

MEMORANDUM

July 6, 1967

TO: Manuel F. Cohen, Chairman

FROM: Irving M. Follack, Director  
Division of Trading and Markets

SUBJECT: Your trip to Atlanta, Fort Worth  
and Denver

1. I know that you are quite familiar with the work of Bill Green and Don Stocking. However, I think you ought to know that Boltz has done an outstanding job in the short time he has been at Fort Worth. He has developed an unusually large number of enforcement actions and has established excellent rapport with the states and the NASD. I understand that Bill King thinks he is the best thing that has come to Texas in recent years. In addition, Tom Rae tells me that Jerry has arranged for a meeting in his office with the NASD and the state administrators of Arkansas, Oklahoma, Texas, Kansas and possibly others to discuss and work out cooperative programs with them. In short, Jerry Boltz has instilled a new breath of life in the Fort Worth Regional Office and apparently has inspired a wholly new atmosphere in that office. I understand that the morale of the office is just superb.

2. I think it would be helpful in your discussions in all three offices to reemphasize the Commission's desire that we concentrate our enforcement and regulatory functions upon major violations and major violators to the fullest extent possible.

3. I think it would also be helpful to emphasize the Commission's interest in using the inspection programs both in the B/D and I/A areas for improper selling or investment advisory recommendations. Also that the Commission desires that particular emphasis be given to inspection of SICO broker-dealers. We have previously sent the regional offices a memorandum and inspection guide relating to SICO members and have given them particular firms to follow up on (copy attached).

4. I think it also would be helpful for you to inquire as to what each office thinks is its most critical problem and also as to any measures that they think we in the home office may take to help or assist them, etc.

IMFollack/jbz

Re: OTC regulations - Bill Green  
Inspection of Investors - " "