtained by adjusting reported sales to exclude duplications and include omissions. This ratio was applied to the reported sales for the year 1961 to obtain an adjustment of \$3.5 billion.

b. Growth in volume since 1949

Of particular interest is the extent to which volume in the over-the-counter market has grown during the postwar years. The considerable growth which has taken place in the size of the broker-dealer community, and in the amount of public financing have previously been described.⁴ The average number of stocks quoted in the daily sheets circulated among dealers in the over-the-counter market has increased from 5,000 stocks in 1950 to 8,200 in 1963,⁵ and the average number of dealers quoting each stock has also increased. While this provides evidence that volume in the over-the-counter market has grown substantially, no direct measure of growth in activity has heretofore been available.

Questionnaire OTC-3 attempted to obtain volume figures for the years 1949 and 1955 as well as 1961 though the earlier figures could be only approximations, principally because data for firms which had gone out of existence were unavailable. Broker-dealers were instructed to include, if possible, over-the-counter sales for their predecessors and for any other firms merged with them. Another reason for less accuracy for the earlier years was the inability of a number of firms to furnish their sales figures for these years.

It was estimated that over-the-counter sales by dealers and by the public amounted to \$14.2 billion in 1955 and \$4.9 billion in 1949 (table 1).⁶ The growth since 1949 in over-the-counter sales reported by many firms has been phenomenal, twentyfold increases not being uncommon. This growth occurred among large as well as small firms. For example, one broker-dealer reported over-the-counter sales of \$17 million in 1949 and \$510 million in 1961; another, \$12 million in 1949 and \$327 million in 1961; and a third, \$8 million in 1949 and \$220 million in 1961.

A longer term view of volume in the over-the-counter market which combines these figures with data from a study made by the Wharton School is shown in table VII-a in part B of this chapter.⁷

Volume in the over-the-counter market, like exchange volume, dropped sharply after 1929. It fluctuated widely in the next 20 years, without any apparent trend, but, since 1949 it has shown an upward trend, with dollar volume in 1955 climbing to approximately three times that of 1949. It reached a new peak in 1961, when dollar volume surpassed the record of 1929. Although figures are not available, indications are that in 1962 the volume diminished considerably. Over-the-counter volume appears to fluctuate to a substantially greater extent than exchange volume.

Also of significance is the relation between over-the-counter and exchange dollar volume. Since 1937 the ratio has varied considerably but has remained substantially higher than in 1929 and 1935.

*c. Volume of over-the-counter trading for 1 day**(1) Overall volume*

On January 18, 1962, over-the-counter volume was somewhat lower in relation to exchange volume than it was during 1961. On this day, over-the-counter volume was 110 percent of exchange volume in terms of shares and slightly more than half of exchange volume in terms of dollars.⁸ Sales of stocks over the counter on January 18, by registered broker-dealers and the public, amounted to 7,135,000 shares with a value of approximately \$109 million. Volume, including round lots and odd lots, on all exchanges was 6,500,000 shares with an estimated value of \$215 million. If only public transactions in the two markets are considered, the public purchased and sold over the counter 72 percent of the

⁴ See pt. B of ch. I and pt. B of ch. IV.

⁵ See table VII-b in pt. C of this chapter.

⁶ The reported sales by broker-dealers in 1949 and 1955 for their own account and for the account of others were adjusted for omitted public sales and for duplicated broker-dealer agency sales in the manner described above for 1961 sales. The estimate of sales for firms which did not report in 1949 and 1955 but were engaged in over-the-counter business in those years was made by assuming that their sales in these years bore the same relationship to their 1961 sales as the 1949 and 1955 sales of the firms, which did report in all 3 years, bore to their 1961 sales.

⁷ See Friend, Hoffman & Winn, "The Over-the-Counter Securities Markets," p. 109 (1958), "Wharton OTC Study." In that study, over-the-counter sales were estimated for selected years from 1920 through 1949. These figures were derived from total stock transfer taxes paid with appropriate adjustments for exchange sales, for sales of new issues and for certain miscellaneous transfers, such as gifts, which did not involve ordinary over-the-counter trading. In that report it was estimated that 1949 sales amounted to \$5.0 billion.

⁸ The corresponding ratios for 1961, as indicated previously, were 125 percent for share volume and 60 percent for dollar volume.

number and 30 percent of the value of shares which they traded on exchanges—approximately the same proportions which they averaged in 1961.

The difference in relationship between trading in the two markets when only public volume is considered reveals a much greater degree of participation by dealers in over-the-counter transactions.⁹ The public bought 3,536,000 shares and sold 2,995,000 shares over the counter, or a total of 6,531,000 shares (table 2). Registered broker-dealers bought and sold a total of 7,738,000 shares for their own accounts. This means that for every 100 shares bought and sold by the public over the counter, dealers bought and sold 118 shares.

Of the total purchase and sales of over-the-counter stocks, amounting to approximately 14 million shares and \$219 million, only 506,000 shares valued at \$1,300,000 (or about 1/2 of 1 percent of total value) involved stocks which were not regularly quoted in the National Quotation Bureau, Inc.'s daily or monthly quotation services for January 1962.¹⁰ Although a few of these nonquoted stocks sold for more than \$100 per share, for the most part they were penny stocks.

(2) *Volume in individual stocks*

There were approximately 4,800 purchases and sales in the 135 sampled stocks traded on January 18, 1962. These transactions involved 666,000 shares valued at \$15 million.¹¹ The volume of trading by the public and by dealers in each of the 135 stocks is shown in table 3.

Some interesting relationships were observed when the volume of particular stocks was analyzed. First, it was found that there is a close relationship between the number of dealers interested in a stock and the volume in that stock (tables 4 and 4a). Dealer interest was measured by the number of dealers who quoted a two-way market; i.e., both a bid and an offer in the sheets.¹² Of the 65 stocks which had no sales on January 18, 52 showed no dealers or only one or two dealers with two-way quotations. The average number of dealers for these 65 inactive stocks was 1.3. As volume increased, so did the average number of dealers. The most active stocks on January 18, those with sales of 10,000 shares or over, had an average of 13.2 dealers. Another indication that dealer interest is related to public interest in the security is the close relationship that was found between purchases and sales by the public and the number of dealers quoting a two-way market (tables 5 and 5a).

The price of a stock apparently has very little relationship to its activity. While it is likely that transactions in low-priced issues will involve larger lots, other factors outweigh price in their effect upon the number of transactions consummated. In table 6, the 200 stocks are grouped by price into 10 classes containing 20 stocks each. In each group except one, it was found that the stocks ranged in volume on January 18 from no sales to sales of 5,000 shares or more.¹³ Moreover, there was no steady diminution in average volume of each price group as the price of the stock increased. The largest average volumes occurred in stocks which sold between approximately \$10 and \$20.

(3) *Over-the-counter volume in exchange stocks*¹⁴

As would be expected, most over-the-counter trading was in nonlisted stocks. On January 18, 1962, 830,000 shares, or only 6 percent of all over-the-counter purchases and sales, were in exchange stocks (see table 2, discussed above). These stocks accounted for 12 percent of the dollar volume of all over-the-

⁹ See pt. C of this chapter.

¹⁰ See question 6 of questionnaire OTC-3, in app. VII-B.

¹¹ Every purchase was matched with its corresponding sale. If one side of a transaction was missing, either data were estimated or, if the transaction was large, a followup letter was sent to the nonreporting broker-dealer. Details of transactions were estimated for less than 3 percent of the shares traded on Jan. 18.

¹² The number of dealers quoting two-way markets in the Eastern, Western, or Pacific Stock Section was used depending upon the location of the principal market for the stock, i.e., the region in which the greatest number of dealers were quoting in the sheets.

¹³ As indicated in note 14, pt. A.2, the 200-stock sample produced on the whole a more active security than is typically the case; and so the results must be qualified by the possibility that some of the price groups may be represented only by their more active issues. On the other hand, no conclusions should be drawn about the inactivity of very low-priced stocks because in selecting the sample of 200 stocks, the only stocks selling below \$1 which were included were those which had less than four dealer listings.

¹⁴ The over-the-counter market for exchange stocks sometimes called the "third market," is discussed more fully in ch. VIII. In the present subsection, the statistics include over-the-counter trading in stocks which are listed (or have unlisted trading privileges) on all exchanges in the United States. In the discussion of the third market presented in ch. VIII, only stocks listed on the New York Stock Exchange are considered. Moreover, certain preferred and guaranteed railroad stocks are excluded from the latter discussion, whereas they are included in this one.

counter transactions. This higher percentage reflects the substantially higher prices of exchange stocks which were traded—\$32.39 per share as compared with \$14.27 for over-the-counter issues. Over-the-counter trading in exchange stocks amounted to 6 percent of volume and value of stock sales on all national securities exchanges on that day.

Dealer participation was smaller in the "third market" than in other over-the-counter transactions. Dealers bought and sold approximately the same number of shares as the public. This is probably due to the fact that institutional investors, who are big customers in the over-the-counter market for exchange stocks, deal directly with firms making markets in these stocks. Therefore, each purchase by an institution results in only one sale by a dealer. Also, in some instances, dealers acting as principal acquire or liquidate stock on an exchange which they sell to or purchase from customers over the counter.¹⁵ In such a case, only the over-the-counter transaction with the customer would be counted so that there would be only one dealer trade for each public trade.

The bulk of "third market" trading was in New York Stock Exchange issues. For the day studied, approximately three-quarters of the share volume and 85 percent of the value of reported over-the-counter purchases and sales of exchange stocks were in such issues (table 7). Thirteen percent of the share volume and ten percent of the value of all reported over-the-counter transactions in exchange stocks were in stocks exclusively traded on regional exchanges and the remainders were accounted for by American Stock Exchange stocks.

A portion of the trading in NYSE issues on January 18 involved over-the-counter trading by members of the Exchange apparently in issues on the Exchange's exempt list; i.e., certain guaranteed stocks and preferred issues.¹⁶ For the most part, however, over-the-counter trading in NYSE stocks was carried on through broker-dealers who were not members of the Exchange (table 8). On the other hand, almost one-third of the value of reported over-the-counter trading in Amex issues and regional exchange issues was effected by or through regular or associate members of these exchanges.

2. THE PUBLIC IN THE OVER-THE-COUNTER MARKETS

a. Type of public customer

On January 18, 1962, individuals were responsible for 89 percent (5,828,000 shares) of the number and 73 percent (\$64,461,000) of the value of shares bought and sold over the counter by all public customers (table 9). All accounts which were not for individuals, joint accounts or custodians for minors were classified as accounts for "other public customers." These included institutions such as banks, insurance companies, investment companies, nonfinancial corporations, educational institutions and other nonprofit organizations and partnerships, personal holding companies, pension funds, estates, etc. These other public customers accounted for 11 and 27 percent of the share volume and value, respectively, of all over-the-counter trading by the public.

In its latest study of public transactions for 1 day on the New York Stock Exchange, the Exchange found that 34 percent of all public trading, in terms of shares, was effected by nonindividuals.¹⁷ Except for broker-dealers who were not members of the Exchange and were classified as public customers in the Exchange's study, the definition of other public customers was identical in both surveys. If these broker-dealers are excluded from the Exchange's data, the proportion of trading by other public customers is reduced to an estimated 31 percent.¹⁸

Institutional investors and other nonindividuals were relatively more important in the over-the-counter trading of exchange stocks than of other stocks. While they bought and sold only 9 percent (572,000 shares) of the shares of over-the-counter stocks traded by the public, they effected 32 percent (131,000 shares) of the over-the-counter trading by the public in exchange issues. It should be noted that this is almost the same proportion effected by them in exchange stocks on the New York Stock Exchange.

¹⁵ If the broker-dealer acted as agent, the entire transaction would be considered as having been effected on an exchange.

¹⁶ Under rule 394 of the Exchange, members may effect off-board transactions in certain guaranteed and preferred stocks without obtaining the permission of the Exchange.

¹⁷ New York Stock Exchange, "11th Public Transaction Study," p. 2 (Sept. 13, 1961).

¹⁸ Derived from percentage shown for nonmember broker-dealers in New York Stock Exchange, "10th Public Transaction Study," pt. II, "The Institutional Investor and the Stock Market," p. 8 (Sept. 26-30, 1960).

Not only were institutions relatively more interested over the counter in exchange stocks than were individuals, but they bought and sold the higher priced issues both in exchange stocks and in over-the-counter issues. The average price of exchange stocks which they bought and sold over the counter on January 18 was approximately \$60 per share. This was considerably above the average price of \$17 per share for exchange stocks traded over the counter by individuals and also above the average price (\$43) of shares traded on the New York Stock Exchange in January 1962. Institutions bought and sold over-the-counter stocks priced at an average of \$28 compared with \$11 for over-the-counter stocks bought and sold by individuals.

b. Size of public transactions

Members of the public effected 1,798 transactions over the counter in 131 stocks in the sample of 200 stocks on January 18, 1962. Individuals participated in 1,619 purchases and sales, and institutions and others in 179. The average size of transactions effected by the public was 138 shares and the average value was \$3,000. On the New York Stock Exchange, all public customers averaged 110 shares and \$4,600 per transaction.¹⁹ The average size of over-the-counter transactions effected on January 18 by individuals was 132 shares and the average value was \$2,400. Other public customers dealt in larger lots, averaging 198 shares and \$8,500 per transaction.

A distribution of public over-the-counter transactions by size is shown in tables 10 and 10a and by value in tables 11 and 11a. About 35 percent (658) of all public transactions on January 18, 1962, in the stocks in the sample were for 50 shares or less with a large number concentrated at 50 shares. There was also considerable concentration at 100 shares. About half of the transactions by the public on January 18 in the 131 stocks were in lots of 100 shares or multiples of 100 shares. Twelve percent of the shares purchased and sold over the counter by the public would have been executed as odd lots on the exchange, assuming a 100-share unit of trading. On the New York Stock Exchange, odd-lot trading also amounted to 12 percent of all nonmember trading during 1961. Most of the transactions involved \$2,000 or less and 21 percent (382) involved \$500 or less. Only 97 of the 1,798 transactions were for more than \$10,000. Institutions and other nonindividuals were responsible for 43 of these large transactions, which represented roughly one-quarter of their trades.

3. BROKER-DEALERS IN THE OVER-THE-COUNTER MARKETS

a. Size and concentration of broker-dealer trading

In 1961, there were 4,964 registered broker-dealers actively engaged in the securities business. Of these, 3,303 participated in the over-the-counter markets, of which at least 1,542 (or their predecessors) were also engaged in over-the-counter activities in 1949.²⁰

In 1961, broker-dealers sold over the counter for their own account and for the account of others 2,260 million shares of stock worth \$34,870 million.²¹ The extent of broker-dealer participation varied greatly ranging from reported sales of less than \$50,000 to sales of over \$100 million during the year (table 12). There were 67 firms in this latter category while the median firm sold an estimated \$780,000 worth of stock.

A total of only 56 broker-dealers accounted for half of the value of all reported over-the-counter sales in 1961. The high concentration of over-the-counter business within relatively few broker-dealer firms is clearly shown in table 13.²² Two percent of all over-the-counter broker-dealers were responsible for 53 percent of total over-the-counter sales; 5 percent were responsible for 70 percent of total sales; and 20 percent of the firms were responsible for more than 90 percent of total sales.

Similar to the results found for the year 1961, on January 18, 1962, there was very high concentration of volume in a few firms. A total of 2,051 firms re-

¹⁹ New York Stock Exchange, "11th Public Transaction Study," p. 1 (Sept. 13, 1961).

²⁰ This must be regarded as the minimum number of over-the-counter broker-dealers in existence in 1949. The figure does not take into account firms which went out of business between 1949 and 1961 without any successors or situations where several firms were merged into a larger firm during these years and were counted in both 1949 and 1961 as one entity.

²¹ This excludes sales of 117 broker-dealers who were unable to estimate their over-the-counter volume. See table 1 for reconciliation of this amount with total value of sales in 1961 mentioned previously.

²² Also see chart VII-a in pt. B, above.

ported that they purchased and sold over the counter 12,885,000 shares valued at \$186,956,000 for their own account and for the account of others during the day²³ (table 14). Thirty-four broker-dealers had purchases and sales of \$1 million or more but the median firm traded stock valued at \$14,000.

Of the 2,051 firms, 1,473 traded in over-the-counter stocks only, 118 traded over the counter in exchange stocks only and 460 traded in both types of issues. Over-the-counter volume in exchange stocks on January 18 was also highly concentrated. The top 10 firms, excluding members of the New York Stock Exchange, effected more than half of the total over-the-counter volume in exchange issues, both in shares and dollars.

b. Participation by types of broker-dealers

(1) Exchange and NASD membership

Of the 3,186 broker-dealers having over-the-counter sales in 1961 (excluding 117 firms which did not report the value of such sales), 982 were exchange members and 2,204 had no exchange affiliations (table 15).²⁴ Most broker-dealers engaged in over-the-counter activities were members of the NASD. Only 177 non-NASD broker-dealers reported sales of stock over the counter in 1961.

Only 58 percent of the registered broker-dealers who were not members of a stock exchange reported over-the-counter sales in 1961. Many registered broker-dealers, as shown previously, are exclusively mutual fund distributors or salesmen or engage in miscellaneous activities not directly connected with the securities business.²⁵

New York Stock Exchange members were responsible for 1,069 million shares or 47 percent of the share volume, and \$19,176 million or 55 percent of the value of total reported sales in the over-the-counter market in 1961 (table 15). The lower participation in shares sold reflects the higher average price of shares traded by New York Stock Exchange members than by members of other exchanges or by broker-dealers who were not members of any exchange. Firms in the last category, while predominant in number, accounted for less than one-third of the value of over-the-counter sales.

A total of 43 of the 67 largest broker-dealers (those with sales of \$100 million or more) were members of the New York Stock Exchange; 5 were members of regional exchanges only and 19 were not members of any exchange (table 16). The three largest New York Stock Exchange member firms accounted for 11 percent of the value of all reported over-the-counter sales in 1961. New York Stock Exchange member firms, not only as a group but individually, participated to a greater extent than others in the over-the-counter market. The average New York Stock Exchange member sold stock valued at \$35 million, compared with an average of about \$9 million for members of other exchanges, \$5 million for non-exchange members who belonged to the NASD, and \$1 million for broker-dealers not affiliated with any exchange or the NASD.²⁶

On January 18, 1962, there were 855 members of national stock exchanges buying and selling stocks over the counter (table 18). This was about 85 percent of the number of exchange members who traded in 1961. By contrast, only 1,196 or 54 percent of the non-exchange members who traded in 1961, were in the market on January 18. This shows the more spasmodic nature of over-the-counter activities of non-exchange members.

On January 18, 1962, broker-dealers who were not members of a stock exchange had a larger share of the market than they had in 1961. They accounted for 44 percent of the share volume and 39 percent of the dollar volume of reported purchases and sales on January 18 compared with 37 percent of volume and 33 percent of value of reported sales in 1961. Exchange members, accordingly, had a smaller share of the market for the 1 day. Each of the three groups of

²³ Total volume of purchases and sales for the day, as mentioned previously, amounted to 14,270,000 shares and \$219 million. This included purchases and sales by the public through dealers as principals of 2,103,000 shares worth \$41 million which are not included in "reported volume" shown above. Moreover, reported volume includes purchases and sales of 718,000 shares valued at \$9 million effected by broker-dealers as agent for other broker-dealers; these shares are excluded from total volume.

²⁴ Altogether 83 percent of exchange members who were registered broker-dealers participated in the over-the-counter market during the year. Registered exchange members who did not participate were chiefly specialists, floor brokers, and floor traders who are registered with the Commission in order to participate in distributions off the exchange or for other purposes not connected with day-to-day over-the-counter trading.

²⁵ See ch. I, table I-10.

²⁶ For a distribution of over-the-counter business according to NASD districts, see table 17. In this table, broker-dealers are classified according to location of their main office.

exchange members shown in the table had less relative importance than they had for the year 1961 as a whole. In particular, New York Stock Exchange members, who had 55 percent of the sales in terms of dollars in 1961, effected only 50 percent of the purchases and sales in terms of dollars on January 18, 1962.

When over-the-counter trading in exchange stocks only is considered, non-exchange members were the leaders in both number and value of shares traded. They participated in 80 percent (501,000 shares) of the volume and 74 percent (\$15.8 million) of the value of purchases and sales in these stocks on January 18, 1962.

(2) *Primary and secondary activities*

The primary activity of almost 40 percent of the firms having over-the-counter sales in 1961 is the retailing of over-the-counter securities (table 19). These 1,200 firms, most of which were not members of any exchange, averaged sales in 1961 of about 400,000 shares valued at approximately \$5 million. The most frequent secondary activities of retail over-the-counter broker-dealers were wholesaling of over-the-counter securities or selling mutual fund shares (table 20).

Firms whose primary activity is exchange commission business have the greatest volume in the over-the-counter market. There were a total of 535 of these firms, including 112 who were members of regional stock exchanges only, accounting for almost 50 percent (\$16,512 million) of the dollar volume of reported over-the-counter sales in 1961. All but 60 of the exchange commission houses registered with the Commission at the end of 1961 had over-the-counter sales during the year. As might be expected, they more often acted as retailer rather than wholesaler. Of the 535 exchange commission houses, 230 reported that, next to exchange business, retail over-the-counter business was their most important source of revenue.

Among the 67 largest over-the-counter broker-dealers mentioned previously, 42 stated that their primary activity was exchange commission business, 20 wholesaling over-the-counter securities, and 5 retailing over-the-counter securities.

(3) *Interaction between retail and wholesale activities*

From the data available for January 18, it is possible to break down the transactions effected by all firms as principal according to whether the firms were acting in the capacity of retail or wholesale dealer; i.e., a dealer who was making a market in the stock traded.

On January 18 all registered broker-dealers bought and sold for their own account \$116.1 million of over-the-counter stocks. (See table 2, discussed above.) Of this amount, \$34.0 million were purchases from and sales to the public as principal and \$82.2 million represented transactions between wholesale market makers and retail broker-dealers.²⁷ The \$82.2 million consists of two parts: (1) \$41.7 million represents purchases and sales by wholesale market makers with broker-dealers who were acting as agents for the public; and (2) \$40.5 million represents principal transactions of wholesalers and retail dealers with each other, half purchases and sales by wholesalers and half purchases and sales by retailers.²⁸

From the above, it can be seen that wholesalers, or market makers, in their transactions with other broker-dealers, bought and sold a total of \$61.9 million of over-the-counter securities (\$41.7 million plus \$20.2 million) while retail broker-dealers as principal bought from and sold to market makers \$20.2 million of stocks. Approximately half of the \$61.9 million of wholesale business was effected by 25 firms.²⁹

As noted above, all broker-dealers in their capacity as retailers bought from and sold to the public \$34.0 million of stocks. They offset these transactions with

²⁷ This also includes trading between retail broker-dealers and "interposed" broker-dealers. (See pt. D for a discussion of interpositioning.)

²⁸ When a broker-dealer acts as agent for a public customer and trades with another dealer, it is assumed that the other dealer is a wholesaler. It is also assumed that when two dealers trade with each other on a principal basis, that one of them is a wholesaler and the other a retailer.

²⁹ See table VII-2. The 25 leading wholesale firms effected \$33.5 million of trading with other broker-dealers of which a maximum of \$10.9 million may have been in a retail capacity to buy or sell, as principal, for their own customers securities in which the firms did not make a market. This means that the 25 firms, as wholesalers, effected between 37 and 54 percent of all trading by wholesalers. However, the actual percentage is probably closer to the upper limit because some market makers, when they effect retail transactions in stocks in which they do not make markets, act only as agent.

wholesalers only to the extent of \$20.2 million. The remainder they handled on their own, acting as both wholesaler and retailer of the same stock.³⁰

4. ISSUES IN THE OVER-THE-COUNTER MARKETS

a. Value and number of issues

The over-the-counter market encompasses all securities not traded on national securities exchanges. Most of the trading in Government and municipal bonds, corporate bonds, bank and insurance company stocks, and preferred stocks takes place in the over-the-counter markets. As of December 31, 1961, it was estimated that \$556.1 billion out of a total of \$1,092.5 billion in securities outstanding in this country were not listed on any national securities exchange.

The following table shows a breakdown of dollar value of outstanding securities available for trading on exchanges and in the over-the-counter markets.

APPENDIX VII-A: TABLE a.—Estimated value of securities outstanding in the United States (Dec. 31, 1961)

[Billions of dollars]

	All securities	Securities on exchanges	Other ¹
U.S. Government ²	305.1	} 78.5	* 295.8
State and local ³	69.2		
Corporate and foreign securities: ⁴			
Bonds	112.0	† 31.9	80.1
Stocks	606.2	‡ 426.0	‡ 180.2
Total value	1,092.5	536.4	556.1

¹ Includes over-the-counter securities and privately held stocks and bonds;
² Par value.
³ Includes \$47.8 billion U.S. savings bonds.
⁴ Rough estimates of market value.
⁵ Includes \$1.2 billion International Bank bonds.
⁶ Includes approximately \$24.4 billion open-end investment company shares.

During a 10-month period in 1961-62, broker-dealers quoted markets in approximately 14,000 domestic stocks traded exclusively over the counter.³¹ To these issues should be added at least another 3,340 Federal, State, and municipal securities and corporate bond issues which were quoted during a shorter period in 1961.³²

b. Price of stock issues in the over-the-counter market

Certain characteristics of stock issues and issuers in the over-the-counter market are presented here and in the following sections. The data are based on the results of Questionnaire OTC-4 which was sent to approximately 2,000 companies having issues traded exclusively in the over-the-counter markets. A total of 1,618 of these issuers responded, comprising 1,164 industrial, utility and other companies, 358 banks, and 96 insurance companies.³³

The price of the principal stock issue of each issuer sent Questionnaire OTC-4 was obtained from the National Quotation Bureau National Monthly Stock

³⁰ For a further discussion of the relationships between retail and wholesale activities see pts. C and D.

³¹ On the basis of a count of stocks with bids, offers or both in the National Quotation Bureau Monthly Stock Summary of Jan. 1, 1962, it was found that 12,800 stocks were quoted in the preceding 3 months. This includes about 1,500 stocks which are also available for trading on exchanges in this country or are stocks of foreign issuers. For 3 months, there were, therefore, approximately 11,000 domestic over-the-counter issues quoted. The monthly summaries for the 7 following months were checked on a sample basis and from this it was estimated that in the 10-month period, the number of issues quoted was 25 percent greater than appeared in the Jan. 1, 1962, summary, resulting in a total estimate of approximately 14,000 over-the-counter stocks. It should be noted that for purposes of OTC-4, issuers, not issues, were counted and all issuers listed in the summary were counted regardless of whether or not there was a dealer quotation for any of the stocks of the issuer. (See ch. IX.B.3.)

³² On the basis of a count of bonds with bids, offers or both in the National Quotation Bureau Bond Summary of Jan. 1, 1962, it was found that 100 U.S. Government bonds, 335 State and municipal bonds, 209 foreign government bonds, and 2,699 corporate bonds were quoted by broker-dealers in the preceding 3 months.

³³ See pt. B.3 of ch. IX for a further analysis of the results of Questionnaire OTC-4.

Summary for January 1, 1962. The high bid in the last trading day of December in which the stock was quoted was selected (table 21).

It was found that 7 percent (106) of the stocks for which prices were obtained sold for less than \$1 per share and 24 percent (373) sold for less than \$5 a share. A total of 355 stocks, or 23 percent, sold for \$50 and over but 217 of these were issues of banks and insurance companies.³⁴ The median price of all issues was \$19. Excluding stocks of banks and insurance companies, over-the-counter stocks are relatively low priced in comparison with exchange stocks.³⁵ Only 12 percent of the over-the-counter stocks of industrial and other issuers were above \$50, while almost half of the stocks sold for less than \$10.³⁶

c. Activity of stock issues in the over-the-counter market

As an indication of trading activity, issuers sent Questionnaire OTC-4 were asked to furnish the total number of transfers for each class of stock during 1961 (table 22). Excluded were transactions which did not involve changes of ownership such as mergers, consolidations, recapitalizations, stock dividends and stock splits. It should be noted that the issuer has no knowledge of transfers which are made as the result of gifts and bequests. Moreover, the issuer has no record of transfers which take place in securities held in street name of a broker or in the name of a bank as nominee. For these reasons, the reported record transfers yield only an approximation of actual trading volume.

Despite the limitations, the number of stock transfers are related to activity. This was tested and generally found to be true for the sample of 200 stocks for which trading data were obtained for 1 day by means of Questionnaire OTC-3 (tables 23 and 24).

Another measure of activity is the number of dealers who advertise that they have an interest in buying and selling the security by entering quotations (table 25). As indicated above there is a close relationship between the activity and the number of quotations for a security.

5. ISSUERS OF OVER-THE-COUNTER STOCKS

This section describes some of the characteristics of issuers of over-the-counter stocks, on the basis of the results of Questionnaire OTC-4.

a. Assets

A significant percentage of the issuers replying to Questionnaire OTC-4 had substantial assets (table 26). Thirty-one percent (504) of the companies had assets of \$10 million and over at the end of 1961. The asset standard for listing a security on the New York Stock Exchange is \$10 million of net tangible assets. Forty-seven percent (749) of the issuers had assets of \$5 million or over and 77 percent (1,232) had \$1 million or over. Only 13 percent of the issuers had less than \$500,000.

The inclusion of banks and insurance companies influences these figures because they generally have large assets. Excluding these companies, 21 percent of the issuers had assets of \$10 million or over, 35 percent had \$5 million or over, and 69 percent had \$1 million or over.

b. Number of shareholders

A tabulation of the number of stockholders of the principal stock issue of each of the companies replying to Questionnaire OTC-4 showed that approximately half had 500 or more (table 27). Sixteen percent (264) of the stock issuers had 2,000 or more shareholders. To be listed on the New York Stock Exchange an issue must have at least 1,500 shareholders after adjustments are made for small holdings. At the other end of the scale, 17 percent (279) of the issuers of over-the-counter stocks had less than 100 stockholders. Generally, banks had a smaller number of shareholders and insurance companies a larger number of shareholders than the group taken as a whole.

³⁴ Percentages shown in the text which are based on tables 21-31 were computed by eliminating from the total number of issuers all respondents which did not report that particular item.

³⁵ A comparison of price levels of over-the-counter stocks and exchange issues is shown in ch. V.

³⁶ If the prices of all stocks of each issuer had been tabulated, rather than just the principal stock issue, the percentages might be slightly different. For the most part, the omitted stocks were preferred issues which generally sell at a higher price than the common stock of the same issuer.

It should be noted that the number of shareholders is somewhat understated because some shares of almost every issue were held in street names of broker-dealers or in names of banks as nominees. The number of beneficial owners represented by these holders of record in most cases are not known by the issuer (table 28).

c. Shares outstanding

Approximately one-half of the issuers of over-the-counter stocks replying to Questionnaire OTC-4 had fewer than 200,000 shares outstanding of their principal issue had almost three-quarters had fewer than 500,000 shares (table 29). The American Stock Exchange requires a minimum of 200,000 shares outstanding as a qualification for listing, while the New York Stock Exchange requires 500,000 shares.

The median number of shares of the principal stock issue outstanding for over-the-counter issuers, other than banks and insurance companies, was approximately 300,000 shares. For the most part, bank stocks were not large issues. Seventy percent of them (241) were under 100,000 shares. Insurance companies tended to have larger stock issues than other over-the-counter companies. There were a million or more shares outstanding in 26 percent (25) of their stock issues compared with 16 percent (183) for other issuers.

The number of shares outstanding is modified considerably, however, when one takes into account holdings of officers, directors, and persons with large blocks. In applying their listing standards the exchanges require that a certain minimum number of shares not be closely held.

Issuers sent Questionnaire OTC-4 were asked to give the number of shares of each stock which was held by the 10 largest stockholders.³⁷ A tabulation of the percentage of shares of the principal stock issue of each company which was held by these "insiders" showed that in 54 percent (827) of all issues for which information was available, insiders held half or more of the stock (table 30). In 691, or 61 percent of the stocks other than those of banks and insurance companies, the 10 largest holders controlled half or more of the total share outstanding. There was a higher degree of control by insiders in small issues. Further indication of the high degree of concentration in over-the-counter stocks, excluding bank and insurance stocks, was the fact that in 84 percent (948) of the stocks, insiders held at least 30 percent of the outstanding shares.

d. Market value of outstanding stock

Another measure of the size of a company is the market value of its total outstanding shares. This figure was obtained for each company by multiplying the number of shares of each class of stock outstanding by its price in December 1961 (table 31).

Of the issuers in the sample (excluding those whose stocks could not be evaluated), 20 percent (308) had outstanding stock with a market value of \$10 million or over and 60 percent (923) had outstanding stock with a market value of \$1 million or over. At the other end of the scale, 15 percent (238) had outstanding stock with a market value of under \$250,000 and 25 percent (391) with a market value of under \$500,000. Banks were not significantly different from the group as a whole, while insurance companies had a much higher percentage of issuers in the \$10 million or over category (39 percent) and a much lower percentage (3 percent) in the less than \$500,000 class.

³⁷ This included holdings in street name and in names of bank nominees. The figures in the text therefore are an overstatement of the amount of concentration of holdings.

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APPENDIX VII-A: TABLE 1.—Estimated growth in over-the-counter volume (1961, 1955, and 1949)

[Dollars in billions]

	Number of broker-dealers	Value of OTC sales	Value as percent of 1949 sales
1961:			
(a) Sales reported by broker-dealers ¹	3,186	\$34.9	-----
(b) Estimate of sales for dealers who had OTC business but did not report sales ²	117	.5	-----
(c) Estimated adjustment for public sales and duplications ³		3.5	-----
Total OTC volume of sales.....	3,303	38.9	793.9
1955:			
(a) Sales reported by broker-dealers ¹	1,842	12.4	-----
(b) Estimate of sales for dealers who had OTC business but did not report sales ²	144	.5	-----
(c) Estimated adjustment for public sales and duplications ³		1.3	-----
Total OTC volume of sales.....	1,986	14.2	289.8
1949:			
(a) Sales reported by broker-dealers ¹	1,249	3.6	-----
(b) Estimate of sales for dealers who had OTC business but did not report sales ²	293	.9	-----
(c) Estimated adjustment for public sales and duplications ³4	-----
Total OTC volume of sales.....	1,542	4.9	100.0

¹ Sales by registered broker-dealers for their own account and for the account of others as estimated by the broker-dealers and reported in Questionnaire Form OTC-3. Includes sales of predecessor firms.

² Estimate by the study of aggregate sales by broker-dealers who were in existence at the end of the year and indicated that they engaged in over-the-counter activities but could not estimate the value of their sales.

³ Adjustment, estimated by study, to include sales by the public to dealers as principal (i.e., purchases by dealers from the public) and to eliminate sales by 1 broker-dealer as agent for another broker-dealer. The resulting volume of sales represents all sales by dealers for their own account and all sales by the public.

APPENDIX VII-A: TABLE 2.—Over-the-counter purchases and sales of stocks by the public and by registered broker-dealers (Jan. 18, 1962)

[In thousands]

	All stocks		Over-the-counter stocks		Exchange stocks	
	Number of shares	Value	Number of shares	Value	Number of shares	Value
Total purchases and sales.....	14,269	\$218,678	13,439	\$191,798	830	\$26,880
Public purchases, total.....	3,536	47,654	3,242	40,113	294	7,541
Through broker-dealer as agent.....	2,168	22,128	2,085	19,294	83	2,834
From dealer as principal.....	1,368	25,526	1,157	20,819	211	4,707
Public sales, total.....	2,995	40,649	2,874	35,538	121	5,111
Through broker-dealer as agent.....	2,260	25,310	2,181	22,376	79	2,934
From dealer as principal.....	735	15,339	693	13,162	42	2,177
Dealer purchases and sales as principal, total.....	7,738	130,375	7,323	116,147	415	14,228
With the public.....	2,103	40,865	1,850	33,981	253	6,884
With other broker-dealers.....	5,635	89,510	5,473	82,166	162	7,344

APPENDIX VII-A: TABLE 3.—Volume of over-the-counter purchases and sales in 135 selected stocks by the public and by registered broker-dealers (Jan. 18, 1962)

[Number of shares]

Name of stock ¹	Total purchases and sales	Public purchases			Public sales			Dealer purchases and sales (as principal)		
		Total	Through broker-dealer as agent	From dealer as principal	Total	Through broker-dealer as agent	To dealer as principal	Total	With the public	With other broker-dealers
All stocks ²	666,370	121,718	63,635	58,083	127,160	95,151	32,009	417,492	89,992	327,500
Advance Industries, Inc.....	27,128	6,450	2,050	4,400	3,014	3,014	-----	17,664	4,400	13,264
Ajax Magnethermic Corp.....	900	200	50	150	100	100	-----	600	150	450
American Airlines, Inc.....	400	100	100	-----	100	100	-----	200	-----	200
American Insurance Co. (Newark).....	21,688	3,210	945	2,265	3,989	3,315	674	14,489	2,939	11,550
American Monarch Corp.....	400	100	100	-----	200	200	-----	100	-----	100
Anheuser-Busch, Inc.....	11,028	2,456	2,181	275	1,426	-1,386	40	7,146	315	6,831
Aqua-Chem, Inc.....	5,330	1,920	1,400	520	185	135	50	3,225	570	2,655
Armstrong Paint & Varnish Works.....	5,060	2,430	2,430	-----	2,100	2,100	-----	530	-----	530
Aztec Oil & Gas Co.....	9,354	827	315	512	2,697	2,497	200	5,830	712	5,118
Babcock Electronics Corp.....	10,000	2,068	1,510	558	1,883	1,408	475	6,049	1,033	5,016
Badger Northland, Inc.....	810	105	-----	105	300	100	200	405	305	100
Bank of America N.T. & S.A.....	31,770	6,815	1,168	5,647	5,188	2,196	2,992	19,767	8,639	11,128
Benson-Lehner Corp.....	1,570	335	135	200	100	100	-----	1,135	200	935
Berkshire Hathaway, Inc.....	15,628	1,623	195	1,428	2,331	331	2,000	11,674	3,428	8,246
Big "C" Stores, Inc.....	300	150	150	-----	-----	-----	-----	150	-----	150
Boston Capital Corp.....	11,858	2,500	1,785	715	1,335	1,165	170	8,023	885	7,138
Bowmar Instrument Corp.....	648	236	236	-----	88	88	-----	324	-----	324
Bristol Brass Corp.....	400	200	100	100	-----	-----	-----	200	100	100
Buckeye Corp.....	5,670	1,800	1,800	-----	1,035	1,035	-----	2,835	-----	2,835
C-F-M Co.....	4,770	1,010	575	435	1,226	1,026	200	2,534	635	1,899
Carlton Products Corp.....	300	100	100	-----	50	50	-----	150	-----	150
Carpenter (L. E.) & Co.....	850	300	300	-----	125	125	-----	425	-----	425
Central Louisiana Electric.....	674	177	-----	177	160	160	-----	337	177	160
Channing Corp.....	6,756	1,228	100	1,128	600	300	300	4,928	1,428	3,500
Citizens & Southern Bank (Philadelphia).....	200	100	-----	100	-----	-----	-----	100	-----	100
Citizens Utilities Co. common A.....	1,900	495	261	234	230	230	-----	1,175	234	941
Coastal States Gas Producing Co.....	12,518	3,248	2,383	865	1,971	1,246	725	7,299	1,590	5,709
Commonwealth Life Insurance Co. (Kentucky).....	5,274	1,009	9	1,000	628	128	500	3,637	1,500	2,137
Connecticut Water Co.....	8	4	-----	4	-----	-----	-----	4	4	-----
Consolidated Airborne Systems, Inc., class A.....	1,700	350	350	-----	300	300	-----	1,050	-----	1,050
Continental Enterprises, Inc.....	27,850	3,025	2,275	750	8,000	8,000	-----	16,825	750	16,075
Continental Radiant Glass.....	800	200	200	-----	200	200	-----	400	-----	400

See footnotes at end of table.

APPENDIX VII-A: TABLE 3.—Volume of over-the-counter purchases and sales in 135 selected stocks by the public and by registered broker-dealers (Jan. 18, 1962)—Continued

Name of stock 1	Total purchases and sales	Public purchases			Public sales			Dealer purchases and sales (as principal)			With other broker-dealers
		Total	Through broker-dealer as agent	From dealer as principal	Total	Through broker-dealer as agent	To dealer as principal	Total	With the public		
Cosmodyne Corp.	280	140	140	100	165	65	100	140	290	140	
Creative Playthings	530	100	132	118	34	34	100	265	152	65	
Cummings Engine Co.	318	132	17	118	34	34	100	152	115	37	
Distributors Group, Inc., class A common	200	76	1,165	76	100	100	100	200	76	200	
Dixon (Joseph) Crucible Co.	574	1,165	1,165	76	300	200	100	398	76	322	
Dynamic Instrument Corp.	4,130	250	250	204	400	300	100	2,665	100	2,565	
Educational Development Corp.	1,500	204	204	204	327	127	200	850	100	750	
Emhart Manufacturing Co.	1,270	975	975	204	400	400	200	739	404	335	
Energy Components	3,150	975	975	204	400	400	200	1,775	404	335	
Ertrudo-Film Corp.	1,000	215	215	215	500	500	500	500	500	500	
Erson Optics, Inc.	910	330	100	230	240	140	100	455	315	140	
Fox-Stanley Photo Products	2,580	7,949	1,529	6,420	555	150	405	1,695	635	1,060	
Futterman Corp., class A	36,788	1,100	298	1,100	2,250	1,460	790	26,589	7,210	19,379	
General Crude Oil Co.	6,512	323	298	25	556	556	30	4,856	1,100	3,756	
General Telephone & Electronics	1,896	488	1,428	3,060	343	293	30	1,230	75	1,155	
Geriatric Services, Inc.	800	448	198	280	200	91	200	600	200	400	
Gluckman Corp., class A common	35,782	448	198	280	7,171	2,865	4,306	24,103	7,366	16,737	
Great American Life Underwriters, Inc., class A	2,582	15	15	15	288	91	177	1,736	427	1,309	
Green Giant Co., 5 percent preferred	30	15	130	15	100	100	100	15	15	382	
Guthnell Corp.	962	250	130	120	30	30	100	602	220	70	
Gunnar Mining, Ltd.	740	340	40	300	30	30	640	370	300	30	
Hartford Fire Insurance Co.	11,170	2,605	800	1,805	2,455	1,815	640	6,110	2,445	3,665	
Herrif Jones Co., class A preferred	1,200	300	300	300	500	400	100	4,000	100	3,900	
Home Insurance Co. (New York)	6,104	224	224	224	1,813	278	1,535	4,067	1,535	2,532	
Illinois Mid-Continent Life Insurance Co.	10,930	1,295	1,295	1,300	3,250	1,950	1,300	6,385	1,300	5,085	
Instl-Cup Corp. of America	1,400	300	500	500	200	200	700	2,330	250	2,080	
International Photocopy Corp.	3,580	80	80	80	1,150	900	250	2,330	250	2,080	
Interstate Fire & Casualty Co.	218	50	50	50	9	9	9	159	9	150	
Kane-Miller Corp.	2,900	100	100	100	1,100	1,000	100	1,770	100	1,600	
Kentucky Central Life & Accident Insurance Co.	5,980	1,335	445	890	875	300	775	3,770	1,665	2,105	
Kenwin Shops, Inc.	600	100	100	100	300	300	200	200	200	200	
Kerr Manufacturing Co.	200	100	100	100	100	100	100	100	100	100	
Koehring Co.	16,908	2,597	1,234	1,363	2,639	1,594	1,045	11,072	2,498	8,574	
Lancor Industries	3,124	50	50	50	1,372	1,292	80	1,702	80	1,622	

[Number of shares]

APPENDIX VII-A: TABLE 3.—Volume of over-the-counter purchases and sales in 135 selected stocks by the public and by registered broker-dealers (Jan. 18, 1962)—Continued

[Number of shares]

Name of stock ¹	Total purchases as sales	Public purchases			Public sales			Dealer purchases and sales (as principal)		
		Total	Through broker-dealer as agent	From dealer as principal	Total	Through broker-dealer as agent	To dealer as principal	Total	With the public	With other broker-dealers
Techno Vending Corp., class A common.....	3,700	1,000	400	600				2,700	600	2,100
Texas Industries, Inc.....	7,700	2,050	1,750	300	600	550	50	5,050	350	4,700
Texas National Petroleum Co.....	24,250	9,225	9,025	200	7,850	7,550	300	7,175	500	6,675
Thomas & Betts Co.....	1,000	100		100	300	100	200	600	300	300
Throughbred Enterprises, Inc.....	200				100	100		100		100
Town & Country Securities Corp.....	12	6	6		6	6				
Transdyne Corp.....	4,140	1,570		1,570	350	250	100	2,220	1,670	550
True Taste Corp.....	110	55		55				55	55	
U.S. Plastic & Chemical Corp.....	2,570	335	35	300	700	150	550	1,535	850	685
United Aero Products Corp.....	3,600	500	500		1,300	1,300		1,800		1,800
United Nuclear Corp.....	600	100	100					500		500
Universal Manufacturing Co.....	400				100		100	300	100	200
Veeder-Root, Inc.....	358	75		75	17	5	12	266	87	179
Vicana Sugar Co.....	17,600							17,600		17,600
Vitamix Pharmaceuticals, Inc.....	3,394	1,055	935	120	235	135	100	2,104	220	1,884
Warner & Swasey Co.....	6,932	893	58	835	726	124	602	5,313	1,437	3,876
Western Gas Service Co.....	620	110	10	100	50	50		460	100	360
Whitehall Electronics Corp.....	1,200	500	500		500	500		200		200
Wisconsin Power & Light Co.....	620	35		35	220	156	64	365	99	266
Wise Homes.....	2,852	326	326		1,100	1,100		1,426		1,426

¹ Common or capital stock unless otherwise noted.² Table excludes 65 stocks in the sample of 200 which had no trading on Jan. 18, 1962.

APPENDIX VII-A: TABLE 4.—Over-the-counter stocks classified by dealers quoting a 2-way market and activity (200 selected stocks on Jan. 18, 1962)

[Number of stocks]

Number of dealers quoting a 2-way market ¹	Number of shares sold							All stocks
	None	Less than 500	500 to 999	1,000 to 1,999	2,000 to 4,999	5,000 to 9,999	10,000 and over	
None.....	32	5						37
1 to 2.....	20	14	1	2	3	2		42
3 to 4.....	8	14	5	5	2	1		35
5 to 6.....	2	7	6	6	3		1	25
7 to 8.....	2	10	5	3	9	1	1	31
9 to 10.....	1	2		2	3	2		10
11 to 14.....				1	3	7	4	15
15 and over.....					1	1	3	5
Total number of stocks.....	65	52	17	19	24	14	9	² 200
Average number of dealers per stock.....	1.3	3.8	5.0	5.6	7.8	9.9	13.2	4.6

¹ Based on quotations in National Quotation Bureau, Inc., the National Quotation Service, Jan. 18, 1962.
² Includes 3 stocks listed on the New York Stock Exchange.

APPENDIX VII-A: TABLE 4a.—Over-the-counter stocks classified by dealers quoting a 2-way market and activity (81 selected stocks, Jan. 18 to Feb. 9, 1962)¹

[Number of stocks]

Number of dealers quoting a 2-way market ²	Daily average number of shares sold					All stocks
	None	Less than 100	100 to 499	500 to 999	1,000 and over	
None.....	18	16	2		1	37
1 dealer.....	4	6	8	5	1	24
2 dealers.....	1	2	2	2	5	12
3 dealers.....		2	2	2	2	8
Total number of stocks.....	23	26	14	9	9	81
Average number of dealers per stock.....	0.3	0.6	1.3	1.7	1.9	0.9

¹ All stocks in the sample of 200 which had 3 or less dealer listings in National Quotation Bureau, Inc., the National Quotation Service, on Jan. 18, 1962.
² Based on quotations in National Quotation Bureau, Inc., the National Quotation Service, Jan. 18, 1962.

APPENDIX VII-A: TABLE 5.—Over-the-counter stocks classified by public purchases and sales and dealers quoting a 2-way market (135 selected stocks on Jan. 18, 1962)¹

[Number of stocks]

Number of dealers quoting a 2-way market ²	Number of shares purchased and sold by public							All stocks
	None	Less than 500	500 to 999	1,000 to 1,999	2,000 to 4,999	5,000 to 9,999	10,000 and over	
None.....	2	3						5
1 to 2.....	1	15	1	3	1	1		22
3 to 4.....	1	14	4	6	2			27
5 to 6.....		8	6	6	2		1	23
7 to 8.....		10	6	8	4	1		29
9 to 10.....		2		3	3	1		9
11 to 14.....				3	6	4	2	15
15 and over.....					2	1	2	5
Total number of stocks.....	4	52	17	29	20	8	5	³ 135
Average number of dealers per stock.....	1.0	3.9	5.4	6.3	9.8	11.4	12.8	6.2

¹ Excludes 65 stocks in the sample of 200 which had no trading on Jan. 18, 1962.
² Based on quotations in National Quotation Bureau, Inc., the National Quotation Service, Jan. 18, 1962.
³ Includes 2 stocks listed on the New York Stock Exchange.

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APPENDIX VII-A: TABLE 5a.—Over-the-counter stocks classified by public purchases and sales and dealers quoting a 2-way market (58 selected stocks, Jan. 18 to Feb. 9, 1962)¹

[Number of stocks]

Number of dealers quoting a 2-way market ²	Daily average number of shares purchased and sold by public					All stocks
	None	Less than 100	100 to 499	500 to 999	1,000 and over	
None.....	2	14	2	-----	1	19
1 dealer.....	1	6	10	2	1	20
2 dealers.....	-----	2	4	-----	5	11
3 dealers.....	-----	2	2	1	3	8
Total number of stocks.....	3	24	18	3	10	58
Average number of dealers per stock.....	0.3	0.7	1.3	1.7	2.0	1.1

¹ All stocks in the sample of 200 which had 3 or less dealer listings in National Quotation Bureau, Inc., the National Quotation Service on Jan. 18, 1962, excluding 23 stocks which had no trading during the period from Jan. 18 through Feb. 9, 1962.

² Based on quotations in National Quotation Bureau, Inc., the National Quotation Service, Jan. 18, 1962.

APPENDIX VII-A: TABLE 6.—Over-the-counter stocks classified by activity and price (200 selected stocks on Jan. 18, 1962)

[Number of stocks]

Price range ¹	Number of shares sold							All stocks	Average shares sold per stock
	None	Less than 500	500 to 999	1,000 to 1,999	2,000 to 4,999	5,000 to 9,999	10,000 and over		
All groups.....	65	52	17	19	24	14	9	² 200	1,668
1/16 to 2 1/16.....	10	3	3	-----	1	2	1	20	1,650
2 1/8 to 4.....	8	4	1	6	1	-----	-----	20	638
4 1/4 to 6.....	6	6	1	4	1	-----	2	20	1,791
6 1/2 to 9 1/2.....	4	7	2	1	4	2	-----	20	1,466
9 1/8 to 13 1/2.....	8	5	-----	3	1	1	2	20	2,337
13 1/2 to 19 3/4.....	3	5	3	2	3	2	2	20	2,748
20 to 28 1/4.....	4	8	1	-----	4	3	-----	20	1,575
29 to 42.....	4	6	4	1	3	1	1	20	1,590
43 1/2 to 59 1/2.....	8	4	1	-----	5	2	-----	20	1,464
60 1/8 to 1,475.....	10	4	1	2	1	1	1	20	1,419

¹ Based on high bid in National Quotation Bureau, Inc., the National Quotation Service, Jan. 18, 1962, or nearest date thereto.

² Includes 3 stocks listed on the New York Stock Exchange.

APPENDIX VII-A: TABLE 7.—*Reported over-the-counter purchases and sales of exchange stocks classified by principal exchange on which traded (Jan. 18, 1962)*

[Dollars in thousands]

	Shares purchased and sold OTC		Value of shares purchased and sold OTC	
	Number	Percent of total	Amount	Percent of total
Stocks available for trading on—				
New York Stock Exchange.....	478,472	76.3	\$18,385	85.4
American Stock Exchange.....	67,362	10.7	955	4.4
Regional exchanges ¹	81,808	13.0	2,205	10.2
All exchanges.....	627,642	100.0	21,545	100.0

¹ Excluding stocks traded on either the New York Stock or American Stock Exchanges.

NOTE.—Table includes purchases and sales by broker-dealers for their own account and for the account of others. It does not represent total volume of purchases and sales since it does not include transactions by the public where the dealer acted as principal and also includes some duplication of dealer transactions where 1 dealer acted as broker for another dealer.

 APPENDIX VII-A: TABLE 8.—*Reported over-the-counter purchases and sales of exchange stocks by registered broker-dealers classified by exchange membership (stocks classified by principal exchange on which traded (Jan. 18, 1962))*

[Dollars in thousands]

	Number of broker-dealers	Number of shares purchased and sold	Value of purchases and sales
Transactions in stocks listed on the New York Stock Exchange, total.....	465	478,472	\$18,385
By members of the NYSE.....	34	28,229	2,777
By all other broker-dealers.....	431	450,243	15,608
Transactions in stocks traded on the American Stock Exchange, total.....	109	67,362	955
By regular members of the ASE.....	13	6,711	213
By associate members of the ASE ¹	6	6,591	74
By all other broker-dealers.....	90	54,060	668
Transactions in stocks traded on regional exchanges, total ²	99	81,808	2,205
By regular members of regional exchanges.....	49	37,534	713
By associate members of regional exchanges ¹	2	2,231	7
By all other broker-dealers.....	48	42,043	1,485
Transactions in all exchange stocks, total.....	³ 578	627,642	21,545
By regular members of the exchange where traded.....	96	72,474	3,703
By associate members of the exchange where traded ¹	8	8,822	81
By all other broker-dealers.....	569	546,346	17,761

¹ Includes only those firms which reported their associate memberships in Form OTC-3.

² Excluding stocks traded on either the New York Stock or American Stock Exchanges.

³ Unduplicated total number of broker-dealers.

NOTE.—Table includes purchases and sales by broker-dealers for their own account and for the account of others. It does not represent total volume of purchases and sales since it does not include transactions by the public where the dealer acted as principal and also includes some duplication of dealer transactions where 1 dealer acted as broker for another dealer.

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APPENDIX VII-A: TABLE 9.—Over-the-counter purchases and sales of stocks by individuals and by other public customers (Jan. 18, 1962)

[In thousands]

	All stocks		Over-the-counter stocks		Exchange stocks	
	Number of shares	Value	Number of shares	Value	Number of shares	Value
All public purchases and sales.....	6,531	\$88,303	6,116	\$75,651	415	\$12,652
TRANSACTIONS BY INDIVIDUALS						
Purchases, total.....	3,155	33,949	2,943	31,380	212	2,569
Through broker-dealer as agent.....	2,025	17,543	1,967	16,197	58	1,346
From dealer as principal.....	1,130	16,406	976	15,183	154	1,223
Sales, total.....	2,673	30,512	2,601	28,259	72	2,253
Through broker-dealer as agent.....	2,075	21,123	2,012	19,229	63	1,894
To dealer as principal.....	598	9,389	589	9,030	9	359
Purchases and sales, total.....	5,828	64,461	5,544	59,639	284	4,822
Through broker-dealer as agent.....	4,100	38,666	3,979	35,426	121	3,240
With dealer as principal.....	1,728	25,795	1,565	24,213	163	1,582
TRANSACTIONS BY OTHER PUBLIC CUSTOMERS						
Purchases, total.....	381	13,705	299	8,733	82	4,972
Through broker-dealer as agent.....	143	4,585	118	3,097	25	1,488
From dealer as principal.....	238	9,120	181	5,636	57	3,484
Sales, total.....	322	10,137	273	7,279	49	2,858
Through broker-dealer as agent.....	185	4,187	169	3,147	16	1,040
To dealer as principal.....	137	5,950	104	4,132	33	1,818
Purchases and sales, total.....	703	23,842	572	16,012	131	7,830
Through broker-dealer as agent.....	328	8,772	287	6,244	41	2,528
With dealer as principal.....	375	15,070	285	9,768	90	5,302

APPENDIX VII-A: TABLE 10.—Public over-the-counter transactions classified by size of transaction and price of stock (transactions in 131 selected stocks on Jan. 18, 1962)¹

[Number of transactions]

Size of transaction (shares)	All transactions	Price of stock per share (dollars) ²				
		Less than 5	5 to 9 $\frac{7}{8}$	10 to 19 $\frac{1}{2}$	20 to 49 $\frac{1}{2}$	50 and over
1 to 50.....	658	24	56	153	200	225
51 to 99.....	109	5	4	28	34	38
100.....	559	74	81	202	159	43
101 to 199.....	71	4	4	22	25	16
200.....	176	25	21	64	45	21
201 to 500.....	168	32	21	56	35	24
501 to 1,000.....	41	14	12	7	3	5
Over 1,000.....	16	3	5	3	4	1
Total number of transactions.....	1,798	181	204	535	505	373
Total number of stocks.....	131	30	21	27	37	16

¹ All stocks in the sample of 200 stocks in which there were transactions by the public on Jan. 18, 1962.

² High bid in National Quotation Bureau, Inc., the National Quotation Service, Jan. 18, 1962, or nearest date thereto.

APPENDIX VII-A: TABLE 10a.—Public over-the-counter transactions classified by size of transaction and price of stock (transactions in 55 selected stocks, Jan. 18 to Feb. 9, 1962)¹

[Number of transactions]

Size of transaction (shares)	All transactions	Price of stock per share (dollars) ²				
		Less than 5	5 to 9½	10 to 19½	20 to 49½	50 and over
1 to 50.....	559	52	31	72	194	210
51 to 99.....	78	6	6	9	34	23
100.....	532	249	63	45	81	94
101 to 199.....	101	34	7	3	36	21
200.....	219	143	25	15	23	13
201 to 500.....	306	204	29	9	48	16
501 to 1,000.....	123	98	6	4	7	8
Over 1,000.....	40	32			3	5
Total number of transactions.....	1,958	818	167	157	426	390
Total number of stocks.....	55	19	7	8	13	8

¹ All stocks in the sample of 200 stocks which had 3 or less dealer listings in National Quotation Bureau, Inc., the National Quotation Service on Jan. 18, 1962, and in which there were transactions by the public during the period from Jan. 18 through Feb. 9, 1962.

² High bid in National Quotation Bureau, Inc., the National Quotation Service, Jan. 18, 1962, or nearest date thereto.

 APPENDIX VII-A: TABLE 11.—Public over-the-counter transactions classified by value of transaction and type of public customer (transactions in 131 selected stocks on Jan. 18, 1962)¹

[Number of transactions]

Value of transaction (dollars)	All public customers	Individuals	Other public customers
All transactions.....	1,798	1,619	179
1 to 500.....	382	350	32
501 to 1,000.....	322	299	23
1,001 to 2,000.....	414	393	21
2,001 to 3,000.....	210	197	13
3,001 to 4,000.....	123	114	9
4,001 to 5,000.....	90	81	9
5,001 to 10,000.....	160	131	29
10,001 to 50,000.....	92	52	40
Over 50,000.....	5	2	3

¹ All stocks in the sample of 200 stocks in which there were transactions by the public on Jan. 18, 1962.

 APPENDIX VII-A: TABLE 11a.—Public over-the-counter transactions classified by value of transaction and type of public customer (transactions in 55 selected stocks, Jan. 18 to Feb. 9, 1962)¹

[Number of transactions]

Value of transaction (dollars)	All public customers	Individuals	Other public customers
All transactions.....	1,958	1,759	199
1 to 500.....	742	707	35
501 to 1,000.....	365	332	33
1,001 to 2,000.....	275	257	18
2,001 to 3,000.....	119	108	11
3,001 to 4,000.....	122	111	11
4,001 to 5,000.....	26	20	6
5,001 to 10,000.....	175	144	31
10,001 to 50,000.....	116	76	40
Over 50,000.....	18	4	14

¹ All stocks in the sample of 200 stocks which had 3 or less dealer listings in National Quotation Bureau, Inc., the National Quotation Service on Jan. 18, 1962, and in which there were transactions by the public during the period from Jan. 18 through Feb. 9, 1962.

APPENDIX VII-A: TABLE 12.—*Distribution of reported over-the-counter sales of stocks among registered broker-dealers (1961)*

Estimated value of sales (thousand dollars)	Number of broker-dealers	Estimated number of shares sold (thousands)	Total estimated value of sales (thousand dollars)
Total.....	4,964	2,259,862	34,870,408
100,000 and over.....	67	870,602	18,746,712
50,000 to 99,999.....	67	251,466	4,658,372
10,000 to 49,999.....	350	590,880	7,476,817
5,000 to 9,999.....	248	210,296	1,768,654
2,500 to 4,999.....	309	137,465	1,074,953
1,000 to 2,499.....	454	113,573	720,025
500 to 999.....	335	30,945	233,899
100 to 499.....	650	46,219	167,366
50 to 99.....	210	3,385	14,934
Less than 50.....	496	5,031	8,676
None.....	1,661	0	0
Not available.....	117		

NOTE.—Table includes estimated sales by broker-dealers for their own account and for the account of others. It does not represent total volume of sales since it does not include sales by the public to broker-dealers acting as principal and also includes some duplication of dealer sales where 1 dealer acted as broker for another dealer.

APPENDIX VII-A: TABLE 13.—*Concentration of reported over-the-counter sales of stocks by registered broker-dealers (1961)*

[Dollars in millions]

Percent of all broker-dealers ¹	Estimated value of sales	
	Amount	As percent of total value
1.....	\$13,914.4	39.9
2.....	18,436.2	52.9
3.....	21,167.2	60.7
4.....	23,049.6	66.1
5.....	24,520.2	70.3
10.....	28,693.0	82.3
15.....	30,821.9	88.4
20.....	32,119.2	92.1
25.....	32,945.2	94.5
30.....	33,501.3	96.1
35.....	33,896.2	97.2
40.....	34,179.9	98.0
45.....	34,383.7	98.6
50.....	34,533.1	99.0
55.....	34,639.1	99.3
60.....	34,716.4	99.6
65.....	34,771.9	99.7
70.....	34,810.3	99.8
75.....	34,836.7	99.9
80.....	34,852.9	100.0
85.....	34,862.6	100.0
90.....	34,867.7	100.0
95.....	34,869.9	100.0
100.....	34,870.4	100.0

¹ Includes 3,186 broker-dealers who had over-the-counter sales in 1961 and reported the value of such sales. Excludes 117 firms which were unable to estimate their 1961 sales and 1,661 firms which had no sales.

NOTE.—Table includes estimated sales by broker-dealers for their own account and for the account of others. It does not represent total volume of sales since it does not include sales by the public to broker-dealers acting as principal and also includes some duplication of dealer sales where 1 dealer acted as broker for another dealer.

APPENDIX VII-A : TABLE 14.—*Distribution of reported over-the-counter purchases and sales of stocks among registered broker-dealers (Jan. 18, 1962)*

Value of purchases and sales (thousand dollars)	Number of broker-dealers	Number of shares purchased and sold (thousands)	Total value of purchases and sales (thousand dollars)
Total.....	2,051	12,885	186,956
1,000 and over.....	34	3,058	73,730
500 to 999.....	37	1,542	26,040
250 to 499.....	75	1,753	26,717
100 to 249.....	172	1,987	26,891
50 to 99.....	217	1,401	15,361
25 to 49.....	253	1,054	9,037
20 to 24.....	101	219	2,207
15 to 19.....	125	253	2,108
10 to 14.....	176	931	2,090
5 to 9.....	254	272	1,671
2 to 4.....	328	267	933
Less than 2.....	279	148	171

NOTE.—Table includes purchases and sales by broker-dealers for their own account and for the account of others. It does not represent total volume of purchases and sales since it does not include transactions by the public where the dealer acted as principal and also includes some duplication of dealer transactions where 1 dealer acted as broker for another dealer.

 APPENDIX VII-A : TABLE 15.—*Reported over-the-counter sales of stocks by registered broker-dealers classified by exchange membership and NASD status (1961)*

Exchange membership	Number of broker-dealers	Estimated number of shares sold (thousands)	Estimated value of sales (thousand dollars)
All broker-dealers, total.....	13,186	2,259,862	34,870,408
New York Stock Exchange members.....	543	1,068,878	19,175,848
American Stock Exchange members ²	22	14,500	188,920
Regional exchange members ³	417	342,136	4,107,253
Non-exchange members.....	2,204	834,348	11,398,387
NASD members, total.....	3,009	2,208,842	34,703,473
New York Stock Exchange members.....	533	1,067,699	19,166,100
American Stock Exchange members ²	17	14,484	188,569
Regional exchange members ³	396	310,089	4,093,048
Non-exchange members.....	2,063	816,570	11,255,756
Non-NASD members, total.....	177	51,020	166,935
New York Stock Exchange members.....	10	1,179	9,748
American Stock Exchange members ²	5	16	351
Regional exchange members ³	21	32,047	14,205
Non-exchange members.....	141	17,778	142,631

¹ Excludes 117 broker-dealers who were unable to estimate their sales in 1961 and 1,661 broker-dealers who had no sales.

² Regular members only; excludes broker-dealers who are also members of the New York Stock Exchange.

³ Regular members only; excludes broker-dealers who are also members of the New York or American Stock Exchanges.

NOTE.—Table includes estimated sales by broker-dealers for their own account and for the account of others. It does not represent total volume of sales since it does not include sales by the public to broker-dealers acting as principal and also includes some duplication of dealer sales where 1 dealer acted as broker for another dealer.