PM

Conference of Business Economists

CHAIRMAN
CARL H. MADDEN
CHAMBER OF COMMERCE
OF THE UNITED STATES
1615 H ST., N.W.
WASHINGTON, D. C. 20006

VICE-CHAIRMAN
GEORGE T. CONKLIN, JR.
THE GUARDIAN LIFE INSURANCE
COMPANY OF AMERICA
201 PARK AVENUE SOUTH
NEW YORK, NEW YORK 10003

SECRETARY-TREASURER
A. J. ASHE
THE B.F.GOODRICH COMPANY
500 SOUTH MAIN STREET
AKRON, OHIO 44318

MEMBER, EXECUTIVE COMMITTEE
GEORGE P. HITCHINGS
C.I.T. FINANCIAL CORPORATION
650 MADISON AVENUE
NEW YORK, NEW YORK 10022

TO: Paul W. McCracken:

The following is your share of the expenses incurred at the 90th meeting of the Conference of Business Economists at the Sheraton-Carlton Hotel in Washington, D. C., on October 15-16, 1970:

Luncheon, Thursday, October 15	$ No charges.
Dinner, Thursday, October 15	$
Overhead	$
Total	$ No charges

Please make check payable to:

CONFERENCE OF BUSINESS ECONOMISTS

and mail to:

A. J. ASHE
500 SOUTH MAIN STREET
AKRON, OHIO 44318

A. J. Ashe
Secretary-Treasurer

CBE

Conference of Business Economists

MINUTES OF THE 90TH MEETING
SHERATON-CARLTON HOTEL
WASHINGTON, D.C.
OCTOBER 15-16, 1970

Minutes of the Last Meeting: Reading of the minutes of the business meeting of May 20, 1970 was dispensed with since each member had previously received a copy from the Secretary.

Treasurer's Report: The Treasurer reported that all bills had been received and paid and that all members had paid expenses billed to them. The cash balance on October 15, 1970 was $1,452.29.

Reinstatement of Active Members: The Chairman reminded the members of the Conference Rules and Regulations concerning the lapse of membership and the requirements for reinstatement. The Conference voted to reinstate Mr. Edmund R. King to Active Membership although his membership would not have lapsed until after the October 16th session. The Conference denied the request for reinstatement by another member because of his poor attendance record during the past several months. According to the Conference Rules and Regulations this former member may request Associate Membership status by notifying the Secretary.

The Conference was concerned about the abuse of the Rules and Regulations which permit transferring from Active to Associate Membership. The Executive Committee was requested to suggest changes in the by-laws for consideration at the next meeting of the Conference.

Transfer to Associate Membership: Upon written request, Mr. Ragnar Naess and Mr. Albert T. Sommers were transferred from Active to Associate Membership.

Membership Committee: Mr. James Rich, Chairman, reported that a roster of updated membership prospects along with biographical material would soon be sent to each member of the Conference. He also requested that the members be alert for new prospects and to so inform the Membership Committee. The Committee recommended one candidate for Active Membership in the Conference.

New Member: The following was elected as an Active Member of the Conference:

Dr. Oliver H. Jones
Executive Vice President
Mortgage Bankers Association of America
111 West Washington Street
Chicago, Illinois 60602

Dates of Future Meetings:

February 11-12, 1971	Sheraton-Carlton Hotel	Washington, D.C.
May 20-21, 1971	Dorset Hotel	New York City
October 14-15, 1971	Sheraton-Carlton Hotel	Washington, D.C.

Meeting Topics and Speakers: Suggested topics for discussion and prospective speakers for future meetings were listed.

A. J. Ashe

A. J. Ashe
Secretary-Treasurer

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11-3-70

12 OCT 1970

INVESTMENT ADVISOR & NATIONAL SPONSOR
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Distributors Group, Incorporated

ESTABLISHED 1928
125 MAIDEN LANE
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HAROLD X. SCHREDER
PRESIDENT

PM

This is on your calendar – lunch – Oct. 15

October 8, 1970

Paul W. McCracken, Chairman
Council of Economic Advisers
Executive Office Building, Room 312
Washington, D.C. 20506

Good morning Paul:

It will be a pleasure to see you again at the CBE meeting in Washington next week, and I'm certainly looking forward to congratulating you on how well you've been handling your horrendous problems and yourself.

In this general connection of "problems," as you can see by the attached, we're struggling through reasonably well also.

Warmest regards.

Most sincerely,

Harold

HXS:jm
Enclosure

Distributors Group, Incorporated

MEMORANDUM

DATE: October 5, 1970

TO: Regional Managers

FROM: Harold X. Schreder

SUBJECT: AGAIN — Coming Up on the PLUS Side — Catching the Tide

The Arthur Lipper Corporation figures have just been released for the first nine months of 1970, and you will note by the tabulation (over) that The Common Stock Fund is still "hanging in there" pretty darn well. In fact, by Friday night, October 2, it had moved to the PLUS side for 1970 and, of course, it has moved higher today.

The third quarter, as you all know, was an "up" period after a prolonged bear market decline, and as the September 30, 1970 figures in the tabulation (over) indicate, The Common Stock Fund, in addition to resisting the big decline well, has moved up well in the market recovery to date. It is also on the PLUS side again for the extended and extremely turbulent market period of the last 2 and 3/4 years. You will note that our Balanced Fund is also well on the PLUS side for this turbulent period.

Moreover, as Gordon Evans has written you, The Common Stock Fund continues in its #1 position for all the various kinds of giant funds (assets of $250 million) by a relatively good margin. For example, as the 9/30/70 tabulation (over) shows, The Common Stock Fund was down only -0.48% for the first nine months of this year, whereas the other giant funds were down considerably more, the last of the big funds being down as much as -28.40% for the first nine months.

Obviously, as I have said before, these are good figures for us to have, use, discuss, point to with pride, etc., etc., but let's not get too hung up on this "super performance" pitch. You know, I could not be happier to have these "performance" figures, and our relatively favorable sales-redemption position in these historically turbulent times, but I really want you men to use these "good figures" to EMPHASIZE our conceptually sound investment management policies and service operations in ALL markets, rather than just this "super performance" stuff per se.

Our "best combination" Common Stock Fund story is sound for all seasons. CSF has been through a "lot of markets." It has stood the test of time. It has the best investment combination of (1) capital growth, (2) current income, (3) income growth, (4) low risk, and (5) trouble-free services. Thus, it "fits" more people better in all markets — and it is a value-packed package of Quality stocks right NOW. This is the time, the season, when a solid, sound investment management story is especially believable and salable. AGAIN — get it told; get it sold — NOW!

Most sincerely,

Harold

HXS:jm

A USLIFE CORPORATION COMPANY

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MUTUAL FUND PERFORMANCE ANALYSIS (Arthur Lipper Corporation)	TWO YEARS PERCENT CHANGE 1968 & 1969	1970 TO DATE 9/30/70	2 Yr. 9 Mos. To 9/30/70
Dow Jones Industrial Average	-11.57	- 4.96	-15.96
Standard & Poor's "500"	- 4.57	- 8.52	-12.70
N.Y.S.E. Composite Index	- 4.27	-10.46	-14.29
Mutual Fund Industry Average (485 Funds)	+ 1.34	-14.87	-11.28
Standard & Poor's Low Priced Index	-19.86	-21.03	-36.71
THE COMMON STOCK FUND	+ 6.49	- 0.48	+ 5.98
223 Growth Funds (Range of Assets $.1 to $25 million)	+ 2.02	-21.50	-20.77
62 Growth Funds (Range of Assets $25 to $100 million)	- 0.29	-18.56	-19.27
19 Growth Funds (Range of Assets $100 to $250 million)	- 2.08	-17.78	-22.88
10 Growth Funds (Range of Assets $250 to $500 million)	-10.58	-14.24	-13.90
7 Growth Funds (Range of Assets $500 to $3500 million)	- 1.67	-13.80	-15.54
Average of all (321) GROWTH Funds	+ 0.01	-20.23	-20.08
46 Growth and Income Funds (Range of Assets $.1 to $25 million)	+ 1.53	- 6.82	- 4.43
19 Growth and Income Funds (Range of Assets $25 to $100 million)	+ 1.54	- 6.15	- 4.84
12 Growth and Income Funds (Range of Assets $100 to $250 million)	+ 1.79	- 7.98	- 5.25
9 Growth and Income Funds (Range of Assets $250 to $500 million)	+ 4.54	- 5.58	- 3.59
7 Growth and Income Funds (Range of Assets $500 to $3500 million)	+ 0.20	- 8.34	- 6.66
Average of all (93) GROWTH and INCOME Funds	+ 1.83	- 6.83	- 4.72
Average of all (25) BALANCED Funds	+ 1.82 (a)	- 4.42 (b)	- 3.28 (c)
Average of all (46) INCOME Funds	- 1.08	- 0.99	- 2.06

(a) Our Balanced Fund is +8.81%
(b) Our Balanced Fund is -1.13%
(c) Our Balanced Fund is +7.58%

*Many, many individual funds are down 20%, 30%, 40%, 50% so far this year, with one down as much as -53.61%

37 LARGEST MUTUAL FUNDS
($250 Million of Assets or Over)
1970 PERFORMANCE RANKING**

Rank	Fund	Total Assets In Millions 6/30/70	% Change 12/31/69 9/30/70	Yield %
1	Group Securities, Common Stock	$ 254.9	- 0.48	4.2
2	American Mutual	297.7	- 1.90	4.6
3	National Securities Stock	270.1	- 2.00	4.4
4	Puritan Fund	672.8	- 2.14	5.2
5	Windsor Fund	306.7	- 2.45	2.6
6	Wellington Fund	1151.8	- 2.71	4.0
7	Dividend Shares	298.1	- 3.62	3.2
8	Geo. Putnam Fund of Boston	342.3	- 4.41	3.7
9	Broad Street Inv.	304.3	- 4.81	3.2
	DOW JONES IND. AVERAGE		- 4.96	
10	Investment Co. of America	897.5	- 5.12	3.4
11	Delaware Fund	365.3	- 5.29	3.4
12	Investors Mutual	2278.3	- 5.58	4.2
13	Affiliated Fund	1307.1	- 5.99	4.4
14	Fidelity Capital	483.0	- 6.36	3.3
15	Fidelity Fund	675.6	- 6.75	3.4
16	Hamilton Funds - HDA	473.1	- 6.82	4.3
17	Oppenheimer Fund	279.1	- 7.10	2.5
18	Mass. Investors Trust	1701.6	- 7.50	3.2
19	United Income	614.0	- 7.62	3.0
	STANDARD & POOR'S 500		- 8.52	
20	Technology Fund	495.8	- 9.33	2.9
21	Putnam Growth	554.7	- 9.93	3.1
22	State Street Inv.	301.6	-11.43	2.2
23	United Accumulative	902.8	-11.47	2.4
24	Investors Stock	1700.4	-12.14	2.8
25	Dreyfus Fund	1812.1	-13.04	2.8
26	Fidelity Trend	814.5	-13.08	2.7
27	Fundamental Investors	873.3	-13.27	2.9
28	Mass. Investors Growth Fund	917.8	-13.37	1.9
29	Financial Industrial Fund	254.6	-13.91	3.6
30	Chemical Fund	437.2	-14.05	2.0
31	*T. Rowe Price Gr. Stock	484.0	-14.27	2.1
32	United Science	316.6	-15.24	2.5
33	National Investors	591.9	-16.17	2.0
34	Investors Variable Payment	716.7	-19.54	2.3
35	Anchor Growth	354.8	-19.82	1.8
36	Keystone S-4	404.8	-25.42	0.8
37	Enterprise Fund	405.7	-28.40	0.0

* No-Load Funds

** Source: Arthur Lipper Corporation

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90TH MEETING

THURSDAY-FRIDAY, OCTOBER 15-16, 1970

SHERATON-CARLTON HOTEL, WASHINGTON, D.C.

PROGRAM

October 15 - Luncheon Session — 12:15 P.M.-Chandelier Room

Chairman: Carl H. Madden

PRESIDENT'S COUNCIL OF ECONOMIC ADVISERS

October 15 - Afternoon Session — 2:15 P.M.-Chandelier Room

Chairman: James J. O'Leary

BUSINESS OUTLOOK

Speakers	Key Topics
Daniel H. Brill	Money and Capital Markets
Alan Greenspan	Capital Spending
Miles L. Colean	Housing
Walter A. Couper	Consumer Spending, Except Autos
Godfrey E. Briefs	Automobiles
Murray L. Weidenbaum	Federal Budget

October 15 - Business Meeting — 4:45 P.M.-Chandelier Room

Chairman: Carl H. Madden

October 15 - Dinner Session

6:00 P.M.-Reception
South Lounge
7:00 P.M.-Dinner
Chandelier Room

Chairman: Edmund A. Mennis

THE INTERNATIONAL POLITICAL AND ECONOMIC OUTLOOK

Speaker: Mr. Kurt Lewin
Kurt Lewin Economic Consultants

October 16 - Morning Session

9:15 A.M.-Chandelier Room

Chairman: George T. Conklin

ECONOMICS OF THE ENVIRONMENT

Speakers	Key Topics
Robert P. Ulin	Economics of Air Pollution
Irving Lipkowitz	Economics of Re-Cycling Materials

ADJOURN - 11:30 A.M.