

A. G. BECKER & CO. BULLETIN

DECEMBER 31, 1962

1962 IN REVIEW

As we begin the New Year it seems appropriate to review our progress for the past year. In so doing we appreciate the significance of developments on a total as well as on an individual basis.

In the field of personnel, the year marked the continued movement of younger men into positions of increased responsibility and importance -- John Colman as head of the Corporate Finance Division in Chicago; Paul Judy in a corresponding position in New York; Harry Weber to new administrative responsibilities in New York; Donald Pearson as assistant sales manager in Chicago; Jim Lewis as New York sales manager; Ollie Maggard as manager of our Indianapolis office; Harry Leadingham as manager in Milwaukee; Frank Lockwood as New York syndicate manager; Bill Earle and Rory O'Neil heading up respectively the New York and Chicago sections of the Research Division, and Stanley Winter following the progress of A. G. Becker client companies. It might be interesting to note that the average age of these men is slightly over 36½ years.

Physical facilities have been materially expanded by moves into new quarters in New York and Milwaukee, along with additions to personnel and/or space in the Indianapolis and Albany offices.

The Operating Division has progressed, for much of its accounting work, from a punch card to a high speed computer system operated by the Midwest Stock Exchange Service Bureau; A. G. Becker & Co. being the Bureau's major client.

Underwritings under our management during the year included stock offerings of Breskin Publications; Empire Fund; Franklin Realty; Iowa Southern Utilities; E. R. Moore Co.; Star Tank and Boat Company and Voi-Shan Industries, along with Ashland Oil & Refining financing under joint management. We figured also in substantial private placements, and in the sale of the Milwaukee Braves baseball team.

The Commercial Paper Division continued its expansion, and added to its offerings a new vehicle in the Certificates of Deposit of Franklin National Bank of Long Island. A. E. Staley, Gamble Skogmo Acceptance, Boise Cascade Corporation, Aldens Inc., Government Employees Corporation and A. J. Armstrong Co. were added to our list of commercial paper issuers during the year.

The year 1962 was, as a whole, a difficult period, marked by violent market swings and general business uncertainty. A. G. Becker continued to make progress, however, strengthening and enlarging its base for further growth, founded on better service to our clients, and fulfilling its economic function to the financial community. The progress of 1962 should serve as an incentive to make 1963 a year of continued improvement.

JAMES H. BECKER
Chairman of the Board

WILLIAM D. MABIE
President

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ANNOUNCEMENT

We are pleased to announce that

Kenneth E. Alm,
Kingman Douglass, Jr. and
Warner A. Rosenthal

will become stockholders of A. G. Becker & Co. Incorporated, subject to usual stock exchange approval.

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