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SAC, Atlanta

February 19, 1953

Director, FBI (60-New)

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60-4325-1  
NATIONAL LINEN SERVICE CORPORATION;  
LINEN SERVICE INDUSTRY IN THE SOUTH  
ANTITRUST

There are attached two copies of a self-explanatory memorandum dated February 17, 1953, from the Antitrust Division requesting the interview of Harry W. Belfors, Atlanta, together with a letter addressed to Belfors requesting his cooperation in this investigation.

Atlanta is office of origin. Documents obtained from Belfors are to be forwarded to the Bureau for transmittal to the Antitrust Division. Belfors should be advised that this investigation is being conducted at the specific request of Acting Assistant Attorney General Edward P. Hodges of the Antitrust Division.

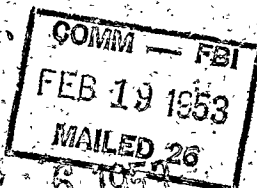
As indicated in the Antitrust Division memorandum, Belfors should be requested to furnish any information indicating investigative leads bearing upon the allegation that National Linen Service Corporation has monopolized the linen service industry. No leads should be set out by your office but all the information developed should be submitted in a pending report in order that the Antitrust Division can thereafter determine whether further investigation is desired.

This matter should receive immediate attention and a report reflecting the completion of the investigation should be submitted to reach the Bureau not later than March 11, 1953.

Attachment

JKP:ige

Tolson  
Ladd  
Nichols  
Belmont  
Clegg  
Glavin  
Harbo  
Rosen  
Tracy  
Laughlin  
Mohr  
Winterrowd  
Tele. Rm.  
Holloman  
Gandy





FEB 17 1953

Harry Belfors, Esq.  
179 Washington Street, S.W.  
Atlanta, Georgia

Dear Mr. Belfors:

In connection with an investigation by this Department of alleged violations of the federal antitrust laws with respect to the linen supply industry, it is requested that you make available for examination by the bearer, an agent of the Federal Bureau of Investigation, such of your files as he may request.

Your cooperation in this investigation will be very much appreciated.

Sincerely yours,

EDWARD P. HODGES  
Acting Assistant Attorney General

ENCLOSURE

60-4325-1



## Office Memorandum • UNITED STATES GOVERNMENT

TO : Director, Federal Bureau of Investigation

DATE:

FROM : Edward P. Hodges, Acting Assistant Attorney General,  
Antitrust Division

File: 60-202-18

SUBJECT: Preliminary Investigation of National Linen Service  
Corporation and the Linen Service Industry in the South.

|                |  |
|----------------|--|
| Mr. Ladd       |  |
| Mr. Nichols    |  |
| Mr. Belmont    |  |
| Mr. Clegg      |  |
| Mr. Glavin     |  |
| Mr. Harbo      |  |
| Mr. Rosen      |  |
| Mr. Tracy      |  |
| Mr. Egan       |  |
| Mr. Gurnea     |  |
| Mr. Hendon     |  |
| Mr. Pennington |  |
| Mr. Quinn      |  |
| Mr. Nease      |  |
| Mr. Gandy      |  |
| Tele. Room     |  |
| Mr. Holloman   |  |
| Mr. Sizoo      |  |
| Miss Gandy     |  |

Harry W. Belfors, an attorney of 179 Washington Street, S.W., Atlanta, Georgia, attorney for minority stockholders of Atlanta Laundries, Inc., has furnished this Division with the information herein contained. This information indicates that the federal antitrust laws may have been and are continuing to be violated by the National Linen Service Corporation, its officers, some of its stockholders and others. Mr. Belfors submitted fifteen documents hereinafter summarized in paragraph II, to support his claims. He is in possession of many more documents and more detailed information. Preliminarily, such documents and information should be obtained in order to permit us to determine whether a full scale investigation of the linen service industry in the South should be undertaken. This preliminary investigation is hereby requested.

## I. THE FACTS

The linen service industry is composed of firms that loan towels, sheets, coats, and other linens, collect them after use, relaunder them and then redistribute them regularly. The allegation is that the National Linen Service Corporation monopolizes this industry in the South and because it has monopoly power practices restraints upon the few small competitors that remain in the industry.

National Linen Service Corporation maintains its main office in Atlanta, Georgia. It operates 45 plants in ten southern states, Georgia, North Carolina, Texas, Alabama, South Carolina, Tennessee, Florida, Kentucky, Louisiana and Virginia, and in California. Plants for the manufacture of the linens, coats and for even soap and laundering machinery used in all of the states served, are maintained in Atlanta. The books and records of the company are maintained in Atlanta, all banking is done from there, and the executives of the company operate therefrom.

The company's 1952 annual report indicates that in the year ending 8-31-52 its net service sales amounted to \$31,395,083.06; that the company employs over 8,000 persons, and that the Wichita Falls, Texas, plant, one of two new ones, serves cities in Oklahoma as well as Texas.

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60-4325-  
B. R. [Signature]  
6-11-53

2-4-53  
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gkx



On November 15, 1927 I. M. Weinstein, J. B. Jacobs and A. J. Weinberg organized Southern Linen Supply Corporation. By their stock ownership, the three men named controlled this corporation.

On January 16, 1928 Atlanta Laundries, Incorporated was organized by the merging of ten competing laundries, namely, American, Becks Steam, Capital City, Excelsior, Guthman, French Dry Cleaning-Mays, Piedmont, Service Laundry Co.-Peerless, Trio, and Knight's Decatur. These laundries were apparently prosperous ones.

Immediately after the formation of Atlanta Laundries, Inc., its officials entered upon a plan to acquire competing laundries.

On August 29, 1928 National Linen Service Corporation was formed by the merger of Southern Linen Supply Corporation, and the linen supply unit of Atlanta Laundries, Inc. and the linen supply unit of Laundry and Dry Cleaning Service, Inc.

It should be noted that B. C. McClellan was Chairman of the Board of National Linen until his recent death. He was followed in that position by Sidney W. Souers, who now holds the post. I. M. Weinstein is and has been president of the company, J. B. Jacobs, Executive Vice President, A. J. Weinberg, Vice President-Treasurer, George W. Robinson, Secretary of the Finance Committee. All these men are and have been directors of the company since its organization.

Mr. Belfors claims that because National Linen Service Corporation has monopolized the linen service industry in the states it does business it has been able to charge any sums it has chosen to charge for its service. It has increased charges regularly even though written contracts calling for specific charges were still in full force. A few years ago Rich's Dept. Store of Atlanta was so treated. It, therefore, induced three former employees of National Linen to go into business under the name of Apex Linen Supply Co. and promised Apex its business. As a result, Apex is now a competitor, although small, of National Linen in Atlanta. The mother of the Cohen boys who own and operate Apex informed Mr. Belfors that her sons were recently offered \$350,000 by National Linen for their business despite the fact that its capital is only \$50,000.

Mr. Belfors said that there are only two other small competitors of National Linen in the Atlanta area, Independent Linen Supply Co. and Fulton Linen Supply Co.

Mr. Belfors contends that Independent, Fulton and Apex, by agreement with National Linen, maintain the same charges as National Linen. Mr. Belfors claims that the agreement was entered into because of the threat by National Linen to put these small companies out of business by price wars and other restrictive practices if they would not agree to price maintenance.



Mr. Belfors claims that in 1950, as window dressing, an official of Oglethorpe University was placed on the Board of Directors of Atlanta Laundries, Inc. He, in turn in September 1950 obtained the employment as President of Atlanta Laundries, Inc., W. S. Erwood, who had previously been associated with the Riverside Laundry and Linen Supply Co. of Miami, Florida. Mr. Erwood proceeded to and did spend \$60,000 to equip Atlanta Laundries, Inc. to enter the profitable linen supply business. When the directors and stockholders learned of this, they vetoed the plan because it meant competition for National Linen. They however voted \$400,000 to increase the laundry business of Atlanta Laundries, Inc. Thereafter, February 1951 Erwood resigned and went back to Riverside in Miami, and Tom L. Elvins, now of Atlanta, took over. He lasted only six weeks because he too wanted Atlanta Laundries Inc. to enter the linen service business. H. A. Spencer, the present president, was elected on April 22, 1952. His first act was to offer to purchase treasury stock at \$10 a share, far less than its worth, and to negotiate a loan of \$200,000 to retire at \$50 a share, the First Preferred Stock and Second Preferred Stock. The loan bore interest payable monthly and was secured by a mortgage on all of the properties of Atlanta Laundries, Inc. A supplemental agreement was made, Belfors learned, whereunder the mortgagees obtained the right to take over the mortgaged property without formal foreclosure proceedings, immediately upon default in payment of any monthly interest payment.

Mr. Belfors pointed out that there was no necessity to retire the preferred stock and undertake monthly interest payments. He claims that it was done to create a loan that would be secured by a mortgage that could be foreclosed, thus permitting the sale to National Linen of the linen service facilities of Atlanta Laundries, Inc., now lying idle, and thus effectively eliminating the possible competition of Atlanta Laundries, Inc. in the linen service business.

Mr. Belfors claims that the foreclosure is imminent.

## II. DOCUMENT<sup>s</sup> SUBMITTED

At a conference in Washington on January 21, 1953, Mr. Belfors submitted to this office copies of the following documents:--

1. The 1952 annual report of National Linen Service Corp.
2. Part of the 1949 annual report of National Linen Service Corp. which showed that Atlanta is the "nerve center" of its coast-to-coast operations.
- 11 3. Certificate of Incorporation of Atlanta Laundries, Incorporated. Mr. Belfors inadvertently took this document with him and should be asked to return it.



4. One of eight similar contracts dated November 16, 1927 whereby property of each of ten competing laundries were sold to George W. Robinson, nominee for Atlanta Laundries, Inc., about to be formed.
5. Letter dated November 14, 1928 showing the relationship between Sidney W. Souers, of the Canal Bank and Trust Company, New Orleans, and B. C. McClellan, a laundry executive who became Chairman of the Board of Atlanta Laundries, Inc.
6. Photostatic copy of a newspaper account appearing in the Atlanta Journal of January 15, 1928 reporting the merger of the ten competing laundries into Atlanta Laundries, Inc. This states that Mr. McClellan "is president of a laundry consolidation in New Orleans."
7. An accountant's report made from "Information Obtained from Final Income-Tax Calculations" of eight of the companies merged in Atlanta Laundries, Inc., showing the capital, income and expenses of each from 1923 to 1927.
8. Certificate filed (apparently in 1927) with the Secretary of State of Delaware, wherein Southern Linen Supply Corporation was organized, showing the date of incorporation, the names of the officers and other organization information.
9. Undated statement showing the stock ownership in Southern Linen Supply Corporation.
10. Letter dated January 27, 1928 from Herbert J. Haas, counsel for Atlanta Laundries, Inc., sent to B. C. McClellan, at the request of George H. Fauss, its president, advising that the executive committee had decided against taking up an option to purchase the Liberty Laundry. At the end thereof, there is an indication that a copy was sent to George W. Robinson. Mr. Robinson wrote on the face of the letter, at the top "We may buy this at a Sheriff's sale G.W.R." Mr. Souers apparently wrote thereunder "Yes Souers."
11. Certified copy of a petition filed in U. S. District Court, Northern District of Georgia, Atlanta Division, in National Linen Service Corporation vs. J. T. Rose, Collector of Internal Revenue, No. 1524, At Law, showing that National Linen Service Corp. had on September 1, 1928, acquired all of the assets of (1) Southern Linen Supply Corp., (2) the linen supply unit of Laundry and Dry Cleaning Service, Inc. of New Orleans, and (3) the linen supply unit of Atlanta Laundries, Inc.



12. Certificate of Incorporation of National Linen Service Corp.
13. Copy of an agreement to form National Linen Service Corporation in which a Voting Trust was set up so that the stock would be controlled by the officials of the company as voting trustees. This voting trust was for a ten year period with the right to extend it for a further period of ten years. Mr. Belfors failed to find the document when here but said he would mail it. It has not arrived. It should be obtained from him.
14. Unsigned copy of "Covenant to Dismiss, Covenant not to sue, and supporting resolution" dated March 22, 1949 ending litigation brought by Atlanta Laundries, Inc. and Laundry Dry Cleaning Service, Inc. as a result of a diversion of its stock in National Linen Service Corp. by B. C. McClellan, George H. Fauss, T. A. Martin and Arthur I. May. The estate of George H. Fauss paid \$52,000 and T. A. Martin paid \$11,000 to end the suit. A cause of action against B. C. McClellan and others was reserved.
15. Notice dated May 1, 1952 to its First Preferred Stockholders, Second Preferred Stockholders, and Common Stockholders by Atlanta Laundries, Inc. signed by H. A. Spencer, its Secretary, announcing negotiations for a \$200,000 loan, to be secured by a first lien on the lands, building, machinery and equipment of the company, in order to redeem the First Preferred Stock and Second Preferred Stock, and also announcing an offer by Spencer and his associates to purchase up to 8000 shares of unissued Common Stock at \$10 per share.

### III. NATURE OF VIOLATIONS

The foregoing facts indicate violations of the antitrust laws by National Linen Service Corporation in that:

1. It monopolizes or attempts to monopolize the linen service business in the states in which it does business.



2. It has eliminated or planned to eliminate competition.

- (a) by acquisition of competitors;
- (b) by engaging in price wars;
- (c) by conspiring to obtain the linen service business of competitors by obtaining their machinery, equipment and assets at sheriff or foreclosure sales.

3. It has conspired with its officers, directors and some of its stockholders, and also with remaining competitors to fix prices and to allocate customers and territories.

#### IV. INVESTIGATION REQUESTED.

Mr. Belfors should be interviewed at his office at 179 Washington Street, S.W., Atlanta, Georgia, and asked to

- 1. elaborate and give as many details as possible on the information given to Samuel Flatow, of this office, on January 21, 1953;
- 2. submit additional documents to show that National Linen Service Corporation violated and is violating the federal antitrust laws in manners and as hereinabove outlined in paragraph III.

Mr. Belfors has been interested in this matter for many years and has accumulated a file of many documents not only in support of his claims of antitrust violations by National Linen Service Corporation but in support of his claims of violations of other criminal and civil statutes by that concern. It is, therefore, of the utmost importance that Mr. Belfors be restricted in this preliminary investigation to substantiation of his claim of antitrust violations only. He should be requested to show in detail the significance and relevancy to the anti-trust issues of each document.

Mr. Belfors should also be in position and asked to furnish us with information and leads to show that National Linen Service Corporation has indulged in monopolization and restrictive practices not only in Georgia but in Louisiana and in all the states in which it does business.

This case is in charge of Samuel Flatow, Room 3237, Department of Justice, Washington, D. C., who is available for any further information or instructions required by the F.B.I. herein.



3-10-53

AIRTEL VIA AIRMAIL

SAC, ATLANTA (60-149)

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NATIONAL LINEN SERVICE CORPORATION, ETC, ANTITRUST. REURAIRTEL MARCH  
NINE. CLEARLY SET OUT IN REPORT THE FACT THAT BELFOR RECOMMENDS INTER-  
VIEWS WITH OTHER PERSONS MENTIONED IN REAIRTEL BUT DO NOT CONDUCT SUCH  
INTERVIEWS PENDING DEPARTMENT'S ANALYSIS AND REQUEST FOR FURTHER  
INVESTIGATION. EXPEDITE REPORT.

G. I. R. -8

HOOVER

*VR*  
*LRF*

JKP:ush *ush*

- Tolson \_\_\_\_\_
- Ladd \_\_\_\_\_
- Nichols \_\_\_\_\_
- Belmont \_\_\_\_\_
- Clegg \_\_\_\_\_
- Glavin \_\_\_\_\_
- Harbo \_\_\_\_\_
- Rosen \_\_\_\_\_
- Tracy \_\_\_\_\_
- Laughlin \_\_\_\_\_
- Mohr \_\_\_\_\_
- Winterrowd \_\_\_\_\_
- Tele. Rm. \_\_\_\_\_
- Holloman \_\_\_\_\_
- Gandy \_\_\_\_\_

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MAR 10 1953  
COMM-FBI

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*2* MAR 18 1953



FEDERAL BUREAU OF INVESTIGATION  
UNITED STATES DEPARTMENT OF JUSTICE

|                |
|----------------|
| FD-36          |
| Mr. Tolson     |
| Mr. Ladd       |
| Mr. Nichols    |
| Mr. Belmont    |
| Mr. Clegg      |
| Mr. Glavin     |
| Mr. Harbo      |
| Mr. Rosen      |
| Mr. Tracy      |
| Mr. Egan       |
| Mr. Gurnea     |
| Mr. Hendon     |
| Mr. Pennington |
| Tele. Room     |
| Mr. Holloman   |
| Mr. Nease      |
| Miss Gandy     |

Transmit the following Teletype message to:

FBI, ATLANTA

3/9/53

JDW:LL

60-149

DIRECTOR, FBI

AIR-TEL

NATIONAL LINEN SERVICE CORPORATION, ETC., ANTITRUST. REBUTEL TO

ATLANTA THIS DATE. INTERVIEW WITH HARRY W. BELFOR AND EXAMINATION OF RECORDS CONTINUING. ESTIMATED TEN MORE WORKING DAYS WILL BE REQUIRED TO PHOTOGRAPH RECORDS AND CORRELATE INFORMATION INTO REPORT. BELFOR REQUESTS THAT B. A. KESLER, FORMERLY SUPERVISOR OF ROUTE MEN, ATLANTA LINEN SUPPLY CO., A BRANCH OF NATIONAL LINEN CORPORATION, NOW EMPLOYED BY BEST LAUNDRY AND CLEANERS, ATLANTA, AND RUSSELL BAKER, FORMERLY ASSOCIATED WITH ATLANTA LAUNDRY COMPANY, ATLANTA, UNTIL NINETEEN FORTYSIX, WHO HELD EVERY POSITION WITH THE COMPANY DURING THAT PERIOD, BE INTERVIEWED. BELFOR STATES EACH IS WILLING TO BE INTERVIEWED AND BOTH HAVE PERTINENT CURRENT INFORMATION RE THIS CASE, WHICH HE STATES WILL SUPPLEMENT HIS INFORMATION AND WHICH WILL PROVIDE ADDITIONAL POSITIVE EVIDENCE OF VIOLATIONS OF ANTITRUST STATUTES AND WHICH WILL BE OF VALUE TO THE DEPARTMENT IN CONSIDERING POSSIBLE PROSECUTION. REQUEST ATLANTA OFFICE BE ADVISED AT EARLY DATE IF DEPARTMENT DESIRES THE ADDITIONAL INTERVIEWS BE CONDUCTED AND REPORTED IN CONJUNCTION WITH INFORMATION FURNISHED BY BELFOR.

WEATHERFORD.

END.

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MAR 10 1953  
11

Approved: \_\_\_\_\_

Special Agent in Charge

Sent \_\_\_\_\_ M Per \_\_\_\_\_



3-9-53

TELETYPE

SAC, ATLANTA

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60-4325-3  
URGENT

NATIONAL LINEN SERVICE CORPORATION, ETC., ANTITRUST. REURAIRTEL MARCH SEVEN LAST. ATTORNEY FLATOW, ANTITRUST DIVISION, OUT OF CITY. HIS SUPERIOR REQUESTS THAT INTERVIEW OF BELFOR BE COMPLETED AND COPIES OF ALL PERTINENT DOCUMENTS HE HAS BE OBTAINED. INTERVIEW OF BELFOR SHOULD BE THOROUGH IN ORDER TO PERMIT ANTITRUST DIVISION INTELLIGENTLY TO REVIEW THIS MATTER AND DETERMINE NECESSITY FOR FURTHER CONFERENCE WITH HIM OR ADDITIONAL INVESTIGATION. COMPLETE INVESTIGATION AND SUREP IMMEDIATELY.

HOOVER

G.I.R.S.

JKP:ushllor

Contents of Atlanta airtel discussed with section chief Victor H. Kramer, Antitrust Division, in absence of Attorney Samuel Flatow. Mr. Kramer requested interview of Belfor be completed as originally requested.

*[Handwritten signatures and initials: JKP, B, R, etc.]*

COPIES DESTROYED  
36 APR 10 1970

FEDERAL BUREAU OF INVESTIGATION  
U. S. DEPARTMENT OF JUSTICE  
COMMUNICATIONS SECTION  
RECEIVED MAR 9 12 25 PM '53

- Tolson
- Ladd
- Nichols
- Belmont
- Clegg
- Glavin
- Harbo
- Rosen
- Tracy
- Laughlin
- Mohr
- Winterrowd
- Tele. Rm.
- Holloman
- Gandy

78 MAR 18 1953

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FEDERAL BUREAU OF INVESTIGATION  
UNITED STATES DEPARTMENT OF JUSTICE

A M S D

Transmit the following Teletype message to:

FBI, ATLANTA

3/7/53

JDM:ml

60-149

DIRECTOR.....

AIR-TEL

① NATIONAL LINEN SERVICE CORPORATION, LINEN SERVICE INDUSTRY IN THE  
SOUTH, ANTITRUST. REBULET TO ATLANTA FEBRUARY 19, 1953. HARRY  
W. BELFOR, ATLANTA, INTERVIEWED, AND ADVISES SEVERAL FULL DAYS  
INTERVIEW REQUIRED TO FURNISH FACTS AND EXPLAIN DOCUMENTS SUPPORTING  
ALLEGATIONS. BELFOR STATES SAMUEL FLATOW OF THE DEPARTMENT ALREADY  
CONVERSANT WITH MATTER. ADVISES HE IS WILLING TO HAVE CONFERENCE  
WITH FLATOW IN WASHINGTON, AND PROVIDE ADDITIONAL VOLUMINIOUS DOC-  
UMENTARY PROOF TO SUPPORT COMPLAINT WHICH DOCUMENTARY PROOF WAS NOT  
AVAILABLE AT TIME OF CONFERENCE WITH FLATOW IN WASHINGTON JAN. 21,  
1953. BELFOR STATES CONSIDERABLE TIME AND EFFORT CAN BE SAVED IN  
SUCH CONFERENCE WITH FLATOW AS IT IS NOW NECESSARY TO START FROM  
BEGINNING WITH THE DETAILS THIS MATTER, WHICH DATE BACK TO 1928.  
BELFOR ALSO STATES NEW DEVELOPMENTS HAVE OCCURRED IN PAST TWO  
DAYS TO FURTHER SUPPORT COMPLAINT. THE BUREAU IS REQUESTED TO  
CONTACT FLATOW REGARDING BELFOR'S DESIRES RE CONFERENCE WITH HIM TO  
FURNISH FIRSTHAND INFO. AND EXPEDITE HANDLING OF SAME. SUTEL  
FLATOW'S DESIRES BY MONDAY MORNING MARCH NINE NEXT AS BELFOR

INTERVIEW SCHEDULED TO CONTINUE AT ATLANTA OFFICE TEN AM THIS

DATE

END

Approved

Special Agent in Charge

Sent \_\_\_\_\_ M

Per \_\_\_\_\_

Mr. Tolson \_\_\_\_\_  
Mr. Ladd \_\_\_\_\_  
Mr. Nichols \_\_\_\_\_  
Mr. Belmont \_\_\_\_\_  
Mr. Clegg \_\_\_\_\_  
Mr. Glavin \_\_\_\_\_  
Mr. Harbo \_\_\_\_\_  
Mr. Rosen \_\_\_\_\_  
Mr. Tracy \_\_\_\_\_  
Mr. Egan \_\_\_\_\_  
Mr. Gurnea \_\_\_\_\_  
Mr. Hendon \_\_\_\_\_  
Mr. Pennington \_\_\_\_\_  
Mr. Quinn Tamm \_\_\_\_\_  
Mr. Nease \_\_\_\_\_  
Mr. Gandy \_\_\_\_\_

6-8-1  
2-6-1

B

9:25 AM 3/19/53  
Flatow out of town.  
10:10 PM 3/19/53  
K requests  
W interview  
W complete  
HJ

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WEATHERFORD 30

60-4325  
MAR 11 1953

3/19/53  
AT 13  
HJ



FEDERAL BUREAU OF INVESTIGATION  
UNITED STATES DEPARTMENT OF JUSTICE

|                |       |
|----------------|-------|
| Mr. Tolson     | ED-36 |
| Mr. Ladd       |       |
| Mr. Nichols    |       |
| Mr. Belmont    |       |
| Mr. Clegg      |       |
| Mr. Glavin     |       |
| Mr. Harbo      |       |
| Mr. Rosen      |       |
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| Mr. Gurnea     |       |
| Mr. Hendon     |       |
| Mr. Pennington |       |
| Mr. Quinn      |       |
| Mr. Nease      |       |
| Mr. Gandy      |       |

*Polk*

FBI ATLANTA

3-12-53

Transmit the following Teletype message to:

DIRECTOR, FBI

AIRTEL

① NATIONAL LINEN SERVICE CORP., ETC., ANTI TRUST. RE ATLANTA AIRTEL

TO BUREAU MARCH NINE LAST. FOLLOWING CONFERENCE WITH HARRY W. BELFOR

TODAY BELFOR REQUESTED FURTHER INTERVIEW THIS MATTER BE TEMPORARILY

HELD IN ABEYANCE UNTIL MARCH TWENTYFOUR NEXT BECAUSE OF HEALTH AND  
PRESSING BUSINESS RE MEETING OF STOCKHOLDERS OF ATLANTA LAUNDRIES, INC.

MARCH TWENTYTHREE NEXT.

WEATHERFORD

END

JDW:jjd

60-149

*G. I. h. 3*

**AIR MAIL**

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*60-4325-4*

MAR 16 1953

*14*

*WR*

Approved: \_\_\_\_\_

Sent \_\_\_\_\_ M

Per \_\_\_\_\_

*W/2*  
*167*  
**62 MAR 23 1953** Special Agent in Charge



3-24-53

AIRTEL

VIA AIR MAIL

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SAC, ATLANTA

NATIONAL LINEN SERVICE CORPORATION, ETC., ANTITRUST. REURAIRTEL

MARCH TWENTYTHIRD. COMPLETE THE INTERVIEW OF BELFOR AND OBTAIN

ALL INFORMATION IN HIS POSSESSION WITHOUT FURTHER DELAY. ADVISE

BY RETURN AIRTEL DATE REPORT WILL BE SUBMITTED AND NAME OF

REPORTING AGENT. EXPEDITE.

HOOVER

JKP:USH

G. I. R. -8

*JKP*  
*LRD*

Tolson \_\_\_\_\_  
Ladd \_\_\_\_\_  
Nichols \_\_\_\_\_  
Belmont \_\_\_\_\_  
Clegg \_\_\_\_\_  
Glavin \_\_\_\_\_  
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Mohr \_\_\_\_\_  
Winterrowd \_\_\_\_\_  
Tele. Rm. \_\_\_\_\_  
Holloman \_\_\_\_\_  
Gandy \_\_\_\_\_

MAILED 4  
MAR 24 1953  
COMM-FBI

63 APR 2 1953



FEDERAL BUREAU OF INVESTIGATION  
UNITED STATES DEPARTMENT OF JUSTICE

FD-36  
Mr. Tolson \_\_\_\_\_  
Mr. Ladd \_\_\_\_\_  
Mr. Nichols \_\_\_\_\_  
Mr. Belmont \_\_\_\_\_  
Mr. Clegg \_\_\_\_\_  
Mr. Glavin \_\_\_\_\_  
Mr. Harbo \_\_\_\_\_  
Mr. Rosen \_\_\_\_\_  
Mr. Tracy \_\_\_\_\_  
Mr. Gearty \_\_\_\_\_  
Mr. Mohr \_\_\_\_\_  
Mr. Winterrowd \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Mr. Holloman \_\_\_\_\_  
Mr. Sizoo \_\_\_\_\_  
Miss Gandy \_\_\_\_\_

Transmit the following Teletype message to:

FBI ATLANTA 3-23-53 JDW:LCH 60-149

DIRECTOR, FBI

AIRTEL

NATIONAL LINEN SERVICE CORPORATION, ETC, ANTITRUST. RE ATLANTA

AIRTEL TO BUREAU MARCH TWELVE LAST. HARRY W. BELFOR ADVISED TODAY INTENDS TO FILE CIVIL ANTITRUST SUIT IN USDC ATLANTA, GA., AGAINST NATIONAL LINEN SERVICE CORP. FOR TRIPLE DAMAGES AND REASONABLE ATTORNEY FEES IN WHICH WILL ALLEGE ORGANIZERS CONCEIVED SCHEME TO ESTABLISH AND MAINTAIN MONOPOLY OF LINEN BUSINESS. BELFOR NOW STATES INFORMATION PREVIOUSLY FURNISHED THIS MATTER IS OLD, OBSOLETE AND SECONDHAND IN VIEW OF DEVELOPMENTS AT MEETING OF STOCKHOLDERS, ATLANTA LAUNDRIES, INC., TODAY. BELFOR STATED HAS ADVISED OFFICERS ATLANTA LAUNDRIES INC. AND OTHERS HAS MADE FACTS IN THIS MATTER IN HIS POSSESSION KNOWN TO DEPARTMENT AND FBI. STATES INTENDS TO WRITE LETTER TO DEPARTMENT MARCH TWENTY-FOUR FIFTYTHREE EXPLAINING CURRENT DEVELOPMENTS AND HIS POSITION. COPY OF BELFOR LETTER TO BE OBTAINED AND WILL BE IMMEDIATELY FORWARDED TO BUREAU. FURTHER INTERVIEW OF BELFOR BEING HELD IN ABEYANCE PENDING FURTHER INSTRUCTIONS FROM BUREAU.

WEATHERFORD

END

AIR

MAIL

RECORDED - 56

MAR 24 1953

18

25

Approved: \_\_\_\_\_  
Special Agent in Charge

Sent \_\_\_\_\_ M Per \_\_\_\_\_



## Office Memorandum • UNITED STATES GOVERNMENT

TO : Director, FBI

FROM : SAC, Atlanta (60-149)

AIR MAIL

DATE: March 27, 1953

SUBJECT: NATIONAL LINEN SERVICE  
CORPORATION, ETC.  
 ANTI - TRUST

G. I. R. 3

69-8-1

Reference Bulet to Atlanta 2-19, Atlanta airtel to Bureau 3-7, Bureau teletype to Atlanta 3-9, Atlanta airtel to Bureau 3-9, Bureau airtel to Atlanta 3-10, Atlanta airtel to Bureau 3-12, Atlanta airtel to Bureau 3-23, Atlanta let to Bureau 3-24, Bureau airtel to Atlanta 3-24-53.

Referenced Bureau letter to Atlanta 2-19-53, to which was attached a copy of Departmental Memorandum to the Director dated 2-17-53 requested that HARRY W. BELFOR, complainant in this matter, be interviewed in connection with information previously furnished to the Department.

This case was immediately assigned to SA J. BOYLE WILLIAMS upon receipt of the above communication.

~~EXEMPTED FROM~~

HARRY W. BELFOR was contacted and he advised he desired to be interviewed in the Atlanta Office and that he would be available for interview on March 5, 1953, and on a day to day basis thereafter business permitting until all information in his possession had been made available to this office.

On March 5, 1953, BELFOR appeared at the Atlanta Office with B. A. KESLER, who had accompanied BELFOR at BELFOR's request. KESLER is former supervisor of route men of the Atlanta Linen Supply Company, a branch of National Linen Service Corporation, who now is employed by Best Laundry and Cleaners, Atlanta, Georgia. KESLER, according to BELFOR, is willing to furnish pertinent information concerning the operations and activities of National Linen Service Corporation and can point up specific instances wherein operations of the Corporation are believed to violate the Anti-Trust laws.

KESLER did not remain during the ensuing initial interview with BELFOR, however, indicated he would be available at a later date for interview should information concerning this matter be requested of him.

BELFOR stated he had been ill since early January, 1953 and was not in good physical condition, however, desired to furnish the information requested and to do whatever he could to present the complete facts as he knew them.

Memo sent Anti-trust  
 JDW:jjd

RECORDED - 67

69-4325-6

MAR 30 1953

79 APR 3 - 1953

645

JHP

6-24-53



AT 60-149

To support his remarks, BELFOR stated the three brief cases and suit cases he had brought with him contained most of the documents, writings and supporting papers he had accumulated over a period of years in this matter. BELFOR insisted he could not properly apprise the interviewing Agent of the pertinent ramifications of the probable violations of the Anti-Trust laws without starting at the beginning of the facts which dated back to 1927 or 1928 and that several full days interview would be required to furnish all the facts and to explain each document. BELFOR pointed out in this regard that some of the information requested of him and documents to support same were not in his possession inasmuch as a large number of documents had been turned over to the U. S. Attorney, J. ELLIS MUNDY, Atlanta, Georgia in June, 1952 immediately prior to his departure for Washington, D. C. to transmit personally to the Department for him. He stated the Department advised him on the occasion of his visit with Mr. SAMUEL FLATOW of the Department on or about January 21, 1953, that these documents were not in the possession of the Department.

The above records following the initial interview with BELFOR were subsequently located in Mr. MUNDY's Office and the entire file made available to the Atlanta Office.

On March 7, 1953, BELFOR advised that Mr. FLATOW was already conversant with this case and expressed a desire and willingness to have a conference with Mr. FLATOW in Washington, D. C. and provide additional pertinent documentary proof to that previously furnished to the Department to support original allegations which he did not have in his possession at the time of the original interview with Mr. FLATOW on January 21, 1953.

The above information was furnished to the Bureau in referenced airtel March 7, 1953.

On March 9, 1953, BELFOR requested that B. A. KESLER and RUSSELL BAKER, formerly associated with Atlanta Laundry Company, Atlanta, Georgia, be interviewed. BELFOR stated both were willing to be interviewed and that they had current pertinent information relative to this case which he stated would supplement his information and would provide additional positive evidence of violations of Anti-Trust statutes. At BELFOR's insistence, the Bureau was advised by airtel March 9, 1953 of his request that the above individuals be interviewed.

On March 12, 1953, BELFOR requested further interview be temporarily held in abeyance until March 24, 1953 for health reasons and because of pressing business that required his attention before a meeting of stockholders of Atlanta Laundries, Inc., Atlanta, Georgia on March 23, 1953. This information was furnished to the Bureau by airtel March 12, 1953.



AT 60-149

On March 23, 1953, BELFOR contacted the Atlanta Office and stated that as a result of developments at the meeting of stockholders of the Atlanta Laundries, Inc., he intended to file a civil Anti-Trust suit in the U. S. District Court, Atlanta, Georgia, against National Linen Service Corporation for triple damages and reasonable Attorney fees in which he had alleged that organizers of National Linen Service Corporation conceived a scheme to establish and maintain a monopoly of the linen business. BELFOR also stated that information previously furnished to this office in this matter is old, obsolete and second hand in view of developments at the meeting of stockholders. BELFOR stated he had advised officers of Atlanta Laundries, Inc. and other persons that he had made facts in this matter in his possession known to the Department and to the FBI. He stated he intended to write a letter to the Department on March 24, 1953, explaining current developments.

This information was furnished to the Bureau by airtel March 23, 1953. Later on the above date BELFOR again contacted the Atlanta Office and requested the documents contained in the file of U. S. Attorney J. ELLIS MUNDY being retained at that time by this office, be forwarded to the Department. BELFOR contacted U. S. Attorney MUNDY in this regard and requested him to authorize and instruct this office to forward the above file to the Department.

On the same date Mr. MUNDY telephonically contacted this office and advised of BELFOR's call and requested the file be forwarded to the Department in line with BELFOR's request inasmuch as the entire file consists of material originally furnished to him by BELFOR. In accordance with Mr. MUNDY's authorization and request, the file was forwarded to the Bureau for transmittal to the Department on March 24, 1953.

By airtel to the Atlanta Office March 24, 1953, the Bureau instructed that the interview with BELFOR be completed and all information in his possession be obtained without further delay and that the Bureau be advised of the date a report would be submitted and the name of the Reporting Agent.

BELFOR was further interviewed during the entire day March 26, 1953 and he states he is now handicapped by the fact the above referred to file forwarded to the Department has information contained in the file which is important to continued discussion of facts, however, that he will endeavor to locate additional copies of pertinent documents and endeavor to furnish requested information.

BELFOR advised that due to business commitments he would be unable to continue further discussion in this matter until March 30, 1953.



AT 60-1149

Continuous and diligent attention has been afforded this matter in an endeavor to handle it in the most logical, concise and expeditious fashion. Information furnished by BELFOR to date and supporting documents in addition to those forwarded to the Bureau as mentioned above together with any other information he may have will be obtained and report submitted at the earliest possible time which time will be dependent upon BELFOR's continued availability for interview.



Assistant Attorney General  
Antitrust Division

March 30, 1953

Director, FBI

RECORDED - 118

60-4325-7  
NATIONAL LINEN SERVICE CORPORATION;  
LINEN SERVICE INDUSTRY IN THE SOUTH  
ANTITRUST

G. I. R. - 9

Reference is made to your file 60-202-18.

Harry W. Belfor, the complainant in this matter, has advised our Atlanta Office that he intended to direct a letter to the Antitrust Division setting out certain information which he has developed recently and which, in his opinion, would be of considerable interest to the Antitrust Division attorneys who are considering this matter. Belfor indicated certain documents which he previously had furnished to United States Attorney J. Ellis Mundy, Atlanta, Georgia, should be in the hands of the Antitrust Division at the time Belfor's letter is received in order that these documents may be at hand for ready reference to support the statements made in his letter.

Our Atlanta Office contacted United States Attorney Mundy, who at Belfor's request turned over to the Agents the documents which Belfor had previously furnished. Mr. Mundy indicated that he desired this material be forwarded to the Antitrust Division in accordance with Belfor's request.

The material turned over to our Agents by United States Attorney Mundy is forwarded herewith for use in evaluating the letter which Belfor indicated he was sending to the Antitrust Division. Our Atlanta Office is presently completing the interview of Belfor and the review of the material in his possession, and a report reflecting such interview will be forwarded to you at an early date.

Enclosure

JKP:ige

Tolson \_\_\_\_\_  
Ladd \_\_\_\_\_  
Nichols \_\_\_\_\_  
Belmont \_\_\_\_\_  
Clegg \_\_\_\_\_  
Glavin \_\_\_\_\_  
Harbo \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tracy \_\_\_\_\_  
Laughlin \_\_\_\_\_  
Mohr \_\_\_\_\_  
Winterrowd \_\_\_\_\_  
Tele. Rm. \_\_\_\_\_  
Holloman \_\_\_\_\_  
Gandy \_\_\_\_\_

COMM - FBI

APR 13 1953

MAILED 27

Atlanta 4/7/53  
JRP/E. Mundy  
Atlanta 4/14/53  
JRP/E. Mundy  
Atlanta 4/14/53  
JRP/E. Mundy

RECEIVED  
APR 30 6 41 PM '53



## Office Memorandum • UNITED STATES GOVERNMENT

TO : Director, FBI

FROM : SAC, Atlanta (60-149)

SUBJECT: NATIONAL LINEN SERVICE CORPORATION, etc.  
ANTI-TRUST

DATE: March 24, 1953

Re Atlanta airtel to Bureau dated 3-23-53.

In addition to information furnished to the Bureau in referenced airtel, HARRY W. BELFOR further contacted the Atlanta Office March 23, 1953 and advised documents and related papers contained in the file of U. S. Attorney J. ELLIS MUNDY, Atlanta, Georgia which had been made available to the Atlanta Office in connection with the interview with BELFOR would necessarily have to be in the possession of the Department at the time his proposed letter to the Department on March 24, 1953 is received in order that the pertinent referenced material will be at hand for ready reference to support his letter.

Mr. MUNDY has advised that BELFOR telephonically contacted him March 23, 1953 and requested that he authorize the FBI to forward the above file to the Department. Mr. MUNDY stated that material contained in the file had been furnished to him originally by BELFOR and that it was his desire the file be made available to the Department as requested by BELFOR.

The above file is being forwarded as an enclosure to this letter, by separate mail.

JDW:jjd  
Encl. - 1 (REGISTERED MAIL)

RECEIVED

MAR 26 1953

MAR 26 1953

RECEIVED

RECORDED

118

MAR 26 1953

60-4325-7  
4-2  
6-10-53

Atkins, Antitrust Div  
3/30/53 JKP  
w/mals.



FEDERAL BUREAU OF INVESTIGATION  
UNITED STATES DEPARTMENT OF JUSTICE

|                |       |
|----------------|-------|
| Mr. Tolson     | _____ |
| Mr. Ladd       | _____ |
| Mr. Nichols    | _____ |
| Mr. Belmont    | _____ |
| Mr. Clegg      | _____ |
| Mr. Glavin     | _____ |
| Mr. Harbo      | _____ |
| Mr. Rosen      | _____ |
| Mr. Tracy      | _____ |
| Mr. Gearty     | _____ |
| Mr. Mohr       | _____ |
| Mr. Winterrowd | _____ |
| Tele. Room     | _____ |
| Mr. Holloman   | _____ |
| Mr. Sizoo      | _____ |
| Miss Gandy     | _____ |

FBI ATLANTA 4/6/53 JDW:EGE AT 60-149  
Transmit the following Teletype message to:

DIRECTOR, FBI

AIR-TEL

NATIONAL LINEN SERVICE CORP., ETC., ANTI-TRUST. RE ATLANTA

AIR-TEL TO BUREAU, 3/27/53. INTERVIEWS WITH HARRY W. BELFOR  
NOW COMPLETED AND REPORT TO BE SUBMITTED TO REACH BUREAU BY  
4/13/53.

CARSON

END

G. I. R. -9

AIR MAIL

RECORDED - 101

60-4325-8

6 APR 9 1953

63 APR 17 1953

Approved: \_\_\_\_\_  
Special Agent in Charge

Sent \_\_\_\_\_ M Per \_\_\_\_\_



# FEDERAL BUREAU OF INVESTIGATION

Form No. 1

THIS CASE ORIGINATED AT

ATLANTA

|   |                                  |   |  |
|---|----------------------------------|---|--|
| REPORT MADE AT<br><b>ATLANTA</b>  | DATE WHEN MADE<br><b>4/13/53</b> | PERIOD FOR WHICH MADE<br><b>3/5,6,9,10,11,12, 23,24,26,30; 4/2/53</b> | REPORT MADE BY<br><b>J. DOYLE WILLIAMS (A)</b> <i>ba/ege</i> |
| TITLE<br><b>NATIONAL LINEN SERVICE CORPORATION;<br/>LINEN SERVICE INDUSTRY IN THE SOUTH</b> |                                  |   | CHARACTER OF CASE<br><b>ANTI-TRUST</b> <i>16-1</i>           |

**SYNOPSIS OF FACTS:**

HARRY W. BELFOR, Atlanta, Ga., contacted Department of Justice 1/20/53 and furnished information alleging Federal Anti-Trust Laws have and are continuing to be violated by National Linen Service Corporation, Atlanta, Ga., its officers, some stockholders and others. National Linen Service Corporation and controlled companies reportedly have indulged in monopolistic and restrictive practices in Georgia and elsewhere to prevent competition in the linen business by price-fixing and/or price wars, and by a conspiracy that has in the past and is currently being perpetrated by SIDNEY W. SOUERS and others who control National Linen's operations. BELFOR reinterviewed 3/5/53 through 4/2/53 and additional corroborative information and documents obtained in support of allegations to the Department. Alleged responsibility for violation of Anti-Trust Laws by National Linen are the dominant heads of National Linen identified specifically by BELFOR as ~~SIDNEY W. SOUERS~~, ~~I. M. WEINSTEIN~~, ~~J. B. JACOBS~~, and ~~A. J. WEINBERG~~.

G. I. R. 9

*1cc to Knoxville  
w/ Dept memo 6/4/53  
JHP*

- P -

*memo fall  
from 4-27-53  
JHP*

|  |                         |   |  |
|--|-------------------------|---|--|
| APPROVED AND FORWARDED<br><i>[Signature]</i>   | SPECIAL AGENT IN CHARGE | DO NOT WRITE IN THESE SPACES<br><div style="font-size: 2em; font-weight: bold;">60-4325-9</div> |  |
| COPIES OF THIS REPORT<br>3 - Bureau (Encl. 12) (AMSD)<br>3 - Atlanta (60-149)<br><i>1cc Antitrust, w/ encl 4/27/53 JHP</i> |                         | APR 15 1953<br>38   | RECORDED - 9<br>INDEXED - 9<br><br>EX. 108 |

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AT 60-149

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I. PREDICATION

Investigation set forth in this report is predicated upon Bureau letter to Atlanta dated February 19, 1953 to which was attached a copy of Departmental letter to the Bureau dated February 17, 1953 which advised in substance that HARRY W. BELFOR, an attorney with offices located at 179 Washington Street, S.W., Atlanta, Georgia, who is the attorney for minority stockholders of Atlanta Laundries, Inc., had furnished information to the Department indicating Federal Antitrust laws may have been and are continuing to be violated by the National Linen Service Corporation, its officers, some of its stockholders, and others.

In partial support of his allegations, BELFOR furnished to the Department fifteen documents to support his claims.

The general facts of BELFOR's complaint to the Department, according to the Department's letter, reflected the following.

The Linen Service Industry reportedly is composed of firms that loan towels, sheets, coats, and other linens, collect them after use, launder them, and then redistribute them regularly. National Linen Service Corporation allegedly monopolizes this industry in the South and because it has monopoly power, practices restrains upon the few small competitors that remain in the industry.

National Linen operates forty-five plants in Georgia, North Carolina, Texas, Alabama, South Carolina, Tennessee, Florida, Kentucky, Louisiana, Virginia, and California. Plants for the manufacture of the linens, coats, and for soap and laundering machinery used by National Linen's plants in all of the states served are maintained in Atlanta. The books and records of the company are maintained in Atlanta; all executives of the company operate from Atlanta; and all banking for the corporation is done in Atlanta.

The company's 1952 annual report indicates that in the year ending August 31, 1952, its net service sales amounted to \$31,395,083.06; that the company employs over 8,000 persons, and that the Wichita Falls, Texas plant, one of two new plants, serves citizens in Oklahoma as well as Texas.

On November 15, 1927 I. M. WEINSTEIN, J. B. JACOBS and A. J. WEINBERG organized Southern Linen Supply Corporation. By



AT 60-149

their stock ownership, the three men named controlled this corporation.

On January 16, 1928 Atlanta Laundries, Incorporated was organized by the merging of ten competing laundries, namely, American, Becks Steam, Capital City, Excelsior, Guthman, French Dry Cleaning-Mays, Piedmont, Service Laundry Co.-Peerless, Trio, and Knight's Decatur. These laundries were apparently prosperous ones.

Immediately after the formation of Atlanta Laundries, Inc., its officials entered upon a plan to acquire competing laundries.

On August 29, 1928 National Linen Service Corporation was formed by the merger of Southern Linen Supply Corporation, and the linen supply unit of Atlanta Laundries, Inc. and the linen supply unit of Laundry and Dry Cleaning Service, Inc.

It should be noted that B. C. McClellan was Chairman of the Board of National Linen until his recent death. He was followed in that position by SIDNEY W. SOUERS, who now holds the post. I. M. WEINSTEIN is and has been president of the company, J. B. JACOBS, Executive Vice President, A. J. WEINBERG, Vice President-Treasurer, and GEORGE W. ROBINSON, Secretary of the Finance Committee. All these men are and have been directors of the company since its organization.

Mr. BELFOR claims that because National Linen Service Corporation has monopolized the linen service industry in the states it does business it has been able to charge any sums it has chosen to charge for its service. It has increased charges regularly even though written contracts calling for specific charges were still in full force. A few years ago Rich's Dept. Store of Atlanta was so treated. It, therefore, induced three former employees of National Linen to go into business under the name of Apex Linen Supply Co. and promised Apex its business. As a result, Apex is now a competitor, although small, of National Linen in Atlanta. The mother of the COHEN boys who own and operate Apex informed Mr. BELFOR that her sons were recently offered \$350,000 by National Linen for their business despite the fact that its capital is only \$50,000.

Mr. BELFOR said that there are only two other small competitors of National Linen in the Atlanta area, Independent Linen Supply Co. and Fulton Linen Supply Co.



BELFOR contends that Independent, Fulton and Apex, by agreement with National Linen, maintain the same charges as National Linen. Mr. BELFOR claims that the agreement was entered into because of the threat by National Linen to put these small companies out of business by price wars and other restrictive practices if they would not agree to price maintenance.

BELFOR claims that in 1950, as window dressing, an official of Oglethorpe University was placed on the Board of Directors of Atlanta Laundries, Inc. He, in turn in September 1950 obtained the employment as President of Atlanta Laundries, Inc., W. S. ERWOOD, who had previously been associated with the Riverside Laundry and Linen Supply Co. of Miami, Florida. Mr. ERWOOD proceeded to and did spend \$60,000 to equip Atlanta Laundries, Inc. to enter the profitable linen supply business. When the directors and stockholders learned of this, they vetoed the plan because it meant competition for National Linen. They however voted \$400,000 to increase the laundry business of Atlanta Laundries, Inc. Thereafter, February 1951 ERWOOD resigned and went back to Riverside in Miami, and TOM L. ELVINS, now of Atlanta, took over. He lasted only six weeks because he too wanted Atlanta Laundries Inc. to enter the linen service business. H. A. SPENCER, the present president, was elected on April 22, 1952. His first act was to offer to purchase treasury stock at \$10 a share, far less than its worth, and to negotiate a loan of \$200,000 to retire at \$50 a share, the First Preferred Stock and Second Preferred Stock. The loan bore interest payable monthly and was secured by a mortgage on all of the properties of Atlanta Laundries, Inc. A supplemental agreement was made, BELFOR learned, whereunder the mortgagee obtained the right to take over the mortgaged property without formal foreclosure proceedings, immediately upon default in payment of any monthly interest payment.

BELFOR pointed out that there is no necessity to retire the preferred stock and undertake monthly interest payments. He claims that it was done to create a loan that would be secured by a mortgage that could be foreclosed, thus permitting the sale to National Linen of the linen service facilities of Atlanta Laundries, Inc., now lying idle, and thus effectively eliminating the possible competition of Atlanta Laundries, Inc. in the linen service business. BELFOR claims that the foreclosure is imminent.



II. REINTERVIEW OF HARRY W. BELFOR

HARRY W. BELFOR was reinterviewed regarding the above allegations between March 5, 1953 and April 2, 1953 on a continuing day to day basis as he was available and the following information to further support and enlarge upon his original allegations to the Department was obtained.

Information set forth herein is supported in part by reproduced copies of documents purporting to support BELFOR's allegations and/or the source from which pertinent information of evidentiary nature can be obtained to verify his statements.

BELFOR advised he first became interested in the activities of Atlanta Laundries, Inc. in 1935 when he was retained by one GEORGE BELL, Atlanta, to represent his children in a bankruptcy matter involving Atlanta Laundries, Inc. at Atlanta, Georgia.

BELFOR stated that at the present time he is representing stockholders of the following organizations who have an interest in matters involving Atlanta Laundries, Inc., as well as National Linen Service Corporation:

Liberty Laundry, Inc., Atlanta, Georgia  
Piedmont Laundry, Inc., Atlanta, Georgia  
Hibernia Bank and Trust Company, New Orleans, Louisiana  
Canal Bank and Trust Company, New Orleans, Louisiana  
Atlanta Trust Company, Atlanta, Georgia

From 1935 to the present through representation of clients and through personal exhaustive research, massive information, much of which is supported by copies of letters, newspaper clippings, varied miscellaneous documents, and financial statements related and unrelated to possible violations of the Federal Antitrust laws by National Linen and others, was gathered by BELFOR.

BELFOR advised most of the information furnished during the current preliminary investigation has been furnished previously to the Department during recent years directly or indirectly and that copies of many pertinent documents to support his claims have also been furnished to the United States Attorney, Atlanta, Georgia, and to the Department in several instances.

An early source of BELFOR's information concerning Atlanta Laundries, Inc. and National Linen has been public records produced in evidence before the United States Board of Tax Appeals. One such



case is the case of Georgia Savings Bank and Trust Company, trustee, versus the Tax Commissioners, which BELFOR stated is reported in 28 BTA 1150. The taxpayers' litigants, BELFOR stated, were GEORGE H. RAUSS, S. R. GREENBLATT, BEN E. MAY, French Dry Cleaning Company (72 Fed. 2nd 167), and others whose names will appear in the case of these litigants. Other knowledge concerning this matter was gained from related records and from investigation of the records of the Canal Bank and Trust Company, New Orleans, Louisiana, and of the Hibernia Bank in New Orleans, made available to BELFOR for examination by the State of Louisiana, Attorney General's Office. These records and others, according to BELFOR, were produced under subpoena in cases in the United States District Court, Atlanta, Georgia and in New Orleans, Louisiana in cases entitled, Kohler versus National Linen Service Corporation, including the appeal of the case, and Edith Little versus National Linen Service Corporation, etal. Information was also gathered in New Orleans, Louisiana from the following cases:

Kohler versus Humphreys  
Kohler versus Crescent City Laundry, Inc.  
cited in  
156 Fed. 2nd 908  
174 Fed. 2nd 946  
188 Fed. 2nd 263  
188 Fed. 2nd 265  
200 Fed. Reporter Sec. 858  
Tucker versus National Linen Service Corporation reported in  
200 Fed. 2nd, page 858.

Additional records available to BELFOR in consequence of their production for examination in open court at Atlanta, Georgia was in case No. 22997, which pertained to a voluntary petition for reorganization under bankruptcy statutes in the matter of Atlanta Laundries, Inc., debtor. On behalf of the interests BELFOR represented in those proceedings, he said he applied and continued to apply for other records which he had reason to believe existed, however access to these records was continually denied him.

Information was also found in files of SEC, Washington, D. C., in connection with registration by voting trustees of the common stock of National Linen and in a prospectus for the sale of presently issued preferred stock of National Linen, the proceeds of which reportedly were used to retire the old preferred stock.



Three issues of "LINENews" published by National Linen Service, Numbers 1, 2, and 3 of Volume I, dated in April, May and June, 1940, respectively, contain the history of National Linen "from its inception in Mr. I. M. WEINSTEIN's mind".

The articles reflect in summary that on April 1, 1919 the Atlanta Linen Supply Company, Atlanta, Georgia, founded by I. M. WEINSTEIN and HERMAN GROSS, began a business on \$1700 cash, of which \$1100 was borrowed. After four months of profitable operation, one EPLAN purchased a one-third interest in the business. This interest, however, was sold by EPLAN several months later to A. J. WEINBERG, a drug store owner in Atlanta, Georgia, whose subsequent further financing assisted in the growth and expansion of the company.

In 1923 J. B. JACOBS, Atlanta, Georgia, bought the interest in the business of HERMAN GROSS. With additional capital invested in the business by JACOBS, a new plant was subsequently opened in Birmingham, Alabama.

GROSS later began his own linen supply company in Charlotte, North Carolina; however, he was eventually bought out by the Atlanta Linen Supply Company as a part of its expansion program.

In 1928 National Linen Service Corporation was formed by taking in the ten plants previously operated by Atlanta Linen Supply Company, two linen supply companies operated by laundries in Atlanta, Georgia, and four similar plants operating in New Orleans, Louisiana.

The business as National Linen expanded in 1929 to include the Empire Manufacturing Company, Atlanta, Georgia, a soap factory, and also a cabinet shop, towel factory and additional towns.

In 1939 a subsidiary known as Linen Service Corporation of Texas was formed with the majority of stock being owned by National Linen Service Corporation. Plants were opened in Dallas, Fort Worth, and Houston, Texas and in Hollywood and Los Angeles, California.

Operations through 1940 also included the operation of the AlSCO Manufacturing Company, Atlanta, Georgia, which made all of the company's truck bodies.



BELFOR advised that on March 23, 1953 at the annual stockholders meeting of Atlanta Laundries, Inc. at Atlanta, Georgia, proxies of stockholders were produced and an alleged duplicate stock ledger, to which only momentary examination by him was permitted during the meeting. These proxies and stock ledger, he said, revealed that a plan to acquire the controlling stock of Atlanta Laundries, Inc. by A. J. WEINBERG and about five others holding stock for him has been accomplished.

BELFOR, in tracing this situation back through previous years, advised the cancelled stock certificates of the common stock and the first and second preferred stocks of Atlanta Laundries are to be found at the Trust Company of Georgia, Atlanta, Georgia, as agents for Atlanta Laundries. These records of transfers and the original stock ledgers kept by the Trust Company of Georgia reportedly will readily and precisely reveal the exact manner and time in which the present control of Atlanta Laundries is now lodged in the names of approximately five stockholders. The manner in which the funds to retain these shares were obtained from Atlanta Laundries will appear by reference to the disbursement checks of the Trust Company of Georgia issued upon the retirement of the first and second preferred stocks. These records, he said, will reveal to what extent the recipients of these funds were the directors of Atlanta Laundries and their families. The long trail of transactions by which these shares were acquired to enable the promoters of National Linen to remain in control of Atlanta Laundries from its inception to the present date and to compel it to cease its linen operations in favor of the monopoly by National Linen reportedly can now be traced in the following manner:

(1) The records of Canal Bank and Trust Company in Liquidation presently in the custody of the receivers appointed by the Civil District Court for the parish of Orleans, New Orleans, Louisiana, contain the files pertaining to an original issue of \$1,500,000 in bonds, \$500,000 in notes, 19,650 shares of preferred stock and 115,000 shares of common stock of Atlanta Laundries in 1928.

The record of issuance of temporary bonds, notes and temporary receipts subject to later delivery of voting trust certificates for common stock of Atlanta Laundries will establish the recipients of the original issue of these securities.



(2) The records of the Canal Bank, as agent for voting trustees of common stock of National Linen, reportedly will reveal the subsequent transfer of said certificates.

(3) The records of Whitney National Bank in New Orleans, Louisiana, as successor of Whitney Central Bank and Trust Company, will reveal their companion record as registrars of these voting trust certificates for common stock of Atlanta Laundries and of National Linen.

(4) In 1936 reorganization of Atlanta Laundries under the bankruptcy statutes, Section 77B in case No. 22997 in the Federal Court, Atlanta, Georgia, the record of the then holders of bonds, notes, preferred and common stock of Atlanta Laundries is reflected.

Responses to subpoenas and to inquiries by the court of transactions in these securities in contemplation of reorganization in the above case reportedly will reveal the manner in which bonds, notes and shares of stock were acquired at fractional parts of their values and by whom. A concealment from the court and the record in the above proceeding of the then and present true extent of the ownership by Atlanta Laundries of shares of stock of National Linen, valued in the millions according to BELFOR, is also reflected.

(5) The record in Canal Bank and Trust Company in Liquidation of an original issue of \$500,000 of bonds, 150,000 shares of common stock and approximately 20,000 shares of preferred stock of National Linen as of September 1, 1928 together with the companion files and their record of issuance of "certificates of participation" in said bond issue reportedly will reveal the original distribution of these securities of National Linen by the Canal Bank and not by SIDNEY W. SOUERS.

BELFOR further commented that the liability ledger of Canal Bank will reflect actual loans and advances made by Canal Bank to National Linen and various of its pretended organizations by SIDNEY W. SOUERS.

(6) The record of Canal Bank, as agent for voting trustees, will reveal the transfers of voting trust certificates for common stock of National Linen.



The companion record of Whitney Central Bank and Trust Company as registrar of said voting trust certificates of National Linen reportedly is available at the Whitney National Bank, New Orleans, Louisiana.

(7) Written directions from the voting trustees to the Canal Bank are reportedly located at the Canal Bank or the National Bank of Commerce, New Orleans, Louisiana, directing the transfer to the Trust Company of Georgia in Atlanta certain records from the Canal Bank.

Records of Trust Company of Georgia, as agent for voting trustees of National Linen, common stock, reflect the later transfers of voting trust certificates and the issuance of actual common stock in exchange for voting trust certificates at the termination of said voting trusts.

(8) Records of the Trust Company of Georgia, as transfer agent of the actual common stock of National Linen, reportedly reflect transfers to the present date together with cancelled voting trust certificates and cancelled "actual" common stock.

The record of disbursement of dividends of National Linen reportedly can also be found principally at the Trust Company of Georgia. Only one dividend, BELFOR stated, was declared in 1930 by National Linen. The cancelled checks for this dividend reportedly can be located at the Canal Bank, New Orleans, Louisiana.

(9) BELFOR stated the records of the Canal Bank from May 20, 1933 until 1937 were in the custody of the National Bank of Commerce in New Orleans, which bank was for all practical purposes a continuation of the same banking operations of the Canal Bank by the same individuals and for the benefit of the same dominant stockholders.

Some of the transfers of common stock of National Linen since 1946 were made in New York City and records of transfers can be found at the office of Register and Transfer Company of New York City.

The 1952 annual report of National Linen, a copy of which has been previously furnished to the Department, according to BELFOR, reveals that registrars of common stock of National Linen are Citizens and Southern National Bank, Atlanta, Georgia, and the Chase National Bank, New York City. The transfer agents of common stock of National Linen are the Trust Company of Georgia, Atlanta, Georgia and the Register and Transfer Company of New York City.



(10) Records produced in the case of Kohler versus Humphrey, Civil Action 753, New Orleans, Louisiana, by R. V. Whittaker and Company, Public Accountants, New Orleans, Louisiana, were introduced in evidence and later returned to the company.

BELFOR stated information is available from these records showing acquisition of competing linen suppliers by National Linen in several states.

BELFOR furnished additional masses of dockets and information concerning the Hibernia National Bank and the Hibernia National Bank and Trust Company, both of New Orleans, Louisiana, and identified numerous law suits, he stated, had a tie-in with captioned matter; however, the relevancy and importance of this information to this case was not entirely justified by BELFOR and therefore, is not being reported.

BELFOR advised on March 26, 1953 that further direct evidence and proof of potential violations of Federal Antitrust Statutes as related to National Linen and controlled companies can be established from the following.

As a result of a meeting of the stockholders of Atlanta Laundries at Atlanta, Georgia on March 23, 1953 BELFOR stated he determined that total stockholders of the company number approximately 231, of which about 41 hold 100 shares or more. Out of these 41 stockholders, approximately 14 have the voting control. He stated these stockholders include:

JOSEPH EICHBERG, as agent for ARMAND MAY\*, Atlanta, Georgia, 2625 shares;  
J. H. Hilsman and Company\*, Atlanta, Georgia, 1354 shares;  
BEN MAY\*, Mobile, Alabama, 140 shares;  
BEN MAY, as agent for undisclosed principle, 3500 shares;  
CHARLES RINZLER\*, Atlanta, Georgia, 2823 shares;  
ROSE SCHRIEBER, Atlanta, Georgia, 200 shares;  
ROSE SCHRIEBER\*, Atlanta, Georgia, agent for undisclosed principle, 1125 shares;  
SIDNEY M. SMITH\*, Atlanta, Georgia, 225 shares (SMITH, according to BELFOR, holds these shares for BEN MAY, H. A. SPENCER, SR., President of Atlanta Laundries, reportedly wrote the check in payment of these shares);



ANNIE F. SPENCER, Atlanta, Georgia, 1285 shares;  
H. A. SPENCER, SR.\*, Atlanta, 1482 shares;  
H. A. SPENCER, JR., Atlanta, Georgia, 100 shares;  
St. Denis J. Villere and Company\*, New Orleans, Louisiana;  
718 shares (This company, according to BELFOR, composed  
in part of ERNEST VILLERE, a director of Atlanta Laundries);  
A. J. WEINBERG\*, Atlanta, Georgia, 217 shares (Executive  
Vice President of National Linen);  
T. A. MARTIN, Atlanta, Georgia, 650 shares.

The above named are the dominant stockholders of Atlanta Laundries who, according to BELFOR, are controlled by A. J. WEINBERG and others who are the dominant stockholders and directors of National Linen. The asterisk beside the above named indicate those report to be stockholders of National Linen.

BELFOR produced a report of Dun and Bradstreet, Atlanta, Georgia, dated May 28, 1952 together with a supplementary report of the company dated August 18, 1952 pertaining to Atlanta Laundries which, he said, reflected how a scheme of operation was put into action by controlling stockholders and/or those in power to maneuver and manipulate company operations to obtain stock for themselves at a price lower than the asset value of the stock and to cause the business to fail and to ultimately go into bankruptcy.

Asset value of Atlanta Laundries' common stock in 1946, BELFOR stated, was approximately \$26 per share plus the equitable distribution of real estate according to information furnished to him by RUSSELL BAKER (see Page 17 for information regarding BAKER).

BELFOR stated the principal party behind the MAY Brothers, SPENCER, SR. and HERBERT HAAS, attorney for Atlanta Laundries and National Linen, is A. J. WEINBERG of National Linen who is using these men as fronts to obtain Atlanta Laundries stock. The Real capital used to obtain the stock, reportedly, was money of the First National Bank, Atlanta, borrowed on behalf of Atlanta Laundries. The objectives of the above group, he said, are (1) to remain in control of Atlanta Laundries to prevent it from engaging in the linen supply business and to prevent any of its plants to be used in the linen supply business; (2) to prevent Atlanta Laundries from recovering stock it owns in National Linen; and (3) to eventually monopolize the laundry, as well as the linen business, in the Atlanta area in connection with Associated Baby Services, Incorporated.



In regard to the first Dun and Bradstreet report dated May 28, 1952 BELFOR stated the current investigation section, page 8, specifically points out the plans of Atlanta Laundries to call in for redemption all outstanding first and second preferred stocks by July 1, 1952. Retirement of the preferred stocks reportedly would involve \$490,000. A loan of \$500,000 from a local bank was indicated as being available to handle retirement of the stocks.

The report further reflects that in addition to the retirement of all outstanding preferred stock that H. A. SPENCER, HERBERT HAAS, BEN MAY and ARMAND MAY formerly declared their willingness to purchase outstanding shares of common stock of the company which may be offered to them and that all such stock would be purchased at \$10 per share. The report pointed out that the \$10 per share price was considerably less than the present market value and that the above persons desired to purchase at least 15,000 shares of the total outstanding 25,490 shares in order to hold a controlling interest. Three of the above individuals were reported at that time to hold 2,835 shares of the outstanding common stock and that in the event a sufficient number of common stockholders did not desire to sell their shares of common stock, the board of directors had authorized a sale to all of the above named of 8,000 shares of unissued common stock at \$10 per share, provided the stock was purchased on or before July 1, 1952.

A copy of the above report was furnished by BELFOR and has been designated as Exhibit I of this report.

BELFOR stated the above plan is further evidence of a pre-conceived scheme to obtain control of stock of Atlanta Laundries through special consideration and by a method not available to other stockholders of the company. BELFOR stated that the above plan, in his opinion, means that the last step of the method devised by those in power to obtain control and to remain in control of Atlanta Laundries by pretended legal means has been taken. The whole plan he said, from the beginning, was a fraud and a scheme to obtain and maintain a monopoly and to use funds of the public to accomplish it.

Dun and Bradstreet's supplemental report dated August 18, 1952 reflected that on August 11, 1952 H. A. SPENCER advised that the proposed plan mentioned above had been accomplished at a cost of \$496,000 and that the funds to cover the operation had been borrowed from a local bank.



BELFOR furnished a copy of the above report which has been designated as Exhibit II of this report.

BELFOR related that further support of his contentions concerning National Linen's alleged illegal business practices is illustrated by difficulties presently being encountered by JOSEPH, ABNER and BERNARD COHEN, who own and operate Apex Linen Service, Atlanta, Georgia. ABNER and JOSEPH COHEN, according to BELFOR, recently advised him the Officers' Club account of Apex Linen at Fort McPherson, Georgia is one of several accounts in which illegal practices are being employed by National Linen to obtain their business or to force prices of Apex down below prevailing prices in the Atlanta area in order for Apex to maintain the business. No further details in this regard were known to BELFOR. The COHEN brothers, however, according to BELFOR, advised that they would be glad to furnish numerous additional instances with specific detail of transactions which they believe are violations of the antitrust laws by National Linen which directly affected them. BELFOR stated the COHEN brothers have indicated they can furnish information that price cuts to customers of Apex are being offered by National Linen which are lower than the current price that National Linen makes to customers in the Atlanta area and that this action is being taken in furtherance of a threat to cause them to suffer losses because of their continuing refusal to sell Apex Linen to National Linen.

BELFOR stated that ABNER COHEN stated that one valued customer of Apex was approached by National Linen with an offer to supply service at a cut price of approximately \$1500 for one year's requirements together with a suggestion that if Apex met the cut in price to retain the patronage, that they, Apex, be required to put up \$1500 in cash to assure the customer that the services for the entire year at the reduced price would be made. Apex reportedly put up the \$1500 and maintained the service to the customer, at the cut price.

BELFOR pointed out that Apex Linen Supply Company was formed several years ago by the COHEN brothers as a result of certain inducements to them by Rich's Incorporated, a large and leading department store in Atlanta, Georgia. Following formation of Apex, Rich's Incorporated became one of the principal accounts of Apex. BELFOR continued that Apex recently lost the Rich's Incorporated business for reasons unknown to him.



BELFOR advised that B. A. KESLER was employed by National Linen from 1937 until approximately June of 1952, except for a period during World War II when he was in the armed services. KESLER was in charge of approximately 56 route drivers operating from the Atlanta Plant of National Linen, and directed them in carrying out the policies of National Linen. According to BELFOR, KESLER told him that National Linen's policies are similar to those referred to in an indictment returned by the Government against Consolidated Laundries and other linen suppliers in the New York area. More specific detail in this regard was not furnished by BELFOR, nor further identifying data regarding the case. BELFOR stated that KESLER had furnished to him a list of the names of drivers that were under his supervision while he was employed by National Linen from whom specific facts relative to the manner in which the drivers carried out his instructions could be obtained.

A list of the above mentioned drivers was obtained from BELFOR and has been designated as Exhibit III of this report.

KESLER reportedly advised BELFOR that he is willing to supply specific facts in regard to transactions that he personally knows about as having occurred in Georgia and other states in connection with the methods used by National Linen to compel competitors to sell out to National Linen and to maintain prices set by National Linen. KESLER, according to BELFOR, can furnish copies of price lists of National Linen to the trade through the National Association of Linen Suppliers. BELFOR further stated that KESLER is well informed and will make information in his possession available to the Government if requested to do so.

BELFOR stated that THOMAS L. ELVINS, 1061 Eden Avenue, Atlanta, Georgia, formerly operated a laundry and linen supply service in Miami, Florida, under the name of Southern Laundry, Inc. ELVINS sold this business in 1946 and accepted employment with the United States Government as a laundry specialist. ELVINS gave up this employment in September, 1951, to accept employment by Atlanta Laundries as Production Manager to supervise six plants. ELVINS was later elected Executive Vice-President in Charge of Production.

BELFOR stated that ELVINS installed at the Excelsor Plant of Atlanta Laundries equipment purchased by W. S. ERWOOD but not installed by ERWOOD during the time ERWOOD was President of the company. This



equipment, according to BELFOR, is now in operation and reportedly is particularly suited for the efficient laundrying of a linen service operation in distinction to a general laundry operation. ELVINS rearranged the Excelsor Plant to facilitate its use in the conduct of a linen business. He rearranged plant operations at the Capital City and American Plants for the handling of a general laundry operation and planned the modernization of the Piedmont Plant by removal of equipment from the Marietta Plant, then shut down. ELVINS also contemplated the use of the former Troy Plant in the conduct of a linen business. All of the above named plants, BELFOR said, are located in Atlanta, Georgia. One other plant, the Decatur Laundry, is located at Decatur, Georgia.

BELFOR stated that as soon as ELVINS communicated his contemplated plans to his superiors to provide for the operation of a linen business at plants formerly operated in the linen business by Atlanta Laundries, he was called into the office of HERBERT J. HAAS, Counsel for the Atlanta Laundries and for National Linen, and in the presence of JOHN OLIVER, Chairman of the Board of Directors of Atlanta Laundries, informed by HAAS that his services would no longer be required from that moment. HAAS reportedly advised ELVINS that H. A. SPENCER, SR. had obtained control of Atlanta Laundries and was assuming the office of President as of April 22, 1952. BELFOR pointed out that although S. R. GREENBLATT held the office of President at the time ELVINS was made Executive Vice-President that GREENBLATT had been on a leave of absence without pay and that the entire management of Atlanta Laundries was conducted by ELVINS.

BELFOR continued that ELVINS during his time in office had carefully investigated laundry operations in Atlanta, Georgia, for the previous period of 25 years, and thereby learned that every laundry that had engaged in a linen supply service enjoyed great prosperity. ELVINS also made a survey of all competing linen suppliers in the Atlanta area and examined their plants and facilities, after which he concluded, according to BELFOR, that the Excelsor Plant was more modernly equipped and better suited for efficient and economical operation of a linen service than any other plant including the Atlanta Linen Supply Plant of National Linen. ELVINS reportedly also concluded that the American, Piedmont, Capital City and Troy Plants were each well suited for use in the conduct of a linen business. These plants formerly operated in the linen business prior to National Linen's formation in 1928.



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By written agreement between Atlanta Laundries and National Linen the above plants, BELFOR stated, were not to function in linen services for a period of 10 years. Laundry operations in each plant, however, were to continue.

BELFOR stated that ELVINS furnished him with a voluntary sworn statement dated May 17, 1952, reflecting the circumstances leading up to the seizure of the control of the Atlanta Laundries by H. A. SPENCER, SR.

A copy of ELVINS' statement has been obtained and has been designated as Exhibit IV of this report.

BELFOR advised that RUSSELL BAKER became an officer of Atlanta Laundries at about the time of its creation in 1928 and remained continuously in various offices of the company until he relinquished the presidency in September, 1950, in favor of W. S. ERWOOD. BAKER then became Vice-President under ERWOOD and later resigned in March, 1951. BELFOR said that BAKER informed him that Atlanta Laundries engaged in the linen business from the time of its formation until the time of the formation of National Linen in approximately October, 1928. The operations of National Linen in the beginning, as well as their corporate meetings were conducted from the premises of Atlanta Laundries. BELFOR stated that BAKER had advised that Atlanta Laundries paid \$15,000 a year in salary to its President, GEORGE H. FAUSS, and more than \$12,000 per year to its Executive Vice-President, T. A. MARTIN, both of whom functioned as Directors of National Linen, thus making available to National Linen their experience of a lifetime. These men reportedly thereafter transferred to National Linen from Atlanta Laundries many of the key technicians such as engineers, automotive experts, laundry superintendents and skilled route men.

Prior to National Linen's formation in 1928, all of the employees of Atlanta Laundries were required to sign restrictive agreements against engaging in competition to Atlanta Laundries or their assigns, thereby restricting them against competing with National Linen. BELFOR stated all of the officers and stock holders of each of the 10 laundries merged into Atlanta Laundries in January, 1928, similarly signed restrictive agreements preventing them from engaging in competition to Atlanta Laundries or its assigns in a radius of 50 miles of Atlanta.



Copies of these agreements dated in 1927, of which 9 are available, are not legible in all instances; however, each contains a restrictive clause as indicated above by BELFOR. These documents have been designated as Exhibit V of this report. BELFOR stated that the agreement signed by MARIE L. WILSON dated December 31, 1927, and the agreement signed by Mrs. MARION F. WILSON, T. C. PERKINS and JOSEPH F. WILSON demonstrate that every stock holder of the 10 consolidating companies signed restrictive agreements on or about January 13, 1928.

Also included in this exhibit are: (1) An agreement dated April 24, 1928, between THEODORE MAYER, E. M. MITCHELL and W. M. VANDERGRIFF, and Atlanta Laundries, Inc., which BELFOR stated reflects under Paragraph J, Pages 6 and 7, the pattern of all restrictive agreements used after that date by National Linen and associated companies; (2) An agreement entered into November 16, 1927, between Capital City Laundries Company and GEORGE W. ROBINSON, which BELFOR stated contains: (a) A restrictive agreement on Page 7, Paragraph K of Section 4, similar to the restrictive agreements reflected in other documents contained in Exhibit V, and (b) Provides for control of stock by bankers on Page 13.

The written agreement that Atlanta Laundries entered into for the formation of National Linen provided that Atlanta Laundries was restricted from engaging in the linen business in various described southeastern states, as well as any other state in which National Linen might thereafter open a plant. This agreement reportedly was in the custody of BAKER while he was Secretary of Atlanta Laundries. A copy of this agreement, according to BELFOR, is attached as Exhibit C in the law suits of Tucker versus National Linen, a copy of which suits is reported to be in possession of the Department.

BELFOR continued that BAKER submitted figures to the Directors of Atlanta Laundries in approximately 1946 showing that the assets of Atlanta Laundries then had a realizable value sufficient to retire all of the preferred stock and distribute to each common stock holder about \$26 a share. The company reportedly would still be possessed of unencumbered real estate after the above action that it then and presently owns.

BELFOR produced a copy of the above mentioned figures used by BAKER in arriving at the above data. This paper has been designated Exhibit VI of this report.



BAKER further pointed out, BELFOR stated, that the 16,165 shares of National Linen common stock that Atlanta Laundries actually came into possession of a certificate for was artfully acquired from Atlanta Laundries by agents of the controlling stock holders of National Linen for a fractional part of their real value. BELFOR estimated the true value of the stock today to be in excess of \$3,000,000.

Sworn testimony of BAKER reportedly is presently on file in the United States District Court, Atlanta, Georgia, in case entitled "Atlanta Laundries, Inc., versus GEORGE H. FAUSS and T. A. MARTIN", wherein BAKER swore that neither he nor any other officer of Atlanta Laundries had knowledge prior to the institution of that suit that Atlanta Laundries and Laundries and Dry Cleaning Service, Inc. together owned 10,278 additional shares of National Linen common stock for which said companies have to this date not received a certificate evidencing ownership thereof.

A copy of the above mentioned testimony was made available by BELFOR which reflects BAKER's testimony beginning on Page 43. This testimony has been designated as Exhibit VII of this report, and is to be returned to BELFOR when it has served its purpose.

BELFOR stated BAKER advised him that HERBERT J. HAAS acted as Counsel for National Linen and Atlanta Laundries at all times from the time of formation of each corporation until the date of HAAS' recent death, and that through HAAS the affairs of Atlanta Laundries were controlled. Atlanta Laundries was never permitted to engage in the linen business after the expiration of the 10-year restrictive agreement between the companies signed in 1928.

BELFOR furnished the following information regarding WILLIAM S. ERWOOD, President of Atlanta Laundries from September, 1950, to February 1, 1952:

PHILIP WELTNER was Chairman of the Board of Directors of Atlanta Laundries in 1950 and he employed ERWOOD on the recommendation of H. A. SPENCER, SR., who is the current President of Atlanta Laundries. The report of WELTNER to the stockholders of Atlanta Laundries for the year 1950 makes reference to the careful study of each of Atlanta Laundries' six plants by ERWOOD and to the company's modernization program under



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ERWOOD's direction in which the Excelsor Plant was thoroughly modernized.

A copy of the pertinent pages of this report has been made available by BELFOR and has been designated as Exhibit VIII of this report.

ERWOOD recommended to the Board of Directors an expenditure of \$60,000 for a linen supply operation but his recommendation was not followed for reasons unknown to him.

ERWOOD was employed at a salary of \$15,000 a year, plus a bonus to be based on the amount of the company's profitable operation. ERWOOD reportedly was informed at the time of his employment that as soon as the laundry operation of the company was operating profitably that a linen operation would then be considered. After approximately one year ERWOOD informed the Directors that he would return to his former connection in Miami, Florida, if a linen operation were not resumed by Atlanta Laundries.

ERWOOD reportedly can verify the fact that Directors controlling Atlanta Laundries prevented him from causing Atlanta Laundries to engage in the linen business. Without the linen business ERWOOD concluded that Atlanta Laundries could not operate profitably.

BELFOR stated the annual report of Atlanta Laundries dated May 14, 1952, reflected the resignation of ERWOOD and the election of H. A. SPENCER, SR., in addition to reflecting the solvent condition of the company in further support of his claims.

A copy of the above report has been made available by BELFOR and has been designated as Exhibit IX of this report.

BELFOR related that PHILIP WELTNER is an attorney in Atlanta, Georgia, whose practice in recent years was largely devoted to the reorganization of various industries and educational institutions. WELTNER was employed by Atlanta Laundries in May, 1949, as Chairman of the Board of Directors at a salary of \$15,000 a year. He resigned that office on February 1, 1952. His principal function was to obtain for Atlanta Laundries competent management. As a step toward this end WELTNER selected W. S. ERWOOD as President of Atlanta Laundries after carefully investigating his successful operations in the laundry and linen business in Miami, Florida, during the previous 13 years.



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BELFOR stated WELTNER can verify: (1) The careful modernization program carried into effect by ERWOOD together with the proposed operation of a linen supply department, and (2) That when no linen business was accepted ERWOOD left the company and that he, WELTNER, resigned his position the same day.

BELFOR continued that H. NEIL ANDREWS was Assistant United States Attorney in Atlanta, Georgia, a few years ago when a suit was filed in Atlanta, Georgia, by National Linen against J. T. ROSE, Collector. In that litigation the issues reportedly included facts pertaining to the formation of National Linen and the issuance of its stock to Atlanta Laundries, Laundries and Dry Cleaning Service, Inc., SIDNEY W. SOUERS and Southern Linen Supply Corporation. The file of the United States Attorney in that litigation, according to BELFOR, furnished a clue in regard to the existence of pertinent records which should have been found in the possession of Atlanta Laundries but were not.

After ANDREWS ceased to be United States Attorney, BELFOR said ANDREWS was employed by I. M. WEINSTEIN on behalf of Consolidated Laundries to intercede in their behalf with the Department of Justice at the time the Anti-trust Division was re-examining the conduct of operations of Consolidated Laundries in the New York City area with a view of re-indicting them.

BELFOR related he has asked ANDREWS if he would be willing to add the knowledge that he personally possessed in that matter to that which he, BELFOR, proposed to bring to the attention of the Attorney General. ANDREWS' answer reportedly was that he would be delighted to render any assistance that he would be called upon to give, but that he felt that he should mention the fact that some time before June, 1952, someone on behalf of I. M. WEINSTEIN, the Executive Head of both National Linen and Consolidated Laundries, had employed him on behalf of Consolidated and that his knowledge as to National Linen was not in conflict with any that he had gained out of such employment that he would be entirely willing to be of assistance to the Attorney General.

BELFOR continued that RICHARD L. PORTER, JR., presently employed with the Department of Justice, Washington, D. C., who was attached to the Anti-trust Division in the New Orleans office prior to November 6, 1943, conferred with him at great length at New Orleans and had examined voluminous records then in his official custody. BELFOR at that time was associated with the Office of the Attorney General of the State of Louisiana and conducting an investigation on behalf of the State Banking Department of the affairs of the Canal Bank, the Hibernia Bank and others in Louisiana. The letters PORTER wrote to BELFOR are said to be located in the files of the Department at Washington, D. C.



BELFOR stated that when he conferred with Mr. SAMUAL FLATOW of the Department on January 20, 1953, Mr. FLATOW informed him that he had previously conferred at length with PORTER and obtained from him information in his possession concerning alleged anti-trust violations in this matter.

SIDNEY H. VICKNAIR was Secretary of National Linen from 1928 until approximately March 17, 1953. His services were voluntarily terminated by his own decision. Since that time, BELFOR stated, VICKNAIR has been retired by National Linen at full pay of approximately \$30,000 to \$35,000 per year. This information reportedly is reflected by the last proxy approved by the SEC in August, 1952. VICKNAIR reportedly worked closely with B. A. KESLER and would be in a position to give important information in regard to National Linen policies followed nationally in respect to price fixing by National Linen throughout the area in which it operates and in regard to contemplated mergers by National Linen and Consolidated Laundries. VICKNAIR resides in Biloxi, Mississippi, and can be contacted in Atlanta, Georgia, through his son, S. H. VICKNAIR, JR.

\* \* \* \*

Insofar as inter-locking Directors of National Linen and Atlanta Laundries can be charted, BELFOR made reference to the Certificate of Incorporation, Charter and Minutes of National Linen which he stated had been furnished by him to Mr. FLATOW of the Department on January 20, 1953. He stated that these documents will reflect that the dominant Directors of National Linen from the time of its creation in 1928 were at the same time the dominant Directors of Atlanta Laundries. Continuance of such domination by this group reportedly was assured under a voting trust agreement which in practice remained in effect for 10 years from 1928. This agreement reportedly remained in effect in consequence of the things done in a fraudulent re-organization of Atlanta Laundries under the bankruptcy statutes. BELFOR stated that the averments contained in the Tucker suits previously mentioned in this report, contained paragraphs charting the inter-locking stock holders and Directors of National Linen and Atlanta Laundries. BELFOR furnished a copy of a Record of Transfers of National Linen Service Corporation of the Canal Bank and Trust Company, Transfer Agent, New Orleans, Louisiana, dated November 16, 1928, etc., reflecting information pertaining to Certificates Surrendered and Certificates



Issued which bear the names of SOUERS, MOSS, MC CLELLAN, WEINSTEIN, JACOBS, WEINBERG and CHARLES LEFTWICH, and a sheet containing a list of the Boards of Directors of Atlanta Laundries and Laundries and Dry Cleaning Service, Inc., the source of which is unknown. The latter document also includes the names of SOUERS, MC CLELLAN, WEINSTEIN, JACOBS, WEINBERG, and LEFTWICH, among others.

A copy of the above documents was obtained and has been designated as Exhibit X of this report.

(A) Secondary Evidence

BELFOR stated information relative to the location of secondary evidence in most instances can be furnished by him in the event of an investigation of this matter by the F.B.I. if original evidence is not available.

(B) Persons Allegedly Responsible for Violations of Anti-trust Statutes by National Linen Service Corporation

The following persons were named by BELFOR as "living persons who are the dominant heads of the conspiracy to obtain and maintain a monopoly of the linen business and who are responsible for violations of anti-trust laws by National Linen and others". This opinion, he said, is based on his knowledge of documentary evidence which exists and is generally available.

SIDNEY W. SOUERS, Chairman of the Board of Directors  
I. M. WEINSTEIN, President  
J. B. JACOBS, Executive Vice-President  
A. J. WEINBERG, Vice-President and Treasurer

All of the above are residents of Atlanta, Georgia, with the exception of SOUERS who resides in St. Louis, Missouri. BELFOR pointed out that SOUERS also maintains a residence in Washington, D. C. From 1950 until January 20, 1953, SOUERS was a Special Consultant to President TRUMAN.

From 1924 to 1930 SIDNEY W. SOUERS was Executive Vice-President of the Canal Bank and Trust Company of New Orleans, Louisiana, and as such reportedly worked closely with JAMES P. BUTLER, President of that bank. ROGERS CALDWELL of Nashville, Tennessee, through Caldwell and Company, was a dominant stock holder of the Canal Bank at that time.



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SOUERS, BUTLER and CALDWELL, BELFOR stated, together caused the funds of the Canal Bank to be used to obtain control of banks, insurance companies, industrial enterprises, and through such control to monopolize the linen business as well as other businesses.

BELFOR made available copies of letters to SIDNEY W. SOUERS from W. IRVING MOSS, Secretary of Laundries and Dry Cleaning Service, Inc., New Orleans, Louisiana, dated August 5, 1928, and from HERBERT J. HAAS, attorney, Atlanta, Georgia, dated August 4, 1928, which he stated are pertinent to the distribution of National Linen stock to Directors of Atlanta Laundries who were to serve as Directors of National Linen. BELFOR continued that Paragraph 2 of the HAAS letter to SOUERS set out herein, is the vital part of this letter.

"Mr. Robertson discussed a matter over the 'phone with me this morning about the distribution of common stock among the officials of Atlanta Laundries, and I fully concur in his suggestion that no official, by reason of his position, is entitled to any stock. The stock belongs to the corporation which is paying the salaries of its officers, and much criticism could rightfully be directed at any officer who was allotted stock out of the stock which rightfully belongs to the corporation. We have a number of people who are only too willing to criticize."

The fourth paragraph of the MOSS letter to SOUERS, according to BELFOR, set forth hereinafter, is also pertinent to the plan for distribution of National Linen stock to Directors of Atlanta Laundries who were to serve as Directors of National Linen.

"In addition to Mr. McClellan, Mr. Faust, Mr. Mayes, and Mr. Martin are to receive each 1,000 shares of the common stock from the Atlanta Laundry Company out of the common stock which it will receive."

BELFOR also produced a copy of a letter to Mr. B. C. MC CLELLAND from SIDNEY W. SOUERS dated September 14, 1928, the text of which is set out below, relative to the joint underwriting of National Linen bonds in addition to a schedule of expenses to handle the underwriting.

"Dear Mac:-



AT 60-149

Under the contract between you and me as underwriters of the Bonds of the National Linen Service Corporation, we agreed to pay expenses up to \$1,000.00.

As you can readily see, this means that we are stuck for \$1,000.00. I shall appreciate it, therefore, if you will give me your check for 15/40 of this amount, or \$375.00.

The expenses will have amounted to \$15,000.00 or \$20,000.00, so there can be no question but that we will have to pay the \$1,000.00.

Very truly yours,"

BELFOR stated that 50,000 shares of National Linen was received by SOUERS in connection with the above matter.

A copy of each of the above referred to letters was obtained and has been designated as Exhibit XI of this report.

(C) Alleged Interstate Business Activities of National Linen Service Corporation

BELFOR advised that National Linen route men from the states of Florida, Tennessee, South Carolina, and possibly Alabama, service customers of National Linen in Georgia. The Jacksonville, Florida, Plant services Brunswick and Waycross, Georgia, and the surrounding area. The Chattanooga, Tennessee, Plant services the area surrounding Calhoun and Blue Ridge, Georgia. The Greenville, South Carolina, Plant services the area in the vicinity of Toccoa, Georgia; and the Columbia, South Carolina, Plant services the area surrounding Augusta, Washington and Elberton, Georgia. National Linen reportedly also does not adhere to state boundaries in other parts of the country as to the scope of their operations as they have endeavored to do within the state of Georgia. BELFOR pointed out that route men from the Atlanta plants of National Linen heretofore crossed state boundaries to service customers beyond the state of Georgia; however, do not presently follow this policy.

(D) Miscellaneous

BELFOR was insistent during the course of interviews in this matter that the following information concerning Associated Baby Services, Inc., whose principal offices are located in New York City, be brought



to the attention of the Department in connection with previously reported allegations. Laundry and Dry Cleaning Service, Inc., New Orleans, Louisiana, whose name was changed by charter amendment to Crescent City Laundries, Inc., was succeeded "overnight" by a Delaware corporation known as New Orleans Laundries, Inc., in July of 1942. All of the stock of New Orleans Laundries, Inc., was subsequently turned over to Associated Baby Services, Inc. Associated Baby Services, Inc., was chartered on May 15, 1944, and is principally a holding company for 11 or more operating companies, including New Orleans Laundries, Inc. Its officers, who are also officers of New Orleans Laundries, have for many years continued negotiations and activities looking forward to the acquisition of the operating plants of Atlanta Laundries as well as other competing operating laundry plants. Two of these plants in particular are reported to be Chesterfield Laundries, Inc., and Stoddard Cleaners, Inc., both located in Atlanta, Georgia, of which H. A. SPENCER, SR., currently President of Atlanta Laundries, is also the Executive Head. The eventual plan, according to BELFOR is to bring about a merger of Consolidated Laundries in New York with National Linen and the operation of large laundry plants throughout the country through Associated Baby Services, Inc., to compete with any laundry that conducts any independent linen supply business in competition to National Linen.

\* \* \* \*

Following a meeting of the stock holders of Atlanta Laundries in Atlanta, Georgia, March 23, 1953, BELFOR immediately advised the reporting Agent that as a result of developments at the above meeting he intended to file a civil suit in the United States District Court, Atlanta, Georgia, against National Linen for triple damages and reasonable attorney fees, in which he would allege that organizers of National Linen conceived a scheme to establish and maintain a monopoly of the linen business. BELFOR also stated that information previously furnished to this office in this matter is old, obsolete and secondhand in view of developments at the meeting of stockholders. BELFOR stated he had advised officers of Atlanta Laundries, Inc., and other persons that he had made facts in this matter in his possession known to the Department and to the F.B.I. He stated he intended to write a letter to the Department on March 24, 1953, explaining current developments. He also advised he would make available to the Atlanta Office a copy of his letter to the Department. This letter had not been written by BELFOR as of April 2, 1953.



AT 60-149

Later on the above date BELFOR again contacted the Atlanta Office and requested the documents contained in the file of United States Attorney J. ELLIS MUNDY being retained at that time by the Atlanta Office be forwarded to the Department. BELFOR contacted United States Attorney MUNDY in this regard and requested him to authorize and instruct the Atlanta Office to forward the above file to the Department.

On the same date Mr. MUNDY telephonically contacted the Atlanta Office and advised of BELFOR's call and requested the file be forwarded to the Department in line with BELFOR's request inasmuch as the entire file consists of material originally furnished to him by BELFOR. In accordance with Mr. MUNDY's authorization and request, the file was forwarded to the Bureau for transmittal to the Department on March 24, 1953.

On March 26, 1953, BELFOR stated he was handicapped in the further presentation of the facts in this matter by the fact that the above referred to file forwarded to the Department contained information of importance to the continued discussion of the facts; however, that he would endeavor to locate additional copies of pertinent documents and attempt to furnish requested information.

In further regard to the above mentioned civil suit, BELFOR stated one of the counts will be to seek (1) to compel National Linen to issue to Atlanta Laundries and Laundry and Dry Cleaning Service, Inc., a certificate evidencing ownership of common stock of National Linen, (2) to cancel existing certificates evidencing ownership of common stock of National Linen fraudulently issued by it to certain inter-locking Directors of National Linen and Atlanta Laundries, without consideration, in furtherance of a conspiracy to establish and maintain a monopoly, and (3) incident thereto, to defraud Atlanta Laundries and its innocent stock holders of its shares of stock in National Linen belonging to Atlanta Laundries. Another count, he said, will seek to restrain the dominant officers and stock holders of National Linen from continuing to restrain Atlanta Laundries from engaging its plants and facilities in the conduct of a linen business in the Atlanta area.

BELFOR further advised he filed two resolutions in the above stock holders meeting of Atlanta Laundries on March 23, 1953, on behalf of himself as a stock holder, and on behalf of some of his clients who are stock holders, as well as for other innocent stock holders.



AT 60-149

One resolution in part sought to have stock holders and Directors of Atlanta Laundries to take action to redress the wrongs to the corporation complained of at the annual stock holders meeting of March 24, 1952, and to permit minority stock holders reasonable access to corporate records. It is noted that BELFOR made no specific reference to the nature of the complaint filed at the stock holders meeting on March 24, 1952, and did not have available a copy of that resolution.

The second resolution filed by BELFOR on March 23, 1953, at the above stock holders meeting requested Atlanta Laundries to take corporate notice of facts fraudulently concealed from the corporation which were brought to the attention of stock holders during the course of the meeting that day, which facts, he said, held that Atlanta Laundries and Laundry and Dry Cleaning Service, Inc., together became owners of 50,000 shares of common stock of National Linen in 1928, and had not received a certificate evidencing ownership of 10,287 shares.

A copy of the above resolutions was prepared from BELFOR's signed copies of the original resolutions and has been designated as Exhibit XII of this report.

### III CONCLUSION

BELFOR stated that from information furnished by him in this matter that there is no doubt in his opinion that National Linen has indulged in monopolistic and restrictive practices in Georgia and elsewhere to prevent competition in the linen business; that price fixing and/or price wars have been nurtured and sponsored by National Linen in furtherance of its monopolistic hold on the industry, and that a conspiracy has in the past and is currently being perpetrated by SIDNEY W. SOUERS and others in connection with National Linen's operations wherever that concern and controlled companies operate.

### ENCLOSURES

To Bureau:

Exhibit I - One copy of Dun and Bradstreet, Inc. report dated May 28, 1952, Re: Atlanta Laundries, Inc., and Gold Shield Launderers & Dry Cleaners, Atlanta, Georgia.



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- Exhibit II - One copy of Dun and Bradstreet, Inc., supplemental report dated August 18, 1952, Re: Atlanta Laundries, Inc., and Gold Shield Launderers & Dry Cleaners, Atlanta, Georgia.
- Exhibit III - List of route men and route men supervisors of National Linen Service Corporation, Atlanta, Georgia, during employment of B. A. KESLER.
- Exhibit IV - One copy of sworn statement of THOMAS L. ELVINS dated May 17, 1952.
- Exhibit V - One copy each of eleven alleged representative restrictive agreements between employees, officers and stock holders of each of ten laundries merged into Atlanta Laundries, Inc. in January, 1928.
- Exhibit VI - One copy of rough draft computations of RUSSELL BAKER (not specifically identified as prepared by BAKER) in computing value of Atlanta Laundries, Inc. common stock in 1946.
- Exhibit VII - One copy of testimony taken in case of Atlanta Laundries, Inc. vs. GEORGE H. FAUSS and T. A. MARTIN, reflecting testimony of RUSSELL BAKER on Page 43.
- Exhibit VIII - One copy of portion of report of PHILIP WELTNER to stock holders of Atlanta Laundries, Inc., for year ended December 31, 1950.
- Exhibit IX - One copy of report of W. C. HUDSON, Treasurer, to stock holders of Atlanta Laundries, Inc., for year ended December 31, 1951.
- Exhibit X - One copy of Record of Transfers of National Linen Service Corporation, Canal Bank and Trust Company, New Orleans, Louisiana - Transfer Agent, dated November 16, 1928, etc., reflecting Certificates Surrendered and Certificates Issued,  
(2) One copy of sheet reflecting Boards of Directors of Atlanta Laundries, Inc., National Linen Service, Inc., and Laundry and Dry Cleaning Service, Inc., from August 23, 1928, to January 1, 1930.



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- Exhibit XI - One copy each, letter of HERBERT J. HAAS to SIDNEY W. SOUERS dated August 4, 1928, and letter of W. IRVING MOSS to SIDNEY W. SOUERS dated August 5, 1928; letter of SIDNEY W. SOUERS to B. C. MC CLELLAN dated November 14, 1928, together with Schedule of Expenses Incident to Organization of ~~National~~ Linen Service Corporation.
- Exhibit XII - One copy each of two resolutions filed by HARRY W. BELFOR at the annual stock holders meeting of Atlanta Laundries, Inc., on March 23, 1953.

- P -



ADMINISTRATIVE PAGE

For the Bureau's information the report of SA R. E. PETERSON of the Nashville Division, dated September 9, 1935, entitled "National Linen Service Corporation, Anti-trust", Atlanta file 60-15, reflects information was received from MOE PEAR, National Linen Supply Company, Nashville, Tennessee, that National Linen Service Corporation was violating anti-trust statutes through the monopoly of the linen business which monopoly was effected by mergers and unfair price cutting.

A copy of the above report was furnished to the Atlanta Office for informational purposes inasmuch as affiliated plants of National Linen Service Corporation were located within the Atlanta Division. No investigation was conducted by the Atlanta Office at that time.

[redacted]  
[redacted] voluntarily furnished the following information on a confidential basis to SA C. DALLAS MOBLEY [redacted]

[redacted] He advises that BELFOR has in the past [redacted] litigation against the Atlanta Laundries. [redacted]

[redacted] advised that BELFOR was honest and enjoyed a good reputation. He was of the opinion that BELFOR [redacted]

[redacted] had not been successful financially in the practice of law.

[redacted] described BELFOR as being a "fanatic" on the subject of fraud, who [redacted] has devoted himself to this one case involving the laundry industry. [redacted] was of the opinion that BELFOR was obsessed with the idea that fraud existed in this matter [redacted]

[redacted] was of the opinion that since BELFOR [redacted] had been in court on numerous occasions, that the matter was fully judicated and was being kept alive by BELFOR's fanaticism on the subject of fraud. [redacted] identity should not be divulged in connection with the above.

BELFOR, on one occasion following the meeting of the stock holders of Atlanta Laundries on March 23, 1953, stated to the reporting



AT 60-149

agent that he intended to bring a suit against National Linen one way or another, civilly or criminally. He stated that with a new administration in office the Department may now look favorably upon his complaints and institute appropriate action against National Linen.

It is pointed out that BELFOR during interviews was very enthusiastic and eager to present his allegations. He said that for 17 years this matter had been a personal crusade to which he had devoted countless days in developing the facts and accumulating evidence to prove to the Government, State or Federal, that violations of anti-trust statutes have been and are being perpetrated by National Linen and controlled companies.

On several occasions, according to his own statements after the initial interview with him on March 5, 1953, BELFOR undertook on his own initiative to intercede with the United States Attorney, Atlanta, Georgia, and others in an endeavor to gather additional documentary material to assist him in presenting his claims. These actions were taken by BELFOR after being advised by the reporting Agent that the F.B.I. did not intend at this time to contact other sources for additional information. BELFOR was reminded of the initial conversation with him on March 5, 1953, in which he was advised that this preliminary investigation was being conducted at the specific request of Acting Assistant Attorney General EDWARD P. HODGES, and that information desired would be confined to information that he could supply.

On March 11, 1953, BELFOR advised he had made numerous calls to officials of a local bank and to H. A. SPENCER of Atlanta Laundries in an endeavor to obtain additional documents or records he desired to produce to confirm certain information furnished by him. He stated further that when he had been refused the requested documents or records he had advised that the records were being requested to provide information for the F.B.I. He also stated that he asked the people contacted by him if they would make requested material available to a representative of the F.B.I. if such representative would accompany him to their offices.

BELFOR stated that if authority or instructions to delve further into the matter at this time was all that the Bureau needed, that he would personally telephonically make appropriate contact in Washington, D. C., to obtain such authority for the Bureau in writing.



AT 60-149

LEAD

ATLANTA DIVISION

At Atlanta, Georgia

Will conduct such additional investigation as the Bureau may direct.

REFERENCE

Bulet to Atlanta, 2/19/53.  
Atlanta air-tel to Bureau, 3/7/53.  
Butel to Atlanta, 3/9/53.  
Atlanta air-tel to Bureau, 3/9/53.  
Buair-tel to Atlanta, 3/10/53.  
Atlanta air-tel to Bureau, 3/12/53.  
Atlanta air-tel to Bureau, 3/23/53.  
Atlanta let to Bureau, 3/24/53.  
Buair-tel to Atlanta, 3/24/53.  
Atlanta let to Bureau, 3/27/53.  
Atlanta air-tel to Bureau, 4/6/53.



## Office Memorandum • UNITED STATES GOVERNMENT

TO : Mr. Ladd

DATE: April 27, 1953

FROM : Mr. Rosen

SUBJECT: NATIONAL LINEN SERVICE CORPORATION  
LINEN SERVICE INDUSTRY IN THE SOUTH  
ANTITRUST

|            |   |
|------------|---|
| Tolson     | ✓ |
| Ladd       | ✓ |
| Nichols    | ✓ |
| Belmont    | ✓ |
| Clegg      | ✓ |
| Glavin     | ✓ |
| Harbo      | ✓ |
| Rosen      | ✓ |
| Tracy      | ✓ |
| Laughlin   | ✓ |
| Mohr       | ✓ |
| Winterrowd | ✓ |
| Tele. Rm.  | ✓ |
| Holloman   | ✓ |
| Gandy      | ✓ |

SYNOPSIS:

An Atlanta, Georgia, attorney who is the complainant in this matter has been interviewed pursuant to request of the Antitrust Division. The complainant alleges that National Linen Service Corporation has for many years organized and maintained a monopoly of the linen rental supply business throughout the South. The conspiracy to monopolize this industry allegedly originated about 1928. Admiral Sidney W. Souers, who was an aide to President Truman, is Chairman of the Board of subject company and according to complainant is one of the persons instrumental in effectuating the alleged monopoly. No investigation has been conducted to substantiate information furnished by complainant who has for years urged the Antitrust Division to proceed against subject. Results of investigation furnished to Antitrust Division and no further investigation will be conducted in the absence of an Antitrust Division request.

DETAILS:

By memorandum dated February 17, 1953, the Antitrust Division requested that the Bureau interview Harry W. Belfor, an Atlanta, Georgia, attorney who had earlier furnished information to the Department indicating a possible Antitrust violation on the part of the National Linen Service Corporation. It was indicated that Belfor claimed to have a great amount of material relative to his allegations and it was requested that we interview him to thoroughly explore the information he has and obtain any documentary evidence he might have in support of the allegations.

Briefly, Belfor alleged that captioned company and the persons controlling the company have been engaged in a conspiracy which originated in 1928 which has as its purpose the monopolization of the linen service industry throughout the southern part of the United States. This industry deals with loaning towels, sheets, coats, and other linens; collecting them after use; relaundering and redistributing them regularly.

JKP:enm

RECORDED

APR 30 1953

79 MAY 8 - 1953



Memorandum to Mr. Ladd

Subject company operates 45 plants in ten southern states and according to Belfor has succeeded in preventing the rise of competitors in this industry.

The complainant, Belfor, was interviewed by the Atlanta Office on various dates from March 5, through April 2, 1953, on a continuing day-to-day basis as he was available and a great amount of documentary material which he furnished was reviewed. Belfor alleges that Admiral Sidney W. Souers, who was an aide to President Truman, as Chairman of the Board of Directors of subject company is one of four persons primarily responsible for the conspiracy complained of. He stated that Admiral Souers originally became interested in the captioned industry in 1928, while he was an officer in a New Orleans bank which was used by subject company to handle the issuance of capital stock.

The only investigation requested by the Antitrust Division, namely, the interview of Belfor, has been completed and is set out in an Atlanta report dated April 13, 1953, which has been furnished to the Antitrust Division. The Antitrust Division intends to review the information and documents furnished by Belfor to determine whether any further investigation of his allegations is warranted.

ACTION:

This is for your information.

We will, of course, conduct no further investigation of this matter except upon the receipt of a request from the Antitrust Division.

*JHP gmc*

*JRM*

*[Signature]*



SAC, Atlanta (60-149)

June 10, 1953

Director, FBI (60-4325)

NATIONAL LINEN SERVICE CORPORATION;  
LINEN SERVICE INDUSTRY IN THE SOUTH  
ANTITRUST

RECORDED-80

EX. 121

60-4325-11

There is attached for each office a copy of an Antitrust Division memorandum dated June 4, 1953, requesting further investigation in the captioned matter. There are also enclosed letters addressed to the persons to be contacted requesting their cooperation in the investigation. A copy of the report of SA (A) J. Doyle Williams, dated 4/13/53 at Atlanta, containing necessary background information, is being furnished to Knoxville.

Atlanta is origin. All exhibits acquired during the investigation should be transmitted to the Bureau as enclosures to the investigative reports for transmittal to the Antitrust Division. All persons interviewed should be advised that the investigation is being conducted at the request of Assistant Attorney General Stanley N. Barnes of the Antitrust Division.

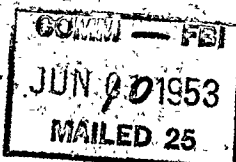
This matter should be assigned for immediate attention in order that reports reflecting the completion of the investigation can be submitted to reach the Bureau not later than July 3, 1953.

Attachment

cc: 2-Knoxville, with attachment

JKP:ige

Tolson \_\_\_\_\_  
Ladd \_\_\_\_\_  
Nichols \_\_\_\_\_  
Belmont \_\_\_\_\_  
Clegg \_\_\_\_\_  
Glavin \_\_\_\_\_  
Harbo \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tracy \_\_\_\_\_  
Gearty \_\_\_\_\_  
Mohr \_\_\_\_\_  
Winterrowd \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Holloman \_\_\_\_\_  
 Sizoo \_\_\_\_\_  
Miss Gandy \_\_\_\_\_



JUN 23 1953



TO : Director, Federal Bureau of Investigation

DATE: JUN 4 1953

FROM : Stanley N. Barnes, Assistant Attorney General  
Antitrust Division

File: 60-202-M8

SUBJECT: Further Preliminary Investigation of the  
National Linen Service Corporation and  
the Linen Service Industry in the South

Mr. Telson \_\_\_\_\_  
Mr. Ladd \_\_\_\_\_  
**RON MENT**  
Mr. Belmont \_\_\_\_\_  
Mr. Clegg \_\_\_\_\_  
1953 Mr. Glavin \_\_\_\_\_  
Mr. Harbo \_\_\_\_\_  
Mr. Rosen \_\_\_\_\_  
-18 Mr. Tracy \_\_\_\_\_  
Mr. Gearty \_\_\_\_\_  
Mr. Mohr \_\_\_\_\_  
Mr. Winterrowd \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Mr. Holloman \_\_\_\_\_  
Mr. Sizoo \_\_\_\_\_  
Miss Gandy \_\_\_\_\_

Referring to the report made by your agent J. Doyle Williams at Atlanta, Georgia, dated April 13, 1953, will you kindly arrange to have Joseph, Abner and Bernard Cohen interviewed, and documents of the Apex Linen Service Company examined, concerning the alleged illegal practices of National Linen Service Corporation, hereinafter called National Linen, as indicated at page 14 of that report.

Will you also kindly arrange to have B. A. Kesler interviewed, with reference to the alleged restrictive and monopolistic practices engaged in by National Linen Service Corporation, including the methods used by National Linen to compel competitors to sell out to it and to maintain prices set by National Linen, during the period of the employment of Kesler by National Linen from 1937 to June 1952, as indicated at page 15 of the above-mentioned report. Will you also please arrange to obtain the price lists of National Linen distributed to the trade through the National Association of Linen Suppliers, and all other documentary evidence in Mr. Kesler's possession, as indicated on page 15 of the said report.

Although the drivers under Mr. Kesler's supervision need not be interviewed at this time, Mr. Kesler should be requested to state his instructions to these drivers and the specific facts and incidents relating to each driver, indicating how each carried out Kesler's instructions and the restrictive and monopolistic practices of National Linen.

This office received a letter dated March 9, 1953, from J. H. Reddy, United States Attorney at Chattanooga, Tennessee, reading as follows:

Re: Joe Bonowitz Linen Service v. Chattanooga  
Linen Service (National Linen Service  
Corporation)  
Departmental Reference: EPH:VHK 60-202-0

RECORDED-80

EX. = 121

JUN 1953

60-4325-11

**EXPEDITE POSTING.**

~~1953  
May 5~~



Sir:

Reference is made to our letter of February 9, 1953, and your reply thereto of February 19th, concerning the activities of the National Linen Service Corporation doing a subsidiary in this City.

Mr. I. S. Deitch visited this office again last week and stated that the Sales Manager of the Chattanooga Linen Service was continuing his efforts to take their customers away from them and mentioned specifically that this party had recently visited the Post Office Liquor Store and the Volunteer Billiard Hall where he offered the proprietors three months free service to change their accounts. It appears that upon being told by the Liquor Store proprietor that he was not interested in making a change the Sales Manager (Mr. LeGrand) asked him to "name his own figure".

Mr. Deitch is quite concerned about the activities of the National Linen Service and says that unless some action is taken to halt them at this time it will mean the termination of the Bonowitz Linen Service business. He states that their business is a small concern and is unable to stand the cut throat competition it is meeting. He is desirous of knowing whether something can be done immediately, through Court action, to restrain Chattanooga Linen Service because a long delay for conducting an investigation will afford the Chattanooga Linen Service an opportunity to accomplish their object, namely, to put Bonowitz Linen Service out of business.

Will you review this matter and advise me at the earliest possible time?

Will you kindly arrange to have Mr. I. S. Deitch, referred to therein, interviewed as to the restrictive and monopolistic practices of the Chattanooga Linen Service, a subsidiary of the National Linen Service Corporation, and obtain any evidence, documentary and otherwise, indicating each specific instance in which National Linen or its subsidiary, Chattanooga Linen Service, attempted to monopolize, restrict or eliminate any competitor in the linen service industry.

(3)  
14



## Office Memorandum • UNITED STATES GOVERNMENT

TO : DIRECTOR, FBI (60-4325)

DATE: July 2, 1953

FROM : SAC, KNOXVILLE (60-64)

SUBJECT: NATIONAL LINEN SERVICE CORPORATION;  
LINEN SERVICE INDUSTRY IN THE SOUTH  
ANTI-TRUST

Enclosed herewith is a report of Special Agent M. JAY HAWKINS, dated 7-3-53.

It would appear from information contained in this report that the Department may desire that Joe Bonowitz be interviewed by agents of the New York Office.

Three copies of this report are being retained in the Knoxville file in order that New York may be furnished copies in the event the Department desires that Bonowitz be interviewed.

MJH/mm

RECORDED-77

1 cc w/ 1 encl  
to Anti-trust Div  
7-7-53 JHP

160-4325-12

31 JUL 6 1953

62 JUL 20 1953



# FEDERAL BUREAU OF INVESTIGATION

Form No. 1

THIS CASE ORIGINATED AT **ATLANTA**

|   |                                 |   |   |
|---|---------------------------------|---|---|
| REPORT MADE AT<br><b>KNOXVILLE, TENNESSEE</b>   | DATE WHEN MADE<br><b>7-3-53</b> | PERIOD FOR WHICH MADE<br><b>6-29-53</b> | REPORT MADE BY<br><b>M. JAY HAWKINS</b> <span style="float: right;">mm</span> |
| TITLE<br><b>NATIONAL LINEN SERVICE CORPORATION;<br/>LINEN SERVICE INDUSTRY IN THE SOUTH</b> |                                 |   | CHARACTER OF CASE<br><b>ANTI-TRUST</b>  |

**SYNOPSIS OF FACTS:** The vice-president of Joe Bonowitz Linen Service, Incorporated, Chattanooga, Tennessee states all information he has regarding Monopolistic Practices of Chattanooga Linen Service obtained by him from Joe Bonowitz or drivers for Bonowitz's company. Joe Bonowitz Linen Service purchased by National Linen Service Corporation on April 30, 1953.

- RUC -

**DETAILS:** This investigation is predicated upon a request made of the Bureau by Mr. STANLEY N. BARNES, Assistant Attorney General, Anti-Trust Division, on June 4, 1953 that I. S. DEITCH be interviewed regarding allegations made by DEITCH to United States Attorney, J. H. REDDY at Chattanooga, Tennessee concerning Restrictive and Monopolistic Practices of the Chattanooga Linen Service.

**AT CHATTANOOGA, TENNESSEE:**

I. S. DEITCH, Prairie Peninsula, advised on 6-29-53 that Joe Bonowitz Linen Service, Incorporated, a Tennessee Corporation capitalized at \$20,000.00 operated in Chattanooga, Tennessee from September 2, 1952 with the following officers and stockholders:

JOE BONOWITZ, President, Owner of 51% of the stock; EXPEDITE PROCESSING  
 I. S. DEITCH, Vice-President;  
 PAUL TOOHEY, Secretary, Owner of 10% of the stock;  
 Mrs. ANNA B. DEITCH, Trustee and owner of 39% of the stock.

The company, located at 63 West Main Street, Chattanooga, engaged in the rental of Linens, towels and uniforms, to various business concerns in and around Chattanooga, Tennessee from September 2, 1952 until April 30, 1953 on which date it was sold to the National Linen Service Corporation.

|  |                         |   |                     |
|--|-------------------------|---|---------------------|
| APPROVED AND FORWARDED<br><i>[Signature]</i>   | SPECIAL AGENT IN CHARGE | DO NOT WRITE IN THESE SPACES  |                     |
| COPIES DESTROYED<br>36 APR 10 1970<br>COPIES OF THIS REPORT<br>3 - BUREAU (60-4325)<br>2 - ATLANTA (60-149)<br>3 - KNOXVILLE (60-64)<br><i>1 cc antitrust Div 7/1/53 JKP</i> |                         | ENCLOSURE<br><b>60-4325-112</b><br>31 JUL 1953<br><i>[Signatures]</i> | RECORDED - 75<br>10 |
|  |                         |   |                     |

PROPERTY OF FBI—THIS CONFIDENTIAL REPORT AND ITS CONTENTS ARE LOANED TO YOU BY THE FBI AND ARE NOT TO BE DISTRIBUTED OUTSIDE OF AGENCY TO WHICH LOANED.



Mr. DEITCH stated that at no time during the operation of the company, did it operate for profit. He attributed the failure of the company to operate on a profitable basis, first to a contract entered into between the Joe Bonowitz Linen Service with the Chattanooga Laundry, which contract provided that the Chattanooga Laundry would receive one third of the highest rental price for laundering linens and so forth. He stated because of the excessive laundering cost, his company could not operate profitably.

The second reason attributed by DEITCH for failure of the Joe Bonowitz Linen Service to operate at a profit was competitive practices of the Chattanooga Linen Service. He stated immediately after his company started operations, the Chattanooga Linen Service started the practice of attempting to obtain customers of the Joe Bonowitz Linen Service by making particularly attractive offers to the Bonowitz customers.

When asked for specific instances and details concerning such offers, he advised that he had no first-hand information concerning that practice due to the fact that he was not active in the company. He stated that most of the information he had received concerning competitive practices of the Chattanooga Linen Service was given to him by Joe Bonowitz, who is presently residing at the Cartaret Hotel, 23rd and 7th Avenue, New York City. Other information he had obtained from Bonowitz drivers GENE ABERCROMBIE, E. ROSS and DALE BONOWITZ. DEITCH stated he had furnished the United States Attorney, J. H. REDDY at Chattanooga with a list of names of customers of the Joe Bonowitz Linen Service who had been approached by representatives of the Chattanooga Linen Service in an attempt to persuade those customers to do business with the Chattanooga Linen Service.

Mr. J. H. REDDY, United States Attorney, advised he was contacted by I. S. DEITCH on February 2, 1953 and on that occasion DEITCH left with him a list of Joe Bonowitz customers who had been contacted by representatives of the Chattanooga Linen Service. This list contained notations concerning statements made by representatives of the Chattanooga Linen Service to customers of Bonowitz concerning offers made to those customers in an attempt to have them change their business from Bonowitz to the Chattanooga Linen Service.

This list was made available to the writer and in substance contains the following information:

Mr. WOMACK, Manager of the Chicken Shack, a restaurant, stated LeGRAND, a representative of the Chattanooga Linen Service, told him to come back to the Chattanooga Linen Service, that he would have to do so when the Chattanooga Linen Service forced Bonowitz out of business.

Mr. SCRUGGS of the Scruggs Bakery was offered a 20% discount on his service for a period of one year.



Thornberry Grocery discontinued service with Bonowitz and changed to Chattanooga Linen Service because the price of aprons was reduced from 8 cents to 7 cents and the price of coats was reduced from 25 cents to 20 cents.

The Chattanooga Elks Club was offered a 25% discount on their service retroactive for a period of one year. They were also offered reduced prices for the year of 1953. LeGRAND told BOB KING, Trustee for the Elks Club, that the Chattanooga Linen Service would either force the Bonowitz Company out of business within three to four weeks or would buy the company.

D. and W. Food Stores were offered cheaper prices and thirty days free service.

Willie's Super Market was advised that Bonowitz would be forced out of business and that he had better change back to the Chattanooga Linen Service while they were in a position to offer him a 15% discount.

BOB GREEN Restaurant, was offered a large discount and free service.

GEORGE SILAS, at the Maypole Restaurant was offered free service for a period of three months and 25% discount for a period of one year.

MIKE GULAS, Owner of Gulas Restaurant, was offered one years free service and a large discount.

GUS ELLIS, Owner of Ellis Restaurant, was offered \$800.00 if he would change his account from Bonowitz to Chattanooga Linen Service.

BETHEA, Owner of Bethea's Restaurant, was offered a sizeable discount.

CLYDE GREEN, of the Chattanooga Steak House, was offered free service and a large discount.

BEN TALLEY of the Talley Ho Restaurant was offered free service and a large discount.

FORREST KING, King's Cozy Corner Restaurant, was contacted at which time he was advised that the Chattanooga Linen Service would like to have the restaurant co-operative to stick with the Chattanooga Linen Service and he was asked to name his own price for service.

LEE KIBBLE, Owner of Kibble's Restaurant, was offered free



KX 60-64

service at a large discount.

Torch's Grocery, 763 East 9th Street, was advised that he had better accept a 15% discount as it might not be offered to him later because the Chattanooga Linen Service was going to force the Joe Bonowitz Company out of business.

- RUC -



KX 60-64

ADMINISTRATIVE PAGE

REFERENCE:

Bureau letter to Atlanta, copy to Knoxville, dated 6-10-53.



SAC, Atlanta (60-149)

July 13, 1953

Director, FBI (60-4325)

60-4325-13  
RECORDED-124  
EX-104  
NATIONAL LINEN SERVICE CORPORATION  
LINEN SERVICE INDUSTRY IN THE SOUTH  
ANTITRUST

Rebulet June 10 and urlet July 6, 1953.

In view of the fact that your office has not afforded this matter investigative attention and since there is no assurance in your letter of July 6, 1953, that SA Williams will be able to handle this case in the immediate future, you are instructed to reassign this investigation to an experienced nonaccountant for immediate attention.

It would appear that another agent after reviewing the material received from the Department together with SA Williams' report of 4/13/53 should be able to complete this investigation in a short time without difficulty.

JKP:ige

Tolson \_\_\_\_\_  
Ladd \_\_\_\_\_  
Nichols \_\_\_\_\_  
Belmont \_\_\_\_\_  
Clegg \_\_\_\_\_  
Glavin \_\_\_\_\_  
Harbo \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tracy \_\_\_\_\_  
Gearty \_\_\_\_\_  
Mohr \_\_\_\_\_  
Winterrowd \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Holloman \_\_\_\_\_  
 Sizoo \_\_\_\_\_  
Miss Gandy \_\_\_\_\_

COMM - FBI

JUL 13 1953

MAILED 31

79 JUL 21 1953

138  
U.S. DEPT. OF JUSTICE  
FBI  
RECEIVED JUL 13 1953



## Office Memorandum • UNITED STATES GOVERNMENT

TO : DIRECTOR, FBI (60-4325)  
FROM : SAC, ATLANTA (60-149)  
SUBJECT: NATIONAL SERVICE CORPORATION;  
LINEN SERVICE INDUSTRY IN THE SOUTH  
ANTITRUST

DATE: July 6, 1953

Rebulet to Atlanta dated 6/10/53.

This is to advise that Bureau deadline of July 3, 1953 will not be met.

It is desired to point out that Special Agent J. DOYLE WILLIAMS is currently engaged in expedite investigation of case entitled "Maryland Lumber Company, etal", "FAG", bufile 46-18163, Atlanta file 46-578, which will require an estimated twenty-five agent days to complete.

**EXPEDITE PROCESSING**

This matter will be afforded attention at the earliest possible time.

JDW:jeh

RECORDED-124

60-4325-13

JUL 8 1953

EX-104

As AT  
7/13/53 jeh6/13/53  
J. P. [signature]  
15



July 30, 1953

NATIONAL LINEN SERVICE CORPORATION;  
LINEN SERVICE INDUSTRY IN THE SOUTH  
ANTITRUST  
(Department File 60-202-18)

RECORDED - 32

118

Reference is made to your memorandum dated June 4, the above-captioned matter.

In view of Mr. Cohen's attitude, no further contact will be made with the Apex Linen Company unless advised to the contrary by you. Upon the receipt of a report from our Atlanta Office covering the balance of the investigation, same will be forwarded to the Antitrust Division.

Enclosure

CAM: IGE

Tolson \_\_\_\_\_  
Ladd \_\_\_\_\_  
Nichols \_\_\_\_\_  
Belmont \_\_\_\_\_  
Clegg \_\_\_\_\_  
Glavin \_\_\_\_\_  
Harbo \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tracy \_\_\_\_\_  
Gearty \_\_\_\_\_  
Mohr \_\_\_\_\_  
Winterrowd \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Holloman \_\_\_\_\_  
Sizoo \_\_\_\_\_  
Miss Gandy \_\_\_\_\_

COMM - FBI  
JUL 30 1953  
MAILED 27

77 AUG 7 1953



## Office Memorandum • UNITED STATES GOVERNMENT

TO : Director, FBI (60-4325) (AMSD)

DATE: 7/27/53

FROM : SAC, Atlanta (60-149)

SUBJECT: NATIONAL LINEN SERVICE CORPORATION,  
LINEN SERVICE INDUSTRY IN THE SOUTH  
ANTITRUST

*Relate from copy 10/10/53*

Instant case reassigned to SA EDWARD T. KASSINGER, who is an experienced agent. Investigation expected to be completed within two weeks.

Mr. JOSEPH COHEN, Treasurer, Apex Linen Service Company, 330 Edgewood Avenue, N. E., Atlanta, Ga., was contacted on 7/23/53. Mr. COHEN advised that his company had been formed in 1946 in Atlanta, Ga., subsequently becoming incorporated in Ga. in 1948. Mr. COHEN advised that since his company had first started in the linen service industry, it has experienced difficulty with the National Linen Service Corporation. Mr. COHEN said that as a result, approximately four years ago, he had discussed the tactics being used by the National Linen Service Corporation to suppress competition from Apex Linen Company, with Mr. J. ELLIS MUNDY, USA, for the NDGA, and with former USA, and former Federal Judge, M. NEIL ANDREWS. At that time, Mr. MUNDY indicated to Mr. COHEN that the Department of Justice already had "voluminous information" available concerning alleged malpractices by National Linen Service Corporation in violation of the Antitrust Statutes. According to Mr. COHEN, Mr. ANDREWS and Mr. MUNDY suggested to Mr. COHEN that he put his allegations in writing, and address them to either the Federal Trade Commission, or the Antitrust Division of the Department of Justice.

~~EXPEDITE PROCESSING~~

Mr. COHEN said that as a result he did write a lengthy letter to the Antitrust Division of the United States Department of Justice about four years ago, setting forth in detail specific instances of alleged violations of the Antitrust Statutes by National Linen Service Corporation, together with the names of alleged witnesses, and a listing of alleged documentary evidence

ETK:ml

RECORDED - 32

60-4325-114

EX - 118

31 JUL 28 1953  
8-3

*Revised to AAG  
7-30-53*



AT - 60-149

available in support of Mr. COHEN's allegations. Mr. COHEN stated that this letter was acknowledged by the Antitrust Division with an expression of interest, and a statement that Mr. COHEN would be contacted "in the near future" by a representative of the Department. Mr. COHEN stated that he has never been contacted in this regard by a representative of the Department of Justice until contacted in instant investigation on 7/23/53. Mr. COHEN said that therefore he concluded that instant investigation is based on some new complaint by some other individual or concern due to the lapse of time since Mr. COHEN made his complaint to the Department approximately four years ago. Mr. COHEN said that approximately five months ago the Apex Linen Service Company had again had difficulty with the National Linen Service, but that "after a bitter struggle things have gotten somewhere back to normal".

Mr. COHEN then stated, "The experience we had with National Linen is the experience numerous other suppliers have had throughout the country. We cannot let Apex Linen be in the position of furnishing information in this investigation now, while things are going along relatively smooth, because National Linen is too big, and another row with them would, or could break us. If you want to get information about the practices of National Linen in eliminating competitors, why not see people like JOE BONOWITZ in Chattanooga, who has already been driven out of business, and has nothing to lose by furnishing information".

Mr. COHEN was emphatic in stating that Apex Linen would like very much to see the alleged malpractices of National Linen Service curtailed by law, but insisted that Apex Linen could not afford to be, what he termed the "scapegoat" in such an investigation. Mr. COHEN was adamant in stating that he did not desire to furnish any information or records in connection with this investigation at the present time.

Mr. COHEN further advised that he planned on expressing himself, as outlined above, in a letter to Mr. STANLEY BARNES, Assistant Attorney General, in charge of the Antitrust Division.



AT - 60-149

In view of the above, no further investigation is being conducted with respect to contact of Apex Linen. The remaining lead to contact Mr. B. A. KESLER, in line with request set forth in Mr. BARNES letter to the Director, dated 6/4/53, will be covered, and reported at an early date.



# FEDERAL BUREAU OF INVESTIGATION

Form No. 1

THIS CASE ORIGINATED AT **ATLANTA**

|  |                                 |   |   |
|--|---------------------------------|---|---|
| REPORT MADE AT<br><b>ATLANTA</b>   | DATE WHEN MADE<br><b>8-6-53</b> | PERIOD FOR WHICH MADE<br><b>7-23, 27, 28, 29-53</b> | REPORT MADE BY<br><b>EDWARD T. KASSINGER</b> <span style="float: right;">iat</span> |
| TITLE<br><b>NATIONAL LINEN SERVICE CORPORATION;<br/>                 LINEN SERVICE INDUSTRY IN THE SOUTH</b> |                                 |   | CHARACTER OF CASE<br><b>ANTITRUST</b>   |

**SYNOPSIS OF FACTS:**

Apex Linen Service Company, Atlanta, Ga., declined to furnish information or records. JOSEPH COHEN, Treasurer, Apex Linen, states that that company has had "difficulties" with National Linen Service in past, but declined to discuss instant matter, stating Apex presently experiencing satisfactory relations with National Linen and cannot afford to become involved in instant investigation for fear of reprisals by National Linen. Signed statement obtained from BRANSON A. KESLER, former route manager, Atlanta Linen Service, set out, relating his observations as to use price cutting, free service and other practices by National Linen in combating competition.

- C -

**DETAILS:**

**AT ATLANTA, GEORGIA**

Mr. JOSEPH COHEN, Treasurer, Apex Linen Service Company, 330 Edgewood Avenue, N.E., was contacted on July 23, 1953. Mr. COHEN advised that his company had been formed in 1946 in Atlanta, Georgia, subsequently becoming incorporated in Georgia in 1948.

Mr. COHEN advised that since his company had first started in the linen service business in Atlanta, it had experienced "difficulties" with the National Linen Service Corporation (and its local subsidiary, the Atlanta Linen Service). When asked to be specific as to the "difficulties" referred to above, Mr. COHEN stated that he was referring to the use of price cutting and free service offered by Atlanta Linen Service.

|   |   |  |                                    |
|---|---|--|------------------------------------|
| APPROVED AND FORWARDED:<br><br><i>[Signature]</i>   | SPECIAL AGENT IN CHARGE<br><br><b>287</b> | DO NOT WRITE IN THESE SPACES   |                                    |
| COPIES DESTROYED<br>36 APR 10 1970<br>3 BUREAU (60-4325) (AMSD)<br>3 ATLANTA (60-149)<br><b>63 AUG 25 1953</b><br>8/13/53 by memo |   | <b>160-4325-15</b><br><b>37 AUG 10 1953</b><br><b>17</b><br><i>[Signature]</i> | <b>SE 18</b><br><b>RECORDED-80</b> |
|   |   | <i>[Signature]</i><br>SPECIAL AGENT  |                                    |

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to ward off competition by Apex, or take away customers from Apex Linen. Mr. COHEN stated that he did not desire to go into detail in this regard. He explained that approximately four years ago, Apex Linen had had considerable "difficulty" with Atlanta Linen Service Company and the National Linen Service Corporation. Mr. COHEN stated that as a result he had prepared what he considered a detailed letter, addressed to the Anti-Trust Division of the U. S. Department of Justice, setting forth what he alleged were violations by National Linen Service of the Federal Antitrust Statutes. Mr. COHEN stated since that letter was written four years ago, nothing had been done by the Government and it had been necessary "to work things out the best we could". Mr. COHEN stated that about five months ago, Apex Linen again had "difficulty" with National Linen Service but that "after a bitter struggle things have gotten somewhere back to normal". Mr. COHEN then stated, "The experience we had with National Linen is the experience numerous other suppliers have had throughout the country. We cannot let Apex Linen be in the position of furnishing information in this investigation now, while things are going along relatively smooth, because National Linen is too big and another row with them would, or could, break us. If you want to get information about the practices of National Linen in eliminating competitors, why not see people like JOE BONOWITZ in Chattanooga, who has already been driven out of business, and who has nothing to lose by furnishing information".

Mr. COHEN stated that Apex Linen would like very much to see the alleged malpractices of National Linen Service curtailed but insisted that "Apex Linen cannot afford to be the scapegoat in such an investigation". Mr. COHEN was adamant in stating that he did not desire to furnish any information or records in connection with this investigation at the present time.

Mr. BRANSON A. KESLER, care of Best Cleaners, 1540 Gordon Street, S.W., Atlanta, Georgia, (residence 797 Indian Creek Drive, Atlanta, Georgia), was contacted on July 27, 28, and 29, 1953. Mr. KESLER furnished the following signed statement:

"July 28, 1953  
Atlanta, Ga.

"I, BRANSON A. KESLER, wish to furnish the following information to



AT 60-149

"Special Agent EDWARD T. KASSINGER of the Federal Bureau of Investigation of my own free will. I have been told by Mr. KASSINGER that Mr. STANLEY N. BARNES, Assistant Attorney General of the United States has requested that I be contacted in regard to my knowledge of alleged violations of the Federal Antitrust laws in the linen service industry.

"I was first employed by the Atlanta Linen Service, Atlanta, Ga. on Oct. 18, 1937. The Atlanta Linen Service is a division or subsidiary of the National Linen Service Corporation, Atlanta, Ga. I was first employed as a routeman in Atlanta, Ga. and vicinity from 1937 until 1939. From 1939 to April 7, 1943 (when I went into the U. S. Marines,) I worked as an out of town routeman, out of the Atlanta Office, covering various towns within the State of Georgia. In April, 1946, following my discharge from the U. S. Marine Corps, I resumed working for the Atlanta Linen Service. During 1946, I was made a route supervisor, supervising 8 routes, out of Atlanta, all of which routes were within the State of Georgia. I continued in this capacity for about 18 months when I was promoted to route manager. As route manager, I was in charge of all routes (56 in number) of Atlanta Linen Service and personnel on those routes. I remained in this capacity until February, 1952, when I was demoted to city salesman in the Atlanta area, continuing in this capacity until June, 1952, when I resigned.

"Around 1938 or 1939, I recall that Mr. JACK WELLS started a linen service business in Atlanta, Ga. known as Wells Linen Service. I was a routeman at the time. I recall that Mr. H. GROSS, Manager, Atlanta Linen Service, instructed us routeman, with respect to this new competition, that whenever we went into a customer's place and found competitor's linens, and, were told by the customer that he was changing from Atlanta Linen to a competitor's service, that we should leave Atlanta Linen's linens at the customer's place and call Mr. GROSS's office and make a report. Thereafter a salesman would contact the customer and offer 2 weeks to 30 days free service to keep the business and fight off the competition. As a routeman, I would know of the arrangement by reason of a small tab stapled to the customers billing record. As a result of the above method of fighting off this new competition by Wells, Wells had to go out of the linen service business within 9 months or about the end of 1939.

"At the end of this 9 months period, Atlanta Linen Service bought out Wells. As part of this arrangement to buy WELLS out, Atlanta Linen contracted with WELLS to be a city salesman in Jacksonville, Fla. for National Linen Service Corporation. As I recall, WELLS was left there about 18 months and then



"transferred to Ft. Worth, Texas as a sales manager. When his contract ran out about 2 years later, WELLS quit and returned to Athens, Georgia. In Athens, Ga., WELLS went into the Linen supply business. As I recall, Atlanta Linen Service had two trucks working the Athens territory at that time. Immediately after WELLS started his business in Athens, price cutting and free service were employed by Atlanta Linen in effort to fight off competition by WELLS. I am personally able to testify as to the price cutting and free service offered at Winder, Ga. to Atlanta Linen Service customers there in fighting off competition by WELLS. WELLS fought back and successfully and operated his linen service successfully up until he went into the armed services in about 1943. At that time WELLS sold his business to the Atlanta Linen Service with a proviso that WELLS would not re-engage in the linen service business indefinitely. WELLS is now in the dry cleaning and laundry business in Athens, Ga. and he is now Mayor of Athens. The above instance of practices by Atlanta Linen in eliminating competition is the only one I feel I know first hand.

"I would like to point out that Mr. LUTHER B. STEPHENS, who resigned from Atlanta Linen about the same time I did in 1952, was employed both as a driver/routeman and supervisor for 22 years by Atlanta Linen and could corroborate the statements made by me as to price cutting and free service policies employed by Atlanta Linen and National Linen in eliminating competition in the linen service industry. Mr. STEPHENS is now a real estate salesman for Alexander Real Estate Company, Glenwood Avenue, Atlanta, Ga.

"In this regard I would like to point out that STEPHENS could probably furnish information regarding the elimination of Cotton State Linen Service Company, Atlanta, Ga. as a competitor of Atlanta Linen Service in about 1943. I was not working in Atlanta at the time but STEPHENS was and would be familiar with the methods used by Atlanta Linen in eliminating competition by Cotton State Linen at that time.

"I recall that in about 1939, National Linen Service decided to go into Jacksonville, Fla. where there was one independent linen service operator. I do not recall this independent's name. At first, National Linen offered, on about two occasions, to buy this man's business but he refused to sell. From what I heard around the office (Atlanta Linen and National Linen had joint offices at the time), National Linen offered this man the alternative of accepting their purchase offer or face the possibility of meeting with price cuts and free service by National Linen out of Atlanta, Ga. As I recall, Mr. T. G. WARE, Assistant Auditor, National Linen handled these negotiations by National Linen, (WARE is now Secretary-Treasurer of National Linen). As I recall, National Linen finally bought out this independent, and, as part of the transaction, gave this man a contract job as Manager at Jacksonville for National Linen. This subsidiary is known as Jacksonville Linen Service.



AT 60-149

"this period. This policy was to the effect that Atlanta Linen Service was not to solicit or accept any customers of Apex Linen Service, Atlanta, Ga. or Independent Linen Service, Atlanta, Ga. The instructions which I received, and which in turn I passed on to my 8 supervisors and drivers, was to the effect that should one of these competitor's customers request service from Atlanta Linen Service that the customer should be told that the request would have to be passed on by the routeman to the office. When the routeman would call me and tell me he had received such a request, I would pass on the information to Mr. HANSON. HANSON would then immediately contact the competitor who had been serving that customer, and inform them of the request by the customer to switch from the competitor to Atlanta Linen Service. Each such "request" had to be "cleared" with the competitor in this manner. A list of such customers was maintained and it was the practice to "swap" customers who complained of service by one competitor, exchanging customers with another competitor.

"The above information, as set forth in this statement, is all the information I can recall concerning restrictive or monopolistic practices by the National Linen Service or the Atlanta Linen Service. I would also like to note that I do not have any price list available concerning National Linen, as such price lists were of limited distribution and restricted to office use. I do not know of any such price lists having been distributed through the National Association of Linen Suppliers by National Linen Service Company. I do not have any documentary evidence available. I am willing to testify to any of the facts set forth by me in this statement.

"I would like to point out also that although I have no documentary evidence available now, that I did turn over to Attorney HARRY BELFOR, Atlanta, a list, dated in 1951, showing price quotations on work broken down as to "Large Users" and "Small Users". These prices applied to the Atlanta Area only.

"I have read the above statement and is true to the best of my knowledge.

/s/ "BRANSON A. KESLER

"Witnessed

"EDWARD T. KASSINGER, FBI, Atlanta 7-29-53."



AT 60-149

REFERENCE: Report of SA J. DOYLE WILLIAMS dated April 13, 1953, at Atlanta.  
Atlanta letter to Bureau dated July 27, 1953.



Assistant Attorney General  
Stanley N. Barnes

August 14, 1953

Director, FBI

RECORDED-80

60-4325-16  
NATIONAL LINEN SERVICE CORPORATION;  
LINEN SERVICE INDUSTRY IN THE SOUTH  
ANTITRUST  
(DEPARTMENT FILE 60-202-18)

There is attached a copy of the report of Special Agent Edward T. Kassinger dated August 6, 1953, at Atlanta, Georgia, which completes the investigation requested in your memorandum of June 4, 1953.

Harry W. Belfor, the original complainant in this matter, on July 29, 1953, requested the return of Exhibit VII listed on Page 29 of the report of Special Agent J. Doyle Williams dated April 13, 1953, at Atlanta. This item is described as "one copy of testimony taken in case of Atlanta Laundries, Incorporated, vs. George H. Fauss and T. A. Martin, reflecting testimony of Russell Baker on Page 43." If you will forward this exhibit, it will be returned to Belfor by the Bureau's Atlanta Office.

Please advise whether any further action is contemplated in this matter and whether any further investigation is desired.

Attachment

cc: 1-Atlanta (60-149)

(60-4325)

JHP

Tolson  
Ladd  
Nichols  
Belmont  
Clegg  
Glavin  
Harbo  
Rosen  
Tracy  
Gearty  
Mohr  
Winterrowd  
Tele. Room  
Holloman  
Sizoo  
Miss Gandy

COMM - FBI

AUG 14 1953

MAILED 27

AUG 25 1953



## Office Memorandum • UNITED STATES GOVERNMENT

TO : DIRECTOR, FBI (60-4325)

DATE: August 6, 1953

FROM : SAC, ATLANTA (60-149)

AIR MAIL SPECIAL DELIVERYSUBJECT: NATIONAL LINEN SERVICE CORPORATION;  
LINEN SERVICE INDUSTRY IN THE SOUTH  
ANTITRUST

Rerep. of SA J. DOYLE WILLIAMS (A), dated 4-13-53 at Atlanta.

Mr. HARRY W. BELFOR, Attorney, 179 Washington Street, S.W., Atlanta, Georgia, made a request on July 29, 1953, for the return of Exhibit VII, listed page 29 of rerep. This item is described as "one copy of testimony taken in case of Atlanta Laundries, Inc. vs. George H. Fruss and T. A. Martin, reflecting testimony of Russell Baker on Page 43".

Mr. BELFOR was advised that this item had been forwarded to the Antitrust Division and that Mr. BELFOR's request would be brought to the attention of the Antitrust Division by the Bureau.

ETK:iat

*Det. to [unclear] Barnes*  
*cc - [unclear]*  
*8-13-53*  
*8 KP*

~~EXPEDITE PROCESSING~~

RECORDED-80

160-4325-16

37 AUG 10 1953

*Pam [unclear]*  
*JFP*



## Office Memorandum • UNITED STATES GOVERNMENT

TO : Mr. Ladd

DATE: Sept. 28, 1953

FROM : Mr. Rosen

SUBJECT: NATIONAL LINEN SERVICE CORPORATION;  
LINEN SERVICE INDUSTRY IN THE SOUTH  
ANTITRUST

Tolson ✓  
Ladd ✓  
Nichols ✓  
Belmont ✓  
Clegg ✓  
Glavin ✓  
Harbo ✓  
Rosen ✓  
Tracy ✓  
Gearty ✓  
Mohr ✓  
Winterrowd ✓  
Tele. Room ✓  
Holloman ✓  
 Sizoo ✓  
Miss Gandy ✓

By memorandum dated April 27, 1953, you were advised that we had completed a preliminary investigation requested by the Antitrust Division concerning allegations that captioned company has organized and maintained a monopoly of the linen rental supply business throughout the South. It is alleged that this conspiracy to monopolize the industry originated about 1928, and that Admiral Sidney W. Souers, who was an aide to President Truman, is Chairman of the Board of subject company and one of the persons instrumental in effecting the alleged monopoly.

This is to advise that the Antitrust Division by memorandum dated September 22, 1953, has requested a full investigation of this matter. The investigation requested involves an extensive review of the books and records of the subject company and interviews of company officials at Atlanta, Georgia. The Antitrust Division has listed a considerable number of specific items which it desires to have covered relative to the operations of subject company from 1928 to date.

ACTION:

This is submitted for your information.

Instructions to conduct this investigation are going forward to the Atlanta Office today and Atlanta is being directed to afford this matter preferred and continuous attention to complete the investigation by October 19, 1953.

60-4325

JKP:lh

RECORDED - 93

160-4325-177  
SEP 30 1953

79 OCT 6 - 1953



## Office Memorandum • UNITED STATES GOVERNMENT

|                |  |
|----------------|--|
| Mr. Tolson     |  |
| Mr. Ladd       |  |
| Mr. Nichols    |  |
| Mr. Clegg      |  |
| Mr. Glavin     |  |
| Mr. Harbo      |  |
| Mr. Rosen      |  |
| Mr. Tracy      |  |
| Mr. Gearty     |  |
| Mr. Mohr       |  |
| Mr. Winterrowd |  |
| Tele. Room     |  |
| Mr. Holloman   |  |
| Miss Gandy     |  |

TO : Director, Federal Bureau of Investigation

DATE: SEP 22 1953

FROM : Stanley N. Barnes, Assistant Attorney General  
Antitrust Division

File: 60-202-18

SUBJECT: Investigation of National Linen Service Corporation  
and the Linen Service Industry in the South.

In a memorandum to you dated February 17, 1953, this office requested the Federal Bureau of Investigation to conduct a preliminary investigation of the National Linen Service Corporation and the linen service industry in the South. You complied and submitted to us reports dated April 13, 1953, July 3, 1953, July 27, 1953 and August 6, 1953. As a result, a full scale investigation of the National Linen Service Corporation (hereinafter called National Linen) is indicated and is hereby respectfully requested.

Investigation Requested

The National Linen Service Corporation, Atlanta, Georgia, should be contacted and requested to permit your agents to conduct a full scale examination of its files. (A letter of request is submitted herewith).

Should access to the files be allowed, originals or photostatic copies of the following should be obtained:

- (a) Certificate of incorporation.
- (b) Names of Officers and Board of Directors.
- (c) List of all committees, sub-committees and special committees, if any, showing title of each, its members and its functions.
- (d) List (names and addresses) of all stockholders who have owned stock at any time from Aug. 29, 1928 to date, showing the amount of stock held by each, and the dates of such holdings.
- (e) Minutes of meetings of stockholders, Board of Directors, and all committees from Aug. 29, 1928 (the date of formation of National Linen) to date, pertinent to this investigation.
- (f) List (names and addresses) of salesmen, route managers, drivers of pick-up and delivery trucks who have been employed during anytime from Jan. 1, 1949 to date.

Memo Rec'd to Ladd

Let to Ladd, Atlanta

7/28/53 JRP

cc - Mr. Rosen  
with Ladd.

RECORDED - 17

EX-108

160-4325-18  
25 SEP 23 1953  
30

SEP 24 1953



- (g) Instructions to salesmen and other employees with particular reference to competitors and the acquisition or loss of competitors from Jan. 1, 1949 to date.
- (h) List of any and all trade associations and organizations with which presently affiliated.
- (i) List of all companies National Linen has acquired by purchase, or purchase of assets at foreclosure or other sales, or otherwise from August 29, 1928 to date, including the names and addresses of the officers and directors of the acquired companies at the time of acquisition.
- (j) List of all companies engaged in any phase of the linen service business or laundry business in which National Linen, or any of its officers or directors have or have had since Aug. 29, 1928 any stock or other financial interest together with precise nature of the business of such companies and the extent of the stock or financial interest held therein.
- (k) Price lists, price changes with dates thereof, circulars and bulletins and all correspondence, interoffice memoranda, and other documents and writing pertaining to prices from 1945 to date.
- (l) Annual reports to stockholders from 1928 to date.
- (m) Forms of contracts with customers currently in use.
- (n) Contracts with labor unions currently in use.
- (o) Correspondence, interoffice memoranda, and all other records, documents and writings from 1945, except where otherwise indicated, to date pertaining to:
  - 1. Allocation of customers with other linen suppliers.
  - 2. Acquisition of customers from, or loss of customers to other linen suppliers.
  - 3. Division or designation of territory with other linen suppliers.
  - 4. Elimination or suppression of competition of other linen suppliers.
  - 5. Complaints made by other suppliers regarding loss of their business or customers.



6. Complaints made by its customers or the customers of other linen suppliers regarding change of supplier.
7. Complaints made by its customers of high prices, or poor service due to inability to change to or obtain another supplier.
8. Offers to customers by National Linen of cash payments, of free service for stated periods, of less than regular prices for services, or of special services in order to induce customers to leave competitors or to remain with National Linen.
9. Relationship with Consolidated Laundries, Inc., or other linen service companies in New York; with American Linen Supply Co., Inc., or other linen service companies in Chicago; with any other outstanding linen service company in any other part of the country.
10. Ownership of National Linen stock by Atlanta Laundries, Inc., or any of its officers, directors or stockholders from August 29, 1928 to date.
11. Suppression of Atlanta Laundries, Inc., from engaging in the linen service business at any time since August 29, 1928.
12. Any loans to or from any linen service or laundry company from August 29, 1928 to date.

Obtain, prepare or have prepared a list (names and addresses) of all competitors or alleged competitors in each city and state in which National Linen does business.

Also ascertain:

- (a) Gross annual business in dollars from 1945 to date.
- (b) Which plants serve customers located in states other than those in which the plants are located and the extent of such interstate operations.
- (c) Gross annual business in dollars for 1951, 1952 and 1953 with (1) customers located within the state in which each plant is located and, (2) customers located in states other than those in which the plant rendered the service is located.



- (d) Whether National Linen manufactures its own linens and laundry supplies or purchases them. If manufactured, the location of the manufacturing plants. If purchased, from whom they are purchased and from which plant of the manufacturer are they received.

As indicated in our memorandum to you dated Feb. 17, 1953, herein above referred to, National Linen maintains its main office in Atlanta, Georgia but operates at least 45 plants in 10 southern states, Georgia, North Carolina, Texas, Alabama, South Carolina, Tennessee, Florida, Kentucky, Louisiana and Virginia and in California. The files in Atlanta should contain information relating to each of National Linen's plants wherever situated. We desire to obtain the requested information, as and if it relates to National Linen as an entity or to any or all of National Linen's plants wherever situated.

This case is still in charge of Samuel Flatow, Room 3237, Department of Justice, Washington, D. C., who is available for any further information or instructions required by the Federal Bureau of Investigation herein.



BULKY EXHIBIT INVENTORY OF PROPERTY ACQUIRED AS EVIDENCE

Bufile:

*AK 8-19-53*  
Atlanta

Field Division

8/10/53

Date

Title and Character of Case:

① NATIONAL LINEN SERVICE CORP.  
② LINEN SERVICE INDUSTRY IN THE SOUTH  
ANTI-TRUST

Date Property Acquired:

3/5/52 thru 4/2/53

Source From Which Property Acquired:

Interview with HARRY W. BELFOR  
578 Parkway Dr., NE, Atlanta, Ga.

Location of Property or Bulky Exhibit:

Bulky Exhibit Cabinet

Reason for Retention of Property and  
Efforts Made to Dispose of Same:

Investigative aid, retained per  
Departmental request

Description of Property or Exhibit and  
Identity of Agent Submitting Same:

SA J. DOYLE WILLIAMS

Miscellaneous notes and copies of documents pertaining to National Linen  
Corp. and subsidiaries

*10-4320*  
NOT RECORDED  
29 AUG 21 1953

Field File #: 60-1190

52 SEP 4 1953  
3 - Bureau  
2 - Atlanta



SAC, Atlanta (60-149)

September 28, 1953

RECORDED - 17  
Director, FBI (60-4325) - 18

**NATIONAL LINEN SERVICE CORPORATION;  
LINEN SERVICE INDUSTRY IN THE SOUTH  
ANTITRUST**

There are attached two copies of an Antitrust Division memorandum dated September 22, 1953, requesting further investigation in this matter. There is also attached a letter addressed to the subject company requesting the company's cooperation.

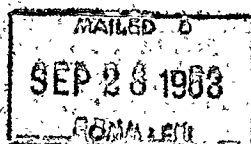
All persons interviewed are to be advised that the investigation is being conducted at the request of Assistant Attorney General Stanley N. Barnes of the Antitrust Division. The fact that they were so advised need not be set out in reports.

You are instructed to assign this matter to an Agent experienced in the handling of Antitrust cases for preferred and continuous attention. The Agent handling the case should be given as much assistance by other Agents as the nature of the work being done will permit. Initial contact with the subject company should be made at once and the Bureau advised of the attitude of the company relative to furnishing the material desired by the Antitrust Division. A report reflecting the completion of the investigation is to be submitted to reach the Bureau not later than October 19, 1953. The case should be maintained in a pending status until the Antitrust Division indicates the disposition to be made of this matter.

Attachment

JKP:lh

Tolson \_\_\_\_\_  
Ladd \_\_\_\_\_  
Nichols \_\_\_\_\_  
Belmont \_\_\_\_\_  
Clegg \_\_\_\_\_  
Glavin \_\_\_\_\_  
Harbo \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tracy \_\_\_\_\_  
Gearty \_\_\_\_\_  
Mohr \_\_\_\_\_  
Winterrowd \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Holloman \_\_\_\_\_  
 Sizoo \_\_\_\_\_  
Miss Gandy \_\_\_\_\_



82 OCT 9 1953



# FEDERAL BUREAU OF INVESTIGATION

Form No. 1

THIS CASE ORIGINATED AT

ATLANTA

|  |                                  |   |  |
|--|----------------------------------|---|--|
| REPORT MADE AT<br><b>ATLANTA</b>   | DATE WHEN MADE<br><b>10-1-53</b> | PERIOD FOR WHICH MADE<br><b>9-25-53</b> | REPORT MADE BY<br><b>EDWARD T. KASSINGER</b> <span style="float: right;">bd</span> |
| TITLE<br><b>NATIONAL LINEN SERVICE CORPORATION<br/>LINEN SERVICE INDUSTRY IN THE SOUTH</b> |                                  |   | CHARACTER OF CASE<br><b>ANTITRUST</b>  |

**SYNOPSIS OF FACTS:**

J. JOSEPH COHEN, Treasurer, Apex Linen Service Company, Atlanta, made complaint concerning current activity of Atlanta Linen Service Company, subsidiary of National Linen Service Corporation, in alleged restraint of trade.

- P -

**DETAILS: AT ATLANTA, GEORGIA**

Mr. J. JOSEPH COHEN, Treasurer, Apex Linen Service Company, 330 Edgewood Avenue, N.E., Atlanta, Georgia, contacted the Atlanta Office on September 25, 1953, at which time he personally prepared the following signed statement:

"Atlanta, Ga.  
Sept. 25, 1953

"I, J. Joseph Cohen, wish to furnish the following information to Special Agent Edward T. Kassinger of the Federal Bureau of Investigation. The information set forth below is the truth to the best of my knowledge and belief.

"We have had the account with Leb's Restaurant located at Luckie & Forsyth Sts., Atlanta, Ga. since about 15 March 1953. At the time we began to service this named account, our competitor was incensed to the point of going around to customers that we served and offered various inducements to so that they would discontinue our service and take Linen Service from our competitor. (Atlanta Linen Service - a division of National Linen Service, Inc).

|   |                         |                              |             |
|---|-------------------------|------------------------------|-------------|
| APPROVED AND FORWARDED:<br><br><i>[Signature]</i> | SPECIAL AGENT IN CHARGE | DO NOT WRITE IN THESE SPACES |             |
|   |                         | 60-14325-19                  | RECORDED-34 |
| COPIES OF THIS REPORT                             |                         | OCT 5 1953                   |             |
| 3 Bureau (60-4325)                                |                         | COPIES DESTROYED             |             |
| 3 Atlanta (60-149)                                |                         | 36 APR 20 1970               |             |
| 100 ATD 10/15/53 QKP/shm                          |                         |                              |             |

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OCT 23 1953



AT 60-149

"These inducements took the form of:

1. Free service
2. Lower prices (far below a profit level for anyone)
3. Discounts on prevailing prices that depressed the final sales to a non-profit figure

"During the next two months we lost several accounts to our competitor because of the practices outlined above.

"In May a truce was informally declared and since then until 21 September 1953 there has appeared no such practice that prevailed before.

"On Monday Sept 21, Louis Linkow, manager of Atlanta Linen Service, told my brother, B. R. Cohen, and myself that because of some influential friends of the major stockholders of National Linen, they had a great deal of influence with the owner of Lebs Restaurant and thru the influence of these friends (Mr. Harry Duraskin and Mr. Oscar Durosikin) that Lebs wanted to change the account from us to National linen. And he further stated that if the account was switched, he was willing to buy some of the special linen requirements from us that we had prepared for this account. We told Mr. Linkow that if he was successful in switching this account, we would be willing to sell him the special linen that we had. But that we were going to do everything in our power to maintain this account.

"The next afternoon, the steward at Lebs, Mr. Joe Seideman, called our office and notified my brother, Abner Cohen, that National Linen had installed their linen in Lebs Restaurant and for us not to deliver our linen any more. He claimed that Mr. Linkow told him and Norman Lebedin that we told Mr. Linkow that we were too small to handle the Lebs account; that we did not want the account; that the account was too much trouble to us for what we got out of it; that we wanted him to take the account and relieve us of our investment in this account and the trouble that it caused us. It was on this statement of 'misfacts' that the decision to change linen companies was made. When we apprised Mr. Lebedin that this was a fabricated story, he was quite upset. We took Mr. Lebedin to our plant and visually showed him that we were capable and competent to handle his account properly. We then decided in order to rectify the situation to have a meeting at his office and have Mr. Linkow repeat his claim while I was present so that I could refute these false claims. This meeting was held on Wednesday, Sept. 23, 1953 at which time Mr. Linkow claimed he was misunderstood and that he had never made such claims. He did say at this meeting that this account meant more to him than just dollars and cents. That the having of this account was a sore spot in his company between the big officials and himself and that if he lost this account after having reinstalling same, that it was



AT 60-149

"going to be too bad for somebody. I asked him, 'just who do you mean that it is going to be too bad for.' His only reply was that when someone stepped on his toes, he kicked hard.

"Being guided by past experiences, I know, or rather feel like, that a new war is about to begin. Our company cannot afford such practices that have been employed before, whereas National Linen can afford to lose money at one locale and make it up at 40 of their other plants.

"The facts that I have outlined above are true to the best of my knowledge.

"J. Joseph Cohen  
Treasurer  
Apex Corporation

"Atlanta, Ga.

"September 25, 1953

"Witnessed

"Edward T. Kassinger, FBI, Atlanta, Ga. 9/25/53"

- P -



AT 60-149

ADMINISTRATIVE PAGE

Bureau letter to Atlanta dated 9-28-53 received subsequent dictation. This report is being submitted as pending instead of closing particularly in view of the fact that the Department might be interested in the information in this report.

REFERENCE:

Bureau letter dated 9-28-53 to Atlanta.  
Report of SA EDWARD T. KASSINGER at Atlanta dated 8-6-53.



FEDERAL BUREAU OF INVESTIGATION  
UNITED STATES DEPARTMENT OF JUSTICE

|                |       |
|----------------|-------|
| Mr. Tolson     | _____ |
| Mr. Ladd       | _____ |
| Mr. Nichols    | _____ |
| Mr. Belmont    | _____ |
| Mr. Clegg      | _____ |
| Mr. Glavin     | _____ |
| Mr. Harbo      | _____ |
| Mr. Rosen      | _____ |
| Mr. Tracy      | _____ |
| Mr. Egan       | _____ |
| Mr. Gurnea     | _____ |
| Mr. Hendon     | _____ |
| Mr. Pennington | _____ |
| Mr. Quinn      | _____ |
| Mr. Nease      | _____ |
| Miss Gandy     | _____ |

*Rehn*

*Ponder*

Transmit the following Teletype message to:

FBI, ATLANTA

10-16-53

DIRECTOR, FBI (60-4325)

AIR-TEL

NATIONAL LINEN SERVICE CORPORATION, LINEN SERVICE INDUSTRY IN THE SOUTH,  
ANTITRUST. REBULET TO ATLANTA DATED SEPT. TWENTYEIGHT, LAST. INVESTIGATION  
IN PROGRESS. HOWEVER, IN VIEW OF EXTENSIVE PERIOD TO BE COVERED BY  
INVESTIGATION AND VOLUMINOUS RECORDS TO BE EXAMINED, DEADLINE OF OCT.  
NINETEEN, NEXT CANNOT BE MET. REPORT EXPECTED TO EMANATE FROM ATLANTA  
BY NOV. TWELVE, NEXT.

CARSON

END

JDW:iat  
60-149

G. I. R. - 3

RECORDED - 101

60-4325-20  
13 OCT 20 1953

Approved: \_\_\_\_\_

Special Agent in Charge

Sent \_\_\_\_\_ M Per \_\_\_\_\_

7194 79 OCT 28 1953



## Office Memorandum • UNITED STATES GOVERNMENT

TO : DIRECTOR, FBI (60-4325) (AMSD)

DATE: 10/29/53

FROM : SAC, ATLANTA (60-149)

SUBJECT: NATIONAL LINEN SERVICE CORPORATION,  
LINEN SERVICE INDUSTRY IN THE SOUTH,  
ANTITRUST

Re Bureau letter to Atlanta dated September 28, 1953.

For the information of the New York and New Orleans Divisions, investigation of the National Linen Service Corporation, whose home office is located at 445 Highland Avenue, N.E., Atlanta, Georgia, was instituted as a result of a request to the Bureau by the Department of Justice on September 22, 1953 to conduct a full-scale investigation into alleged violation of the Anti-trust Statute.

National Linen Service Corporation was organized August 20, 1928 under the laws of the state of Delaware and during the intervening years has expanded its operations from one small plant in Atlanta, Georgia, to many outlets including all southern states and extending from California to Virginia.

The Department has specifically requested that a list of all stockholders who have owned stock at anytime from the date of organization to date, showing the amount of stock held by each and the dates of such holdings, be obtained.

Submitted as enclosures to the New York and New Orleans Divisions are letters of authorization from the subject company dated October 27, 1953, signed by T. G. WARE, Secretary - Assistant Treasurer of the corporation, to be submitted to the Registrar and Transfer Company, New York City, the Chase National Bank, New York City, and the National Bank of Commerce, New Orleans, Louisiana, who are or were corporation's Registrar and Transfer Agents in addition to the First National Bank, Trust Company of Georgia, and the Citizens and Southern National Bank, all of Atlanta, Georgia.

JDW:lb

1 - New York (2-encl.)

1 - New Orleans (1-encl.)

RECORDED - 72

~~EXP. PROC.~~

60-4325-21

OCT 30 1953

F57

NOV 5 1953

6-Parker



AT 60-1149

In the event the National Bank of Commerce at New Orleans is not in possession of pertinent stock records, an endeavor should be made to determine the location of such records as T. G. WARE, Secretary, Assistant Treasurer, National Linen Service Corporation, advises he has been unable to locate such records to date.

Upon completion of investigation, each office should forward stock lists obtained to the Atlanta Office in order that control and continuity of stock lists as well as exhibits to be submitted can be maintained.

It is further requested that the list of stock holders of the common and preferred stocks specifically show the name of the stock holder, date stock acquired, certificate number, and the number of shares represented by each certificate.

Any problems encountered in this regard should be commuted to the Bureau for instructions.

Attention is invited to the fact the original dead line in this matter was October 19, 1953. Investigation should be expedited and results of investigation made available to the Atlanta Office on or before November 9, 1953, in order that a report may be submitted to reach the Bureau by November 12, 1953. Should it not be possible to obtain the requested data on or before November 9, 1953, each office should advise the Bureau and the Atlanta Office of the date requested information may be expected.



RECORDED-62

60-4325-22

SAC, Atlanta (60-149)

November 5, 1953

Director, FBI (60-4325)

NATIONAL LINEN SERVICE CORPORATION;  
LINEN SERVICE INDUSTRY IN THE SOUTH  
ANTITRUST

Reurlet 10/30/53.

The desirability of photographing the contents of the 300 files relating to companies acquired by National Linen and the necessity for obtaining the names and addresses of all route men, salesmen and route managers were discussed with Antitrust Division Attorney Samuel Flatow. Mr. Flatow advised that it would not be necessary to copy all documents contained in these 300 files but that such files should be identified and described in your report in such a manner that they can be examined at a later date or subpoenaed if this matter is presented to a Grand Jury. He requested that National Linen be informed that we do not wish to make copies of all documents in these files at this time but may desire to make such copies at a later date. Flatow requested that in connection with the review of these 300 files the agents identify and obtain copies of any correspondence or other material of particular significance to the investigation.

In connection with the problem of identifying and listing the names and addresses of route men, salesmen and route managers, Flatow advised that it would be satisfactory to set out the identity of all route managers and salesmen and of those route men identified during the investigation who may be potential Government witnesses. In reviewing the files of National Linen, the agents should attempt to identify those route men who have served accounts taken away from competitors.

The agents presently handling this investigation should continue to afford it their undivided attention in order to complete the investigation without unnecessary delay. You should keep the Bureau advised of your progress in completing the investigation.

Tolson \_\_\_\_\_  
Ladd \_\_\_\_\_  
Nichols \_\_\_\_\_  
Belmont \_\_\_\_\_  
Clegg \_\_\_\_\_  
Glavin \_\_\_\_\_  
Harbo \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tracy \_\_\_\_\_  
Gearty \_\_\_\_\_  
Mohr \_\_\_\_\_  
Winterrowd \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Holloman \_\_\_\_\_  
 Sizoo \_\_\_\_\_  
Miss Gandy \_\_\_\_\_

NOTE: The problem of identifying some 1468 employees of the subject company and copying all documents contained in approximately 300 files was presented in referenced Atlanta letter and was discussed with Antitrust Division Attorney Samuel Flatow on November 3, 1953.

63 NOV 12 1953 EHW



## Office Memorandum • UNITED STATES GOVERNMENT

TO : DIRECTOR, FBI (60-4325)

DATE: October 30, 1953

FROM : SAC, ATLANTA (60-149)

AIR MAIL SPECIAL DELIVERYSUBJECT: NATIONAL LINEN SERVICE CORPORATION  
LINEN SERVICE INDUSTRY IN THE SOUTH  
ANTITRUST

ReBulet to Atlanta dated September 28, 1953, Departmental letter to Bureau dated September 22, 1953, and Atlanta air-tel to Bureau dated October 16, 1953.

Set forth herein is the current status of investigation requested by the Department in referenced letter together with comments and observations.

The status of each part of investigation is set out in accordance with the breakdown of the Department's letter and each phase as stated therein will not be repeated here:

- (a) Completed
- (b) Completed
- (c) No action has been taken in this regard. This data is available and can be obtained within one hour.
- (d) Letters of authorization have been obtained from National Linen Service Corporation for presentation by Bureau Agents to Transfer Agents and Registrars for the common and preferred stocks of the corporation in New York City (2), New Orleans, Louisiana (1), and Atlanta, Georgia (3) for access to all stock records as far back as registry is available. Time required to obtain this data can not be estimated until a determination can be made as to the accessibility of such records and whether mailing lists to stock holders contain all data required.
- (e) All minutes of National Linen and Linen Service Corporation of Texas (merged with National Linen in 1947) reviewed and photographs of pertinent records completed October 28, 1953.

JDW:iat

RECORDED-62

60-4220-22

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6-11-53



AT 60-149

- (f) National Linen operates 45 plants and pays its employees weekly. Investigation entails preparation of schedules and examination of approximately 10,800 pay rolls for the five year period requested. National Linen employs approximately 6,000 people in all plants. This total as relates to the investigation is broken down as follows:

|      |                |
|------|----------------|
| 1178 | Routemen       |
| 100  | Salesmen       |
| 190  | Route Managers |

Total 1468

One agent is handling this assignment and has completed a two year period on seven plants. It is estimated 36 working days of one agent will be required to complete this job.

- (g & h) No action taken. Estimated one-half day to one day will be required to complete.
- (i) Identity of companies and year acquired has been listed. Names of owners, officers, and/or directors are not readily accessible and will require a review of approximately 300 contract and agreement files to determine the identity of such owners, officers, and/or directors. It is estimated five work days of one agent will be required to review and set out the above information.
- (j) No action taken. This would appear to entail the interview of various officers and directors of National Linen as no specific information in this regard has been found (with some exceptions) in the minutes and correspondence reviewed to date. Minutes in some instances reflect the purchase of stock by various officers and directors over a period of time. However, it is not believed to be inclusive enough to be of value to the over-all picture.
- (k) No action taken. Estimated one day required to assemble data after all records located.
- (l, m & n) One-third complete. Estimated one-half day required to separate and assemble data.



AT 60-149

- (o) Review approximately one-half completed. Estimated ten working days of one agent required to complete review.

On page three of the Department's letter is the following, "Obtain, prepare or have prepared a list (names and addresses) of all competitors or alleged competitors in each city and state in which National Linen does business". A letter has been forwarded to all National Linen Plants by T. G. WARE, Secretary-Assistant Treasurer of National Linen, for this data.

- (a) Completed

- (b,c & d) No action taken. It is estimated one day's work of one agent will be required to complete.

This case until October 28, 1953, has been handled by two agents on a continuing basis who have been supplemented by one or two agents as available on a day to day basis. Four agents are now assigned to the case, two of which are new agents.

Investigation as outlined by the Department in referenced letter, if all possible phases of the matter that may arise are handled in the detail and scope requested, will require the full time of the four agents assigned 45 to 50 working days to complete, which time would include preparation of dictation, preparation of exhibits, and dictation of the report.

It is not feasible with the present case load and complement of agents in this office to assign more personnel to this case and meet deadlines in other matters.

It is suggested that the Bureau give consideration to contacting Mr. SAMUEL FLATOW of the Department, who is handling this case, relative to coming to Atlanta for one or two days at an early date to discuss this case with the agent to whom assigned and to review a sampling of contracts, purchase agreements, and restrictive agreements on file at National Linen to determine if it is essential to photograph the contents of approximately 300 files relating to companies acquired by National Linen and as to whether it is essential that names and addresses of all routemen, salesmen, and route managers for the pertinent five year period be obtained.

It is believed a thorough comprehensive investigation can still be effected after such conference with Mr. FLATOW and with a saving of time and funds for both the Bureau and the Department.



NOVEMBER 16, 1953

AIRTEL

AIR MAIL

SAC, ATLANTA

60-4325-26  
NATIONAL LINEN SERVICE CORPORATION, ET AL. ANTITRUST.

REAIRTEL NOVEMBER 13. ASSUMING THAT THE PROBLEM PRESENTED

RECORDED - 22

IN REAIRTEL APPLIES TO ITEM J ON PAGE 2 OF ANTITRUST MEMORANDUM

EX-121

DATED SEPTEMBER 22 LAST. YOU SHOULD DEVELOP THE INFORMATION

REQUESTED IN SO FAR AS POSSIBLE FROM RECORDS OF THE COMPANY

AND INTERVIEW OF OFFICERS. YOUR REPORT SHOULD INDICATE THE

MANNER IN WHICH THE INFORMATION WAS OBTAINED IN ORDER THAT THE

ANTITRUST DIVISION CAN, IF IT DESIRES, REQUEST FURTHER INVESTI-

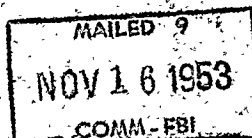
GATION REGARDING STOCK OWNERSHIP BY EARLIER OFFICIALS AND

DIRECTORS OF THE COMPANY.

HOOVER

BUFILE 60-4325

JKP:baf



58 NOV 19 1953



Mr. Tolson \_\_\_\_\_  
Mr. **FD-36** \_\_\_\_\_  
Mr. Nichols \_\_\_\_\_  
Mr. Belmont \_\_\_\_\_  
Mr. Clegg \_\_\_\_\_  
Mr. Glavin \_\_\_\_\_  
Mr. Harbo \_\_\_\_\_  
Mr. Rosen \_\_\_\_\_  
Mr. Tracy \_\_\_\_\_  
Mr. Gearty \_\_\_\_\_  
Mr. Mohr \_\_\_\_\_

Transmit the following Teletype message to:

60-~~4~~49

URGENT

HAWKINS

**RECORDED - 22**

25 NOV 14 1955

EX-127.

**Special Agent in Charge**

Sent \_\_\_\_\_ M Per \_\_\_\_\_



## Office Memorandum • UNITED STATES GOVERNMENT

TO : Director, FBI (60-4325)

DATE: November 13, 1953

FROM : SAC, Atlanta (60-149)

SUBJECT: NATIONAL LINEN SERVICE CORP.;  
LINEN SERVICE INDUSTRY IN THE SOUTH  
ANTITRUST

This is to advise investigation in this matter is approximately half completed.

Effort is being exerted looking forward to possible submission of a pending report containing the bulk of pertinent data obtained, on or before December 11, 1953.

JDW/ds

RECORDED - 87

NOV 16 1953

EX-104

53 NOV 20 1953



## Office Memorandum • UNITED STATES GOVERNMENT

TO : Director, FBI (60-4325)

FROM : SAC, New Orleans (60-48)

SUBJECT: NATIONAL LINEN SERVICE CORPORATION, ET AL  
ANTI-TRUST

DATE: November 6, 1953

Re Atlanta letter to Bureau dated October 29, 1953.

On November 3, 1953, Mr. FRANCIS DOYLE, Vice President in Charge, Trust Department and Mr. JOHN FLAD, Auditing Department, National Bank of Commerce, Baronne Street, New Orleans, Louisiana, advised that the National Bank of Commerce acted as transfer agent for the National Linen Service Corp. of Atlanta, Georgia from May 20, 1933 to late August or early September of 1937. The National Bank of Commerce was discharged as transfer agent at that time and the Trust Company of Georgia at Atlanta was appointed the new transfer agent.

The National Bank of Commerce was appointed transfer agent on May 20, 1933 when the Canal Bank and Trust Company of New Orleans went into liquidation. The Canal Bank, which is still in liquidation, was the original transfer agent for the National Linen Service Corp. from the time of its establishment in 1928.

It was determined that the original stock transfer records of the National Bank of Commerce were presently in custody of the Canal Bank and Trust Company, in liquidation, room 1206, National Bank of Commerce Building.

A letter dated October 27, 1953, from Mr. T. G. Ware, Assistant Treasurer and Secretary of the National Linen Service Corp., originally addressed to the National Bank of Commerce, was provided to Mr. JOHN F. FINKE, Receiver, Canal Bank and Trust Company, in liquidation, and Mr. N. T. DRESSEL, employee. These men advised that the Canal Bank and Trust Company had been in liquidation under the laws of the State of Louisiana since May of 1933. Mr. FINKE pointed out that under the state laws, as Receiver, he was responsible only for the assets of the Canal Bank and Trust Company and not for the records except for possession.

He stated that the stock transfer records of the Canal Bank and Trust Company and of the National Bank of Commerce had been tied up in litigation in Federal Court in New Orleans for a period of four or five years. The question before the court, as he understood it, was one of division of shares of common stock in the National Linen Service between a company known as the Atlanta Laundry in Atlanta and the Crescent City Laundry in New Orleans. He stated this question had been resolved and the records of stock transfer were now in his possession. He stated that the details of litigation were

FAS:acd

cc: Atlanta

63 NOV 16 1953

RECORDED-27

EX-127

NOV 10 1953

6-607



NO 60-48

not known to him, but he believed the officials of the National Linen Service Corp. could provide information regarding this matter if pertinent.

Mr. DRESSEL made available to SA FRANK A. SASS, JR., of this office, 147 sheets listing the identity of all owners of stock and transfers thereof for the National Linen Service Corp. as follows:

1. Records of transfer of the National Linen Service Corp., Canal Bank and Trust Company, New Orleans, Louisiana, transfer agent for the period November 16, 1928 to April 13, 1933, covering certificate numbers 1 through 367.
2. Records of transfer of National Linen Service Corp., National Bank of Commerce, transfer agent for the period July 14, 1933 to August 31, 1937, certificate numbers 368 through 750.

Photographs of these documents were made by a photo record camera and have been forwarded to the Bureau, attention Mechanical Section, for development and subsequent transmittal to Atlanta.

The records have been returned to the Canal Bank and Trust Company, in liquidation, where they are expected to remain indefinitely.

No additional investigation is being conducted at this time, the matter being RUC.



FEDERAL BUREAU OF INVESTIGATION  
U. S. DEPARTMENT OF JUSTICE  
COMMUNICATIONS SECTION

NOV 3 1953

TELETYPE

FBI ATLANTA 11-3-53 11-48AM WGR  
DIRECTOR FBI AND SACS NEWYORK AND NEW ORLEANS URGENT

|              |       |
|--------------|-------|
| Mr. Tolson   | _____ |
| Mr. Ladd     | _____ |
| Mr. Nichols  | _____ |
| Mr. Belmont  | _____ |
| Mr. Clegg    | _____ |
| Mr. Glavin   | _____ |
| Mr. Harbo    | _____ |
| Mr. Rosen    | _____ |
| Mr. Tracy    | _____ |
| Mr. Egan     | _____ |
| Mr. Gurnea   | _____ |
| Mr. Hendon   | _____ |
| Mr. Jones    | _____ |
| Mr. Quinn    | _____ |
| Mr. Nease    | _____ |
| Tele. Rm.    | _____ |
| Mr. Holloman | _____ |
| Miss Gandy   | _____ |

NATIONAL LINEN SERVICE CORP., ETAL, ~~ATXX~~-ANTITRUST.

RE AT LET TO BUREAU OCT TWENTYNINE LAST. NY DISCONTINUE.  
COMPLETE RECORDS RE PREFERRED AND COMMON STOCK OF NATIONAL  
LINEN SERCICE CORP., REPORTED AVAILABLE ATLANTA BANKS BACK  
TO NINETEEN THIRTYSEVEN. SUGGEST NO OBTAIN COPY OF STOCK  
RECORDS NATIONAL BANK OF COMMERCE BY PHOTO RECORD CAMERA  
AS WILL BE DONE ATLANTA.

HAWKINS

END

ACK PLS

WA11-51<sup>7</sup> AM OK FBI WA FCH

NY 11-51 AM OK FBI NYC JJG

NO OK FBI NO BCVVBV

NOV 13 1953

Mr. Rosen

RECORDED-39

EX-125

NOV 4 1953



SAC, NEW ORLEANS (60-48)

NOVEMBER 24, 1953

RECORDED-65

DIRECTOR, FBI (60-4325)-27

EX-102

NATIONAL LINEN SERVICE CORPORATION, ET AL  
ANTI-TRUST

REGISTERED MAIL

Reference is made to your letter dated November 5, 1953, transmitting one 25-foot roll of 35mm film pertaining to the above-captioned matter.

In accordance with your request, the film has been developed and one print of each document has been prepared. The prints together with the negatives are being forwarded to the Atlanta Office.

cc: Atlanta (60-149)

Attachment

Tolson \_\_\_\_\_  
Ladd \_\_\_\_\_  
Nichols \_\_\_\_\_  
Belmont \_\_\_\_\_  
Clegg \_\_\_\_\_  
Glavin \_\_\_\_\_  
Harbo \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tracy \_\_\_\_\_  
Gearty \_\_\_\_\_  
Mohr \_\_\_\_\_  
Winterrowd \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Holloman \_\_\_\_\_  
 Sizoo \_\_\_\_\_  
Miss Gandy \_\_\_\_\_

RCR:jw

NOV 24 1 28 PM '53

U.S. DEPT. OF JUSTICE  
FBI

RECEIVED NOV 24 1953

715982 force with attach.

COMM - FBI

NOV 24 1953

MAILED 31

79 NOV 24 1953



## Office Memorandum • UNITED STATES GOVERNMENT

TO : Director, FBI (60-4325) ATTENTION: MECHANICAL SECTION

DATE: November 5, 1953

FROM : SAC, New Orleans (60-48)

REGISTERED MAIL

SUBJECT: NATIONAL LINEN SERVICE CORPORATION, ET AL  
ANTI-TRUST (21)

Re Atlanta letter to Bureau dated October 29, 1953.

Enclosed, herewith, is one 25 foot roll of exposed 35 millimeter microfilm of the following documents totaling 147 items:

1. Records of transfer of the National Linen Service Corp., Canal Bank and Trust Company, New Orleans, Louisiana, transfer agent for the period November 16, 1928 to April 13, 1933, covering certificate numbers 1 through 367.
2. Records of transfer of National Linen Service Corp., National Bank of Commerce, transfer agent for the period July 14, 1933 to August 31, 1937, certificate numbers 368 through 750.

It is requested that this film be developed and copies of photographed documents be forwarded to the Atlanta Division in connection with the instant anti-trust investigation being conducted by the Atlanta office.

It is not necessary that New Orleans receive copies of these documents.

FAS:acd

cc: 1- Atlanta.

Ack. Mech. Sec.

NOV 24 1953

EXP. PROC.

RECEIVED  
DEVELOPED  
PRINTED  
MAGNETIC  
COPIED  
INSPECTED

RECORDED-65

EX-10

NOV 20 1953

412



## Office Memorandum

UNITED STATES GOVERNMENT

TO : DIRECTOR, FBI (60-4325)

DATE: 11/12/53

FROM : SAC, ATLANTA (60-149)

SUBJECT: NATIONAL LINEN SERVICE CORP.;  
LINEN SERVICE INDUSTRY IN THE SOUTH  
ANTITRUST

Submitted under separate cover are three rolls of exposed micro-film, one roll 34.50, \$5 A, and \$5 B, preferred stock records of National Linen Service Corp., as reflected by records of the First National Bank, Atlanta, Ga., transfer agent for the corporation's preferred stocks.

Film also record transfer sheets for the preferred stocks, together with miscellaneous documents.

For the information of the Laboratory, additional rolls of film will be forwarded for processing in the near future and it is requested that particular attention be afforded letters of transmittal; returning developed film to the Atlanta Office in order that proper identity and control of the large volume of records can be readily maintained and exhibits prepared.

It will be noted film have previously been forwarded to the Laboratory by the Atlanta and New Orleans Division.

JDW:sj

1 - package

Ack. Mech. Sec.

NOV 24 1953

RECEIVED  
DEVELOPED  
PRINTED  
ENLARGEMENTS  
COPIED  
INSPECTED

WGH 11/17/53

RECORDED - 72

DEC 1 1953

1-2-3

416



*Jm*  
SAC, ATLANTA (60-149)

NOVEMBER 24, 1953

RECORDED - ~~7~~

DIRECTOR, FBI (60-4325) - 28

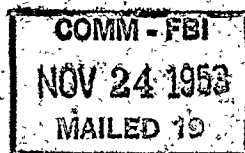
NATIONAL LINEN SERVICE CORP.;  
LINEN SERVICE INDUSTRY IN THE SOUTH  
ANTITRUST

REGISTERED MAIL

Reference is made to your letter dated November 12, 1953, transmitting three rolls of film pertaining to the above-captioned matter.

In accordance with your request, the film has been developed and the prints together with the negatives are being forwarded to your office under separate cover.

*JW*  
Tolson \_\_\_\_\_  
Ladd \_\_\_\_\_  
Nichols \_\_\_\_\_  
Belmont \_\_\_\_\_  
Clegg \_\_\_\_\_  
Glavin **HCR: jw**  
Harbo \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tracy \_\_\_\_\_  
Gearty \_\_\_\_\_  
Mohr \_\_\_\_\_  
Winterrowd \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Holloman \_\_\_\_\_  
 Sizoo \_\_\_\_\_  
Miss Gandy \_\_\_\_\_





## Office Memorandum • UNITED STATES GOVERNMENT

TO : Director, FBI (60-4325)

DATE: October 29, 1953

FROM : SAC, Atlanta (60-149)

REGISTERED MAIL  
RETURN RECEIPT REQUESTEDSUBJECT: NATIONAL LINEN SERVICE CORPORATION  
LINEN SERVICE INDUSTRY IN THE SOUTH  
ANTITRUST

ATTN: FBI LABORATORY

Rebulet to Atlanta dated September 28, 1953.

Submitted under separate cover are four rolls of exposed microfilm which record pertinent sections of minutes of the National Linen Service Corporation, Atlanta, Georgia and related documents.

It is requested that one copy of each negative be made and returned to the Atlanta Office at an early date, it being noted the original deadline in this matter was October 19, 1953.

JDW:jjd

CC: PACKAGE (REGISTERED)

Ack. Mech. Sec.

NOV 24 1953

RECORDED - 72

NOV 24 1953

52 DEC 1 1953



DECEMBER 7, 1953

AIRTEL  
AIR MAIL

SAC, ATLANTA (60-149)

NATIONAL LINEN SERVICE CORPORATION, ET AL; ANTITRUST.

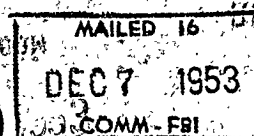
EX-115 ADVISE BY RETURN AIRTEL DATE REPORT COMPLETING INVESTIGATION  
WILL REACH BUREAU. EXPEDITE COMPLETION.

(Bufile 60-4325)

HOOVER

JKP:jrj

Tolson \_\_\_\_\_  
Ladd \_\_\_\_\_  
Nichols \_\_\_\_\_  
Belmont \_\_\_\_\_  
Clegg \_\_\_\_\_  
Glavin \_\_\_\_\_  
Harbo \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tracy \_\_\_\_\_  
Géarty \_\_\_\_\_  
Mohr \_\_\_\_\_  
Winterrowd \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Holloman \_\_\_\_\_  
 Sizoo \_\_\_\_\_  
Miss Gandy \_\_\_\_\_





## Office Memorandum • UNITED STATES GOVERNMENT

TO : DIRECTOR, FBI (60-4325)

DATE: 12-1-53

FROM : SAC, ATLANTA (60-149)

SUBJECT: NATIONAL LINEN SERVICE CORPORATION  
LINEN SERVICE INDUSTRY IN THE SOUTH  
ANTITRUST

|                |  |
|----------------|--|
| Mr. Tolson     |  |
| Mr. Ladd       |  |
| Mr. Belmont    |  |
| Mr. Clegg      |  |
| Mr. Glavin     |  |
| Mr. Harbo      |  |
| Mr. Rosen      |  |
| Mr. Tracy      |  |
| Mr. Mohr       |  |
| Mr. Trotter    |  |
| Mr. Winterrowd |  |
| Tele. Room     |  |
| Mr. Holloman   |  |
| Miss Gandy     |  |

For the Bureau's information, SIDNEY W. SOUERS, Chairman of the Board of Directors, National Linen Service Corporation, Atlanta, Georgia, was interviewed on November 30, 1953, by SA J. DOYLE WILLIAMS concerning his stockholdings in National Linen Service Corporation since 1928 as well as stock holdings in any other laundry or linen business.

During the interview with Mr. SOUERS, who was also a Presidential Adviser to former President TRUMAN, an Admiral in the Navy, and reportedly head of CIA during World War II, he mentioned his personal acquaintance with the Director and expressed the highest regard for him through his association with him personally in recent years. Mr. SOUERS was very complimentary of the Bureau's work and had high praise generally for all agents he had come in contact with during his official contact with the Bureau. Mr. SOUERS further specifically commented that he also had numerous contacts with Mr. LADD and Mr. NICHOLS and again voiced his appreciation for cooperation he had received through the years from these Assistant Directors. Mr. SOUERS made a point of the fact he had been invited to speak before the National Academy's Graduating Class of 1951 and of the honor bestowed upon him by the invitation to speak on this occasion.

It will be noted that investigation of National Linen Service Corporation was instituted upon the request of the Department of Justice following allegations received by the Atlanta Office in March, 1953, from HARRY W. BELFOR, Atlanta, Georgia, who alleged Federal Antitrust laws have been and are continuing to be violated by National Linen Service Corporation, its officers, some stockholders, and others. National linen and controlled companies were reported to have indulged in monopolistic and restrictive practices in Georgia and elsewhere to prevent competition in the linen

JDW:SIB

RECORDED - 10

60-4325-30

DEC 2 1953

EX-115

File AT  
12/7/53  
JLH



AT 60-119

business by price fixing and/or price wars and by a conspiracy that has in the past and is currently being perpetrated by SIDNEY W. SOUERS, I. M. WEINSTEIN, J. B. JACOBS, and A. J. WEINBERG. This group of directors and officers formed the original nucleus of National Linen which was formed in 1928.

This information is furnished in view of the apparent personal relation of Mr. SOUERS with the Director and in view of the fact that SOUERS is the head of National Linen Service Corporation which has been the subject of investigation during the past six weeks.



SAC, Atlanta (61-145)

December 6, 1953

Director, FBI (61-3222)

RECORDED - 706-4325-31

EX-102

URGENT, 12/6/53  
FBI ATLANTA  
TO DIRECTOR  
FROM ATLANTA (61-145) (P)  
MURKIN

Reference is made to your letter dated December 1, 1953, transmitting nine rolls of 16mm film pertaining to the above-captioned matter.

In accordance with your request, the film has been developed. The developed film is being returned to your office under separate registered envelope.

- Tolson \_\_\_\_\_
- Ladd \_\_\_\_\_
- Nichols \_\_\_\_\_
- Belmont \_\_\_\_\_
- Clegg \_\_\_\_\_
- Glavin \_\_\_\_\_ RCR:ijp
- Harbo \_\_\_\_\_
- Rosen \_\_\_\_\_
- Tracy \_\_\_\_\_
- Gearty \_\_\_\_\_
- Mohr \_\_\_\_\_
- Winterrowd \_\_\_\_\_
- Tele. Room \_\_\_\_\_
- Holloman \_\_\_\_\_
- Sizoo \_\_\_\_\_
- Miss Gandy \_\_\_\_\_

*JKP*

DEC 8 1953  
FBI - ATLANTA

*Egan*

*Red*  
*OS*

MAILED 9  
DEC 8 - 1953  
COMM-FBI

63 DEC 14 1953  
77



## Office Memorandum • UNITED STATES GOVERNMENT

TO : DIRECTOR, FBI (60-4325) ATTN: FBI LABORATORY DATE: 12-1-53

FROM : SAC, ATLANTA (60-149)

SUBJECT: NATIONAL LINEN SERVICE CORPORATION  
LINEN SERVICE INDUSTRY IN THE SOUTH  
ANTITRUST

Submitted under separate cover are nine rolls of exposed micro film which record common stock records of the National Linen Service Corporation as reflected by records of the Trust Company of Georgia, Atlanta, Georgia, transfer agent for the corporation's common stock.

It is requested that development of these film be completed at an early date inasmuch as material recorded on instant film will be pertinent to the preparation of the investigative report in this matter.

JDW:SIB

1 - Package

RECEIVED  
DEVELOPED  
PRINTED  
ENLARGEMENTS  
COPIED  
INDEXED

RECORDED - 70  
EX-102

12-8-53  
R.C.R. 80  
60-4325-31

1-3-4-5-6-7-WJH

2-8-69 R.P.

427



FEDERAL BUREAU OF INVESTIGATION  
UNITED STATES DEPARTMENT OF JUSTICE

Transmit the following Teletype message to:

FBI, ATLANTA (60-149)

DIRECTOR, FBI (60-4325)

A I R T E L

NATIONAL LINEN SERVICE CORPORATION, ET AL: ANTITRUST. REBUAIRTEL TO  
ATLANTA, 12/7/53. INVESTIGATION AT NATIONAL LINEN WILL BE COMPLETED  
DURING CURRENT WEEK, HOWEVER, DUE TO VOLUMINOUS MATERIAL RECORDED ON  
FILM WHICH HAS ALREADY BEEN FORWARDED TO THE BUREAU FOR DEVELOPING,  
AND ADDITIONAL FILM TO BE FORWARDED TO THE LABORATORY WHICH WILL HAVE  
TO BE ASSEMBLED INTO EXHIBITS ON RETURN TO ATLANTA, A DATE THE INVE-  
STIGATIVE REPORT WILL REACH THE BUREAU CANNOT BE ESTIMATED WITH ANY  
REASONABLE ACCURACY AT THIS DATE. IT WILL BE NOTED THAT A TOTAL OF  
16 ROLLS OF RECORDAK FILM HAVE BEEN PREVIOUSLY FORWARDED TO THE LAB-  
ORATORY FOR DEVELOPING, IN ADDITION TO FILM FROM THE NEW ORLEANS  
DIVISION. TO DATE ONLY THE NEW ORLEANS FILM AND 7 ROLLS OF FILM  
SUBMITTED BY THIS OFFICE HAVE BEEN RETURNED BY THE LABORATORY. IT  
IS ESTIMATED THAT 4 ADDITIONAL ROLLS OF FILM WILL BE SUBMITTED TO THE  
LABORATORY FOR PROCESSING DURING THE CURRENT WEEK. CONTINUED ATTEN-  
TION WILL BE DEVOTED TO THIS CASE AND EVERY EFFORT WILL BE MADE TO  
SUBMIT A REPORT AT THE EARLIEST MOMENT. THE BUREAU WILL BE ADVISED  
THE DATE REPORT WILL EMANATE WHEN ALL EXHIBITS HAVE BEEN RETURNED  
FROM THE LABORATORY.

HAWKINS

END

DJW:sj

Approved: 366  
Special Agent in Charge

DEC 16 1953

RECORDED - 78

37 DEC 10 1953

Sent \_\_\_\_\_ M Per \_\_\_\_\_

11- my hands



## Office Memorandum • UNITED STATES GOVERNMENT

TO : DIRECTOR, FBI (60-4325)

DATE: 12/9/53

FROM : SAC, ATLANTA (60-149)

ATTN: FBI LABORATORY

SUBJECT: NATIONAL LINEN SERVICE CORPORATION  
LINEN SERVICE INDUSTRIES IN THE SOUTH  
ANTITRUST

Submitted under separate cover are six rolls of exposed micro film which record agreements, price lists, and miscellaneous documents of the National Linen Service Corporation.

The above film completes the photographing of National Linen records.

It is requested that development of these film be completed at an early date as preparation of the investigative report in this matter is contingent upon receipt of the material recorded thereon.

JDW:sj

1 - package

*ack* *Meek* *See*  
12-17-53  
*GD*

RECEIVED  
DEVELOPED  
PRINTED  
ENLARGEMENTS  
GIVEN  
PREPARED

*J.C.B.*  
*R.P.*  
*J.A.K.*

RECORDED-77

DEC 14 1953

33  
*R.C.H.*  
*g*

438



Best Available Copy

SAC, Atlanta (66-149)

December 17, 1953

Director, FBI (60-4325)

RECORDED-77

66-4325-33

NATIONAL LEXIS SERVICE CORPORATION  
KIDNAP SERVICE INDICATORS IN THE SOUTH  
INTEREST

Reference is made to your letter dated December 9, 1953, transmitting  
air mail of where film pertaining to the above-captioned matter.

In accordance with your request, the film has been developed and is  
being returned to your office under separate cover, via registered mail.

Tolson \_\_\_\_\_  
Ladd \_\_\_\_\_  
Nichols \_\_\_\_\_  
Belmont \_\_\_\_\_  
Clegg \_\_\_\_\_  
Glavin \_\_\_\_\_  
Harbo \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tracy \_\_\_\_\_  
Gearty \_\_\_\_\_  
Mohr \_\_\_\_\_  
Winterrowd \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Holloman \_\_\_\_\_  
Sizoo \_\_\_\_\_  
Miss Gandy \_\_\_\_\_

RGR:ijp

COMM - FBI

53 DEC 29 1953

MAILED 31



## Office Memorandum • UNITED STATES GOVERNMENT

TO : DIRECTOR, FBI (60-4325)

FROM : SAC, ATLANTA (60-149)

SUBJECT: NATIONAL LINEN SERVICE CORPORATION, ET AL  
ANTITRUST

DATE: January 4, 1954

Re Atlanta air-tel to Bureau dated 12-9-53.

This is to advise submission of the investigative report in this matter has been delayed inasmuch as prints of film recording pertinent data obtained during the course of investigation, which were submitted to the Laboratory for processing, inadvertently were not made. Fifteen rolls of developed microfilm are being returned to the Laboratory today to have prints made.

The Bureau will be advised when the above prints have been returned to this office and the date a report will emanate.

JDW:iat

to Jot.  
RECORDED - 64

EX-127

60-4325-34  
JAN 3 1954



SAC, Atlanta (60-149)

January 15, 1954

Director, FBI (60-4325)

*af*  
NATIONAL LINEN SERVICE CORPORATION, ET AL.  
ANTITRUST

Your letter dated January 4, 1954, indicated that the submission of a report in this matter has been delayed because prints of the film which you forwarded to the Laboratory were inadvertently not made. You indicated that the fifteen rolls of developed film were being returned to the Bureau on the same date to have prints made.

Your attention is called to the fact that your letters dated December 1 and December 9, 1953, which transmitted these fifteen rolls of film to the Bureau, requested "that development of these films be completed at an early date . . . ." These letters did not request that prints be made from this film and forwarded to your office.

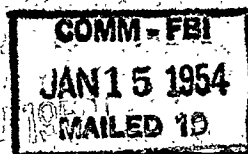
Future requests for the processing of film sent to the Bureau by your office should clearly indicate whether it is desired that the film be developed or that the film be developed and prints therefrom in certain sizes be forwarded to your office.

It is expected that the prints made from film forwarded by your office will be forwarded to you from the Bureau about January 21. You will be expected to forward a report in this matter at the earliest possible date subsequent to the receipt of such prints in your office.

JKP RECORDED - 69

60-4325-35  
JAN 18 1954  
130

Tolson \_\_\_\_\_  
Ladd \_\_\_\_\_  
Nichols \_\_\_\_\_  
Belmont \_\_\_\_\_  
Clegg \_\_\_\_\_  
Glavin \_\_\_\_\_  
Harbo \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tracy \_\_\_\_\_  
Gearty \_\_\_\_\_  
Mohr \_\_\_\_\_  
Winterrowd \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Holloman \_\_\_\_\_  
 Sizoo \_\_\_\_\_  
Miss Gandy \_\_\_\_\_





SAC, Atlanta (60-149)

January 21, 1954

Director, FBI (60-4325)

60-4325-36

NATIONAL LIFE & SERVICE CORPORATION, ET AL  
ANTITRUST

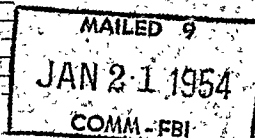
RECORDED-84

Reference is made to your letter of January 4, 1954, transmitting fifteen rolls of developed microfilm, pertaining to the above-captioned matter.

In accordance with your request, the Laboratory has prepared one 8 x 10 print of each negative. The negatives together with the prints are being forwarded to your office, under separate cover, via railway express.

Tolson \_\_\_\_\_  
Ladd \_\_\_\_\_  
Nichols \_\_\_\_\_  
Belmont \_\_\_\_\_  
Clegg \_\_\_\_\_  
Glavin \_\_\_\_\_  
Harbo \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tracy \_\_\_\_\_  
Gandy \_\_\_\_\_  
Mohr \_\_\_\_\_  
Winterrowd \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Holloman \_\_\_\_\_  
 Sizoo \_\_\_\_\_  
Miss Gandy \_\_\_\_\_

ROR:jms



58 JAN 27 1954



## Office Memorandum • UNITED STATES GOVERNMENT

TO : DIRECTOR, FBI ATTENTION: FBI LABORATORY  
 FROM: *NAB* (60-4325)  
 SAC, ATLANTA (60-149)

DATE: January 4, 1954

AIR MAIL SPECIAL DELIVERY

SUBJECT: NATIONAL LINEN SERVICE CORPORATION, ET AL  
ANTITRUST

(14)

Submitted under separate cover are fifteen rolls of developed microfilm previously processed by the Laboratory.

It is requested that the Laboratory prepare one 8 x 10 print of each negative.

It will be noted that prints of the above negatives which will be exhibits to the investigative report are vital to the preparation of the report. It is requested that instant film be expeditiously handled and returned immediately to the Atlanta Office in order that the report may be submitted at the earliest possible time in keeping with Bureau instructions.

JDW:iat

CC: Package (REGISTERED MAIL)

~~EXP. PROC.~~

↑

RECORDED-84

60-4325-36

EX-103

ack. mch 1-21-54

JAN 6 1954

RECEIVED  
 DEVELOPED  
 PRINTED  
 ENLARGEMENTS  
 COPIED  
 INSPECTED

8739  
*[Signature]*

6-1-54  
*[Signature]*

427  
 438



Roll #1 1-1 thru 1-199 um V

Roll #2 2-1 thru 2-145 - ck V

Roll #3 3-1 thru 3-201 - C V

Roll #4 4-0 thru 4-189 - C V

Roll #5 5-1 thru 5-190 - ck V

Roll #6 6-1 thru 6-74 - C V

Roll #7 7-1 thru 7-807 - um V

Roll #9 9-1 thru 9-890 - ck V

Roll #10 10-1 thru 10-797 - C.L. V

Roll #12 12-1 thru 12-804 um V

Roll #8 (CIRCLED 8) 8-1 thru 8-807 B.K.E. V

Roll #14 14-1 thru 14-797 - um V

Roll #11 11-1 thru 11-794 - C V

Roll #13 13-1 thru 13-815 - ck V

Roll #14 14-1 thru 14-797 - um V

Roll #15 15-1 thru 15-730 - C.L. V

subject:

known:

to:

RECEIVED

RECEIVED BY REMAINS SECTION

RECEIVED (1-1-10)  
(1-1-10)

RECEIVED BY REMAINS SECTION

DATE: 10-10-10

Office Memorandum • UNITED STATES GOVERNMENT



## Office Memorandum • UNITED STATES GOVERNMENT

TO : DIRECTOR, FBI (60-4325)

DATE: February 16, 1954

FROM : SAC, ATLANTA (60-149)

SUBJECT: NATIONAL LINEN SERVICE CORPORATION,  
ETAL  
ANTI TRUST

For the Bureau's information, the Atlanta Journal-Constitution dated February 14, 1954, carried an article reflecting that I. M. WEINSTEIN, President and Director of National Linen Service Corporation, died at his residence in Atlanta, Georgia on February 13, 1954.

JDW:jeh

RECORDED-42 60-4325-37

FEB 17 1954

51 FEB 23 1954

270



7/1/54

FD-36

FEDERAL BUREAU OF INVESTIGATION  
UNITED STATES DEPARTMENT OF JUSTICE

FBI, ATLANTA (60-149)

2-6-54

Transmit the following Teletype message to:

DIRECTOR, FBI (60-4325) ATTN: FBI LABORATORY

NATIONAL LINEN SERVICE CORPORATION, ETAL., ANTITRUST. RE ATLANTA

LETTER TO BUREAU 10-29-53 AND ATLANTA AIRTEL TO BUREAU 12-9-53.

A REVIEW OF THE FILE AND SEARCH OF EXHIBITS REFLECTS THAT OUT OF  
TOTAL OF 22 ROLLS OF MICROFILM SUBMITTED TO LABORATORY FOR  
DEVELOPMENT, THE FIRST 4 ROLLS SUBMITTED BY REFERENCED LETTER  
HAVE NOT BEEN RETURNED TO THIS OFFICE. RETURN RECEIPT ON FILE  
THIS OFFICE REFLECTS ERNEST COOPER SIGNED FOR QUESTIONED FILM IN  
BUREAU 11-2-53. LABORATORY IS REQUESTED TO ENDEAVOR TO LOCATE  
QUESTIONED FILM AND EXPEDITE DEVELOPMENT AND MAKING OF ONE 8 BY 10  
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HAWKINS

END

2/11/54  
Called SAC Hawkins  
L.M.D.

see ser 32

RECORDED-89

160-4325-38

FEB 19 1954

EX-126

Mr. Rosen

Approved: [Signature]  
Special Agent in Charge

58 FEB 26 1954

Sent \_\_\_\_\_ M Per \_\_\_\_\_

|                |   |
|----------------|---|
| Mr. Tolson     |   |
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| Mr. Nichols    |   |
| Mr. Belmont    |   |
| Mr. Clegg      |   |
| Mr. Glavin     |   |
| Mr. Harbo      |   |
| Mr. Rosen      |   |
| Mr. Tracy      |   |
| Mr. Mohr       |   |
| Mr. Trotter    |   |
| Mr. Winterrowd |   |
| Tele. Room     |   |
| Mr. Holloman   |   |
| Miss Gandy     |   |

JDW: BD

AIRTEL

AMS

Atlanta

[Signature]



**FD-36**

Mr. Tolson  
Mr. Ladd  
Mr. Nichols  
Mr. Belmont  
Mr. Clegg  
Mr. Glavin  
Mr. Harbo  
Mr. Rosen  
Mr. Tracy  
Mr. Mohr  
Mr. Trotter  
MR. DIRECTOR  
Tele. Room  
Miss Gandy  
REFERENCE

2-13~~4~~54

ATTN: ASST. DIR.

**AIRTEL**

REFERENCE

END

**Approved:**

Special Agent in Charge

JDW:jjd

**Sent**

CC: MR. ROSEN  
AND SUPERVISOR  
INVESTIGATIVE DIVISION



*Whe*

FEDERAL BUREAU OF INVESTIGATION

UNITED STATES DEPARTMENT OF JUSTICE

|       |                |  |
|-------|----------------|--|
| FD-36 | Mr. Tolson     |  |
|       | Mr. Ladd       |  |
|       | Mr. Nichols    |  |
|       | Mr. Belmont    |  |
|       | Mr. Clegg      |  |
|       | Mr. Glavin     |  |
|       | Mr. Harbo      |  |
|       | Mr. Rosen      |  |
|       | Mr. Tracy      |  |
|       | Mr. Egan       |  |
|       | Mr. Gurnea     |  |
|       | Mr. Hendon     |  |
|       | Mr. Pennington |  |
|       | Mr. Quinn      |  |
|       | Mr. Nease      |  |
|       | Miss Gandy     |  |

*22*  
*Fe*  
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*Pennington*  
*6*

Transmit the following Teletype message to:

FBI ATLANTA

DIRECTOR, FBI (60-4225)

AIR-TEL

*2-19-54 AT*  
*RS to*  
*226 ch*

NATIONAL LINEN SERVICE CORPORATION, ET AL, ANTITRUST. ATTENTION ASSISTANT DIRECTOR D. M. LADD. REFERENCE TELEPHONE CALL OF ASST. DIRECTOR D. M. LADD TO THE ATLANTA OFFICE 2-10-54. THIS IS TO ADVISE ARRANGEMENTS MADE WITH T. G. WARE, SECRETARY-ASSISTANT TREASURER, NATIONAL LINEN SERVICE CORPORATION, RELATIVE TO REPHOTOGRAPHING CERTAIN CORPORATE RECORDS PERTINENT TO THIS INVESTIGATION ON 2-23-54. THESE FILM WILL BE IMMEDIATELY SUBMITTED TO LABORATORY FOR APPROPRIATE HANDLING. REPORT WILL BE SUBMITTED AS SOON AS PRINTS FROM THESE FILM HAVE BEEN RETURNED TO ATLANTA OFFICE.

HAWKINS

END

JDW:LCH  
60-1149

Mr. Rosen

RECORDED - 15

60-4325-41  
FEB 23 1954

60 MAR 1 1954 <sup>270</sup>

Approved: *Hawkins*  
Special Agent in Charge

Sent \_\_\_\_\_ M Per \_\_\_\_\_



## Office Memorandum • UNITED STATES GOVERNMENT

TO : DIRECTOR, FBI (60-4325)

DATE: 2-24-54

FROM: *Walt* SAC, ATLANTA (60-149)SUBJECT: NATIONAL LINEN SERVICE CORP.  
ET AL.  
ANTITRUST*(C)*

ATTN: MECHANICAL SECTION

Submitted as an enclosure to this letter is one partial roll of microfilm which records pertinent portions of records of National Linen Service Corp.

It is requested that one 8 X 10 print of each negative be made and returned to the Atlanta office immediately.

CC: PACKAGE (REGISTERED MAIL, RETURN RECEIPT REQUESTED, AMSD)

JDW:pf

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FBI  
RECEIVED COMMUNICATIONS SECTION

60-4325-*Walt Lee*  
*3/3/54*  
MAR 11 1954  
*4*  
*Reminded*  
*Re L*  
*Walt*

EX-112  
PROC



RECORDED - 5506, Atlanta (60-149)

March 3, 1954

60-4325-42  
Director, FBI (60-4325)

*g*  
NATIONAL LINEN SERVICE CORP.  
ET AL  
ALPHATRUST

Reference is made to your letter dated February 24, 1954, transmitting one partial roll of microfilm, pertaining to the above-captioned matter.

In accordance with your request, one 8 X 10 print of each negative has been prepared. The negatives together with the prints are being forwarded to your office under separate registered cover. In addition, one photographic print and the negatives of the four rolls of film submitted with your letter dated October 29, 1953 are being sent to you by registered mail.

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Ladd \_\_\_\_\_  
Nichols \_\_\_\_\_  
Belmont \_\_\_\_\_  
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Harbo \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tracy \_\_\_\_\_  
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Mohr \_\_\_\_\_  
Winterrowd \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Holloman \_\_\_\_\_  
 Sizoo \_\_\_\_\_  
Miss Gandy \_\_\_\_\_

RCR:jms

*RCR*  
COMM - FBI

MAR 3-1954

MAILED 27

*77*  
60 MAR 10 1954



FEDERAL BUREAU OF INVESTIGATION

UNITED STATES DEPARTMENT OF JUSTICE

FD-36

Mr. Tolson  
Mr. Boardman

*Rosen*

Transmit the following Teletype message to:

FBI, ATLANTA (60-149)

3/10/54

DIRECTOR, FBI (60-4325)

AIRTEL

NATIONAL LINEN SERVICE CORPORATION, ET AL, ANTITRUST. J. JOSEPH COHEN, TREASURER, APEX LINEN SERVICE COMPANY, 330 EDGEWOOD AVE., N. E., ATLANTA, GA., TELEPHONICALLY CONTACTED THE ATLANTA OFFICE TODAY AND ADVISED HE DESIRED TO CONTACT THE DEPARTMENT TELEPHONICALLY CONCERNING CAPTIONED COMPANY TODAY IN VIEW OF CURRENT AND PAST ACTIVITY OF NATIONAL LINEN WHICH HE BELIEVES ARE DIRECTED AT ELIMINATING HIM AS A BUSINESS COMPETITOR. IN RESPONSE TO COHEN'S QUESTION AS TO THE NAME OF THE ATTORNEY HANDLING THIS CASE IN WASHINGTON, COHEN WAS REFERRED TO MR. SAMUEL FLATOW, OF THE DEPARTMENT. IT IS EXPECTED THE INVESTIGATIVE REPORT IN THIS CASE WILL EMANATE FROM THIS OFFICE ON MARCH 12, 1954.

HAWKINS

END

JDW:sj

*3-11-54  
V.H. Kramer  
+ 57 Antitrust Div  
Advised JHP*

RECORDED-45

60-4325-43  
Mr. Rosen

MAR 11 1954

EX. - 104

Approved: *H. H. [Signature]*

Special Agent in Charge

Sent \_\_\_\_\_ M

Per \_\_\_\_\_

20 MAR 17 1954



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## FEDERAL BUREAU OF INVESTIGATION

FORM No. 1  
THIS CASE ORIGINATED AT

ATLANTA

|  |                                  |  |  |
|--|----------------------------------|--|--|
| REPORT MADE AT<br><b>ATLANTA</b>   | DATE WHEN MADE<br><b>3/15/54</b> | PERIOD FOR WHICH MADE<br><b>10/16, 19-23, 26-30;<br/>11/2-6, 9-13, 16-20,<br/>23-25, 27; 12/1, 2,<br/>7/53; 1/4-8, 18, 26,<br/>29; 2/1-5, 8, 15, 16,<br/>24/54, 3/5, 6, 8, 12/54</b> | REPORT MADE BY<br><b>J. DOYLE WILLIAMS (A)</b> |
| TITLE<br><b>NATIONAL LINEN SERVICE<br/>CORP., et al</b>  |                                  | CHARACTER OF CASE<br><b>ANTITRUST</b>  |  |
| SYNOPSIS OF FACTS:   |                                  |  |  |
| <p>National Linen Service Corp. organized under laws of State of Delaware, 8/20/28 by <u>SIDNEY M. SOUTERS</u> as an outgrowth of the merger of Southern Linen Supply Corp., Atlanta, Ga., Atlanta Laundries, Inc., Atlanta, Ga., and New Orleans Laundries, New Orleans, La. Expansion of business activities from 1928 to 1953 included the acquisition of approximately 300 companies throughout the Southern states from the State of Virginia to Calif. Corporate minutes, correspondence files and related documents reflect acquisition of businesses and expansion of territories served by corporation have been major objectives of corporation since its inception. Matters of finance, disposition of stock in some instances, restrictive agreements with sellers of linen businesses and with employees, together with the general service operating practices of the corporation have also been of prime importance as evidenced by numerous law suits since 1928 charging the corporation and/or officers and directors with restraint of trade, price wars, free service; conspiracy to monopolize the linen industry and general unethical practices. National Linen as of 11/1/53 operated 45 plants. National Linen as of 8/31/53 had an authorized capital stock of 8,771 shares of 4½% cumulative convertible stock with the par value of \$100; 25,917 shares of cumulative non-convertible stock having value of \$100, and 2,500 shares of common stock with the par value of \$1 per share. Copies of pertinent documents, agreements, or contracts and the identity of stockholders from 1928 to 1953 included in exhibits to this report. Schedules containing (1) identity of companies purchased or absorbed by National Linen, together with officers and directors of the corp. from 1928 to 1953, (2) salesmen, routemen and managers for 1952-53, (3) comparative data of the dollar volume of business for 1951, 1952 and 1953 and related statistical data, together with interviews set out.</p> <p><i>3-18-54, cc + 5 boxes of exhibits to Antitrust Div BSM<br/>1st form 0-6 B.</i></p> |                                  |  |  |
| APPROVED AND FORWARDED:  | SPECIAL AGENT IN CHARGE          | DO NOT WRITE IN THESE SPACES   |  |
| COPIES OF THIS REPORT  |                                  | <b>100-4325-418</b><br><b>23 MAR 16 1954</b><br><b>3</b><br><b>RECORDED-96</b><br><b>INDEXED-96</b><br><b>EX-107</b>   |  |
| <b>3 - Bureau (60-4325) (AMSD)</b><br><b>2 - Atlanta (60-149)</b>  |                                  |  |  |
| <b>5 5 APR 5 1954</b>  |                                  |  |  |

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**63 MAR 24 1954**



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I. PREDICATION

Investigation reflected herein was conducted as a result of Departmental letter to the Bureau dated September 22, 1953, requesting a full scale investigation into possible violations of the Antitrust Statute by National Linen Service Corporation (referred to hereinafter as National Linen), 445 Highland Avenue, N.E., Atlanta, Georgia, for the period since 1928 to 1953.

\* \* \* \* \*

This investigation was conducted by the following Agents and the reporting Agent: ~~RICHARD W. HILL, J. WILLIAM LOVE, WILLIAM B. SLOAN, JOHN W. ROBINSON, JOSEPH F. SULLIVAN, KENNETH W. WHITTAKER and CHARLES J. WYLAND.~~

II. INTERVIEW OF I. M. WEINSTEIN, PRESIDENT

I. M. WEINSTEIN, President of National Linen, was interviewed on October 16, 1953, and he advised he had been expecting an investigation of National Linen because of recent investigations of linen and laundry companies in the New York City area and that corporation records were readily available for review.

WEINSTEIN stated that he first came to Atlanta, Georgia, in 1908 to establish Merchants Towel Supply Company for FRED MCGONNIGAL of Cleveland, Ohio. On April 1, 1919, Atlanta Linen Supply, the first unit of the now National Linen was formed by WEINSTEIN and HERMAN GROSS. As this business expanded during the following year, WEINSTEIN and GROSS sold a one-third partnership interest in the business on August 19, 1920, to A. J. WEINBERG. In 1922 GROSS sold his interest in the business to J. B. JACOBS. Business operations were thereafter expanded and plants were opened in Birmingham, Alabama, Savannah, Georgia, and Chattanooga, Tennessee. In 1927 Atlanta Linen Supply was dissolved and the Southern Linen Supply Corp. was formed. The expansion program under the new corporation continued and new plants were opened in Winston-Salem, N. C., Miami and Jacksonville, Florida, New Orleans, Louisiana, and Mobile, Alabama. Operations under the above corporation expanded until August, 1928, when the present National Linen was formed. During the progress of the business venture of WEINSTEIN, WEINBERG and JACOBS no new partners were taken into the business. Following the formation of National Linen, S. H. VICKNAIR and B. C. McCLELLAN, both of New Orleans, Louisiana, joined the new corporation as officers and/or as member of the Board of Directors. McCLELLAN, prior to this time, had been associated with the Atlanta Laundry, Inc., Atlanta, Georgia, and the New Orleans Laundry, Inc., New Orleans, Louisiana. Also joining the corporation were GEORGE T. ROBINSON, Vice President



of the Canal Bank & Trust Company, New Orleans, Louisiana, SIDNEY W. SOUERS, Executive Vice President of the same bank, G. B. TIDWELL, G. H. FAUSS and H. J. HAAS.

In 1929 the Empire Manufacturing Company, Atlanta, Georgia, was acquired by National Linen to manufacture all garments and service items used in the linen supply business. By 1945 National Linen was operating 26 plants. As of November 1, 1953, 43 plants were in operation from California to Florida exclusive of the corporation's garment and soap plant.

WEINSTEIN described the business as a "give and take business" and stated National Linen had always endeavored to give its patrons lower prices ~~for its service~~. In many instances, National Linen can pass on to the customer the benefit of the corporation's low cost of operation and equipment because of the volume in which it purchases or produces service items. He said the corporation treats its employees fairly and is fair to the trade as a whole. Progress of the corporation is based on an efficient and honest effort on the part of all.

WEINSTEIN related that the linen service business is highly competitive and when a new competitor begins business it normally takes away some of the National Linen business in addition to acquiring new business. When a competitor steals away or otherwise takes over business held by National Linen by price cutting or by offering free service National Linen must do something to recapture this lost business. WEINSTEIN stated that small companies spring up and are not experienced in the linen service business and then later complain about their operating loss and have to fold up. National Linen, he continued, has always operated "above board" and on an ethical basis. No free service has been given to customers to WEINSTEIN'S knowledge. WEINSTEIN related that when someone cuts prices to obtain business National Linen will also cut its prices where necessary to keep or regain lost customers. Prices normally will vary in different sections of the country (California and Florida) irrespective of price wars because of a higher wage scale and seasonal business. When a competitor expresses a desire to terminate business operations WEINSTEIN said that National Linen will offer to buy them out. This means, of course, the buying back of business National Linen formerly had but also brings to the corporation new business. WEINSTEIN continued that the corporation's policy was not to force the competitor out of business to eliminate competition. In this regard, the corporation has no written policy as such. He said that plant managers and employees know the corporation's policy concerning its sales promotion and service from verbal instructions passed on by telephone, at district managers meetings or at annual meetings of salesmen, route men, and managers. Each plant manager, however, formulates local policy generally in his plant. His responsibility is to maintain and increase business where possible, to make a



profit and to combat local competition in whatever way he deems necessary. Any unusual problems may be taken up with the corporate officers and directors at the home office in Atlanta, Georgia.

WEINSTEIN stated in regard to the corporation's expansion program since its inception in 1928 that he had personally loaned money to employees and associates to buy stocks in various linen and laundry businesses through the years when National Linen could not buy stocks of a particular business or an interest in a company. National Linen in this way, he said, could later take over the stock of various individuals and absorb the particular business because of its majority stockholdings. This plan was frequently used by the corporation ~~with the understanding that National Linen could acquire the stock of the employees and associates at their original cost plus interest on the investment.~~

To further the above plan, the United Syndicate was formed in 1939 by WEINSTEIN and corporate officials and directors and others not officially associated with National Linen to acquire the preferred stock of United Linen Supply Company, Los Angeles, California, which stock was the voting stock.

The following are individuals who contributed funds to United Syndicate for the purpose of acquiring stock in the United Linen Supply Company:

SIDNEY SOUERS  
Lake Forest, Ill.  
I. M. WEINSTEIN  
Atlanta, Ga.  
J. B. JACOBS  
Atlanta, Ga.  
A. J. WEINBERG  
Atlanta, Ga.  
H. J. HAAS  
Atlanta, Ga.  
H. KOPLIN  
Chicago, Ill.  
CHARLES WEINBERG  
Los Angeles, Calif.  
BEN WEINGART  
Los Angeles, Calif.



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A total of 11,445 shares of Class A preferred stock and 9,792 shares Class B preferred stock of United Linen was purchased by the Syndicate in 1939 for \$431,050.95. This stock was sold in 1942 to Linen Service Corporation of Texas at cost plus interest. Linen Service Corporation of Texas was subsequently merged into National Linen in 1947. WEINSTEIN stated that National Linen currently holds 99 per cent of the stock of United Linen. National Linen as of November 1, 1953; according to WEINSTEIN (and corporate records) holds no stock in any other linen or laundry business.

WEINSTEIN stated that in addition to being President of National Linen as well as a Director, he is also President and a Director of Consolidated Laundry, Inc., New York City, and President of United Linen Supply Company, Los Angeles, California.

It will be noted that for several years prior to the merger with National Linen that WEINSTEIN was also President and a Director of Linen Service Corporation of Texas whose headquarters were in Atlanta, Georgia, and whose operations were in several of the larger cities of Texas. WEINSTEIN was also President and a Director of Galland Linen Supply Company of San Francisco, California, until its merger with National Linen in 1948. Merger of Linen Service Corporation of Texas with National Linen occurred in 1947.



### III. ORGANIZATION OF NATIONAL LINEN

National Linen was organized by SIDNEY W. SOUER, then a resident of New Orleans, Louisiana, under the laws of the State of Delaware on August 20, 1928. The corporation's principal office was located at Wilmington, Delaware. The corporation was also to maintain offices in Atlanta, Georgia and New Orleans, Louisiana and at other places from time to time as business may require.

The authorized capital stock of the corporation was 200 shares of common stock of no par value and 25,000 shares of preferred stock of no par value with \$7.00 accumulative dividend per share per annum. The original officers of the corporation were as follows:

I. M. WEINSTEIN, Executive Vice President  
J. B. JACOBS, Secretary  
A. J. WEINBERG, Treasurer  
B. C. McCLELLAN was Chairman of the Board of Directors, which consisted of J. B. JACOBS, GEORGE W. ROBERTSON, T. A. MARTIN and L. B. HUBERT.

National Linen was an outgrowth of the merger of Southern Linen Supply Corporation, Atlanta, Georgia, Atlanta Laundries, Incorporated, Atlanta, Georgia, and New Orleans-Laundries, New Orleans, Louisiana. Prior to the formation of National Linen, SOUERS on July 27, 1928 entered into an agreement with (1) Southern Linen Supply Corporation, a Delaware Corporation, domesticated under the laws of the State of Georgia; (2) Laundry and Dry Cleaning Service, Incorporated, organized and existing under laws of the State of Maine, and (3) Atlanta Laundries, Incorporated, a Delaware Corporation domesticated under the laws of the State of Georgia with an office located in Atlanta, Georgia in which the three corporations offered to sell and transfer to National Linen (not yet formed) all machinery, equipment and other properties used in their linen supply.

Under the terms of the above agreement National Linen acquired effective as of the close of business August 31, 1928 all assets including good will owned by Southern Linen Supply Corporation and its subsidiary companies, Atlanta Laundries, Incorporated and Laundry and Dry Cleaning Service, Incorporated in connection with the operation



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of its towel and linen supply branches. National Linen also assumed the liabilities of Southern Linen Supply Corporation and its subsidiaries to a certain extent, but assumed no liability insofar as the other two organizations were concerned except for employment contracts and leases.

Payment for the business and assets acquired was made through issuance of no par value preferred stock of National Linen based on a valuation of \$100.00 per share. The purchase price of the businesses acquired was determined in the following manner:

For permanent assets, such as machinery and delivery equipment, an amount of stock equal at \$100.00 per share to sound values as appraised by the American Appraisal Company (location of company unknown).

The real estate and building occupied by Office Towel and Linen Supply Branch of Laundry Dry Cleaning Service for 200 shares of preferred stock, irrespective of appraisal value. For cash and accounts receivable, an amount of preferred shares equal at \$100.00 per share to the amount of cash transferred and the total amount of accounts receivable assigned and guaranteed. For good will and all remaining assets including linens, cabinets, supplies, prepaid expenses, etc., an amount of stock equal at \$100.00 per share to twelve times the amount of shares for the month of June 1928 except for certain new linen held in storage for another of the branches of Laundry and Dry Cleaning Service, Incorporated valued at \$33,498.62 to be paid for in cash. From the stock issued to Southern Linen Supply Corporation, an amount of \$100.00 per share to the total amount of liabilities assumed for account of that company and its subsidiaries were deducted.

The agreement provided that the common stock of National Linen issued in connection with the merger should be divided as follows: Southern Linen Service Corporation and subsidiaries, 50,000 shares; Atlanta Laundries, Incorporated and Laundry and Dry Cleaning Service, Incorporated, 50,000 shares; SIDNEY W. SOUERS, 50,000 shares.



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It will be noted that in regard to the above division of stock that T. G. WARE, presently Secretary-Assistant Treasurer — of National Linen, advised that as events turned out relative to the share of 7 percent bonds, that SOUERS did not have to use all of the above 50,000 shares of stock and that the unused balance, in an unknown quantity, accrued to SOUERS free of charge for underwriting the bond issue.

A copy of a memorandum relative to a conference held in the office of SOUERS at New Orleans, Louisiana on July 21, 1928 regarding the proposed merger referred to above has been designated as exhibit No. I. A copy of an agreement ~~relative to voting trust certificates between Southern~~ Linen Supply Corporation, Atlanta Laundries, Incorporated, and Laundry and Dry Cleaning Service, Incorporated, has also been included in this exhibit. A copy of the contract between SOUERS and the three corporations above mentioned dated July 28, 1928 is not available in the files of National Linen.

On or about September 1, 1928 following completion of an audit of the three above companies National Linen was authorized to issue (1) 15,858 shares of preferred stock to Southern Linen Supply Corporation, in payment of its assets (which were the entire capital stock and business of the eleven companies owned and operated); (2) 1,758 shares of preferred stock to Atlanta Laundries, Incorporated for assets and its linen supply business; (3) 2,834 shares of preferred stock in payment of certain assets and the linen supply business of Laundry and Dry Cleaning Service, Incorporated; (4) 50,000 shares of common stock to Southern Linen Supply Corporation; (5) 50,000 shares of common stock to Atlanta Laundries, Incorporated and New Orleans Laundries, and (6) 50,000 shares common stock to SIDNEY W. SOUERS and his assigns.

I. M. WEINSTEIN, President and a Director of Southern Linen Supply Corporation, and holder of 2,940 shares of the corporation's capital stock, became the President of National Linen as above stated.

Records reflect the contract between SOUERS and the above organizations dated July 27, 1928 and the minutes of the meetings of stock holders and directors of Southern Linen Supply Corporation authorizing the execution of said



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contract and the minutes of the meetings of stock holders and directors of the corporations whose stock was wholly owned by Southern Linen Supply Corporation contained no plan or provision for the eventual distribution of the shares of preferred and common stock which Southern Linen received as the consideration for the sale of the business and assets of Southern Linen and the several corporations, the stock of which was wholly owned by Southern Linen.

SOUERS prior to the formation of National Linen held voting trust certificates for 2,540 shares of common stock of Atlanta Laundries out of a total issue of 115,645 shares.

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IV. OFFICERS, DIRECTORS AND COMMITTEE MEMBERS OF  
NATIONAL LINEN 1928 TO 1953

Set forth on the following pages is a schedule reflecting names of officers, directors and committee members of National Linen for the period 1928 to 1953.



SCHEDULE OF THE BOARD OF DIRECTORS, EXECUTIVE COMMITTEE,  
FINANCE COMMITTEE AND OFFICERS OF THE  
NATIONAL LINEN SERVICE CORP., ATLANTA, GA, 1928-1958.

| DATE | BOARD OF DIRECTORS  | EXECUTIVE COMMITTEE  | FINANCE COMMITTEE   | OFFICERS  | PAGE 1 of 5          |
|------|---|--|---|---|----------------------|
| 1928 | G. B. TIDWELL<br>I. M. WEINSTEIN<br>S. I. GOLDEN<br>S. W. SOUERS<br>B. C. McCLELLAN<br>G. H. FAUSS<br>H. J. HAAS  | B. C. McCLELLAN<br>I. M. WEINSTEIN<br>GEO. H. FAUSS<br>C. L. SAWYER<br>SIDNEY W. SOUERS<br>GEO. W. ROBERTSON<br>J. B. JACOBS | S. W. SOUERS, CHAIRMAN<br>B. C. McCLELLAN<br>A. J. WEINBERG | B. C. McCLELLAN, CHAIRMAN BOARD OF DIRECTORS<br>I. M. WEINSTEIN, PRESIDENT<br>J. B. JACOBS, EXECUTIVE VICE PRESIDENT<br>A. J. WEINBERG, SECRETARY-TREASURER<br>S. H. VICKNAIR, ASSISTANT SECRETARY-TREASURER                            |                      |
| 1929 | B. C. McCLELLAN, CHAIRMAN<br>I. M. WEINSTEIN<br>A. J. WEINBERG<br>J. B. JACOBS<br>MAX M. KOHLER<br>C. L. SAWYER<br>S. W. SOUERS<br>GEO. H. ROBERTSON<br>T. A. MARTIN<br>L. D. HUBERT<br>GEO. H. FAUSS         | B. C. McCLELLAN<br>I. M. WEINSTEIN<br>J. B. JACOBS<br>C. L. SAWYER<br>S. W. SOUERS<br>GEO. H. ROBERTSON<br>GEO. H. FAUSS     | S. W. SOUERS, CHAIRMAN<br>B. C. McCLELLAN<br>A. J. WEINBERG | SAME AS 1928 EXCEPT: ADD HERBERT J. HAAS, COUNSEL   |                      |
| 1930 | SAME AS 1929 EXCEPT<br>GEO. H. ROBERTSON<br>REPLACED BY<br>GEO. W. ROBERTSON  | SAME AS 1929 EXCEPT<br>GEO. H. ROBERTSON<br>REPLACED BY<br>GEO. W. ROBERTSON   | SAME AS 1929  | B. C. McCLELLAN, CHAIRMAN BOARD OF DIRECTORS<br>I. M. WEINSTEIN, PRESIDENT<br>J. B. JACOBS, VICE PRESIDENT<br>A. J. WEINBERG, VICE PRESIDENT<br>TREASURER<br>S. H. VICKNAIR, SECRETARY-ASSISTANT-TREASURER<br>HERBERT J. HAAS, COUNSEL. |                      |
| 1931 | B. C. McCLELLAN, CHAIRMAN<br>SIDNEY W. SOUERS<br>GEORGE W. ROBERTSON<br>I. M. WEINSTEIN<br>J. B. JACOBS<br>GEORGE H. FAUSS<br>A. J. WEINBERG<br>T. A. MARTIN<br>L. C. SAWYER<br>L. D. HUBERT<br>MAX M. KOHLER | SAME AS 1930   | B. C. McCLELLAN<br>SIDNEY W. SOUERS<br>A. J. WEINBERG       | B. C. McCLELLAN, CHAIRMAN OF BOARD<br>I. M. WEINSTEIN, PRESIDENT<br>J. B. JACOBS, EXECUTIVE VICE PRES.<br>A. J. WEINBERG, VICE-PRESIDENT AND TREASURER<br>S. H. VICKNAIR, SECRETARY-ASSISTANT TREASURER                                 | 60-149<br>W 10/20/53 |



SCHEDULE OF THE BOARD OF DIRECTORS, EXECUTIVE COMMITTEE,  
FINANCE COMMITTEE AND OFFICERS OF THE  
NATIONAL LINEN SERVICE CORP., ATLANTA, GA., 1928-1953.

| DATE | BOARD OF DIRECTORS   | EXECUTIVE COMMITTEE   | FINANCE COMMITTEE   | OFFICERS  | PAGE 2 of 5 |
|------|--|---|---|---|-------------|
| 1932 | SAME AS 1931   | SAME AS 1930  | SAME AS 1931  | SAME AS 1931  |             |
| 1933 | SAME AS 1931   | SAME AS 1930  | SAME AS 1929  | SAME AS 1931  |             |
| 1934 | SAME AS 1931   | SAME AS 1930  | SAME AS 1929  | SAME AS 1931  |             |
| 1935 | SAME AS 1931 EXCEPT: J.A. MARTIN REPLACED BY N.M. GORDON   | SAME AS 1930  | SAME AS 1929  | SAME AS 1931  |             |
| 1936 | SAME AS 1935   | SAME AS 1930  | SAME AS 1929  | SAME AS 1931  |             |
| 1937 | SAME AS 1935   | SAME AS 1930  | SW. SOUERS, CHAIRMAN<br>B.C. McCLELLAN<br>A.J. WEINBERG<br>I.M. WEINSTEIN, EX-OFFICIO MEMBER                              | B.C. McCLELLAN, CHAIRMAN OF BOARD<br>I.M. WEINSTEIN, PRESIDENT<br>J.B. JACOBS, EXECUTIVE VICE-PRESIDENT<br>A.J. WEINBERG, VICE-PRESIDENT AND TREASURER<br>S.H. VICKNAIR, SECRETARY AND ASSISTANT TREASURER<br>SIDNEY W. SOUERS, CHAIRMAN FINANCE COMMITTEE. |             |
| 1938 | B.C. McCLELLAN, CHAIRMAN<br>SIDNEY W. SOUERS<br>GEO. W. ROBERTSON<br>N.M. GORDON<br>C.L. SAWYER<br>GEO. H. FAUSS<br>A.J. WEINBERG<br>L.D. HUBERT<br>S.H. VICKNAIR<br>I.M. WEINSTEIN<br>J.B. JACOBS | B.C. McCLELLAN, CHAIRMAN<br>GEO. W. ROBERTSON<br>C.L. SAWYER<br>I.M. WEINSTEIN<br>GEO. H. FAUSS<br>S.W. SOUERS<br>J.B. JACOBS | SAME AS 1937  | B.C. McCLELLAN, CHAIRMAN OF BOARD<br>I.M. WEINSTEIN, PRESIDENT<br>J.B. JACOBS, VICE-PRESIDENT<br>A.J. WEINBERG, VICE-PRESIDENT AND TREASURER<br>S.H. VICKNAIR, SECRETARY-ASSISTANT TREASURER<br>S.W. SOUERS, CHAIRMAN FINANCE COMM.<br>GEO. W. ROBERTSON    |             |
| 1939 | SAME AS 1938   | SAME AS 1938  | SAME AS 1937  | SAME AS 1938  |             |
| 1940 | SAME AS 1938   | SAME AS 1938  | SIDNEY W. SOUERS, CHAIRMAN<br>I.M. WEINSTEIN, EX-OFFICIO<br>B.C. McCLELLAN<br>A.J. WEINBERG<br>GEORGE W. ROBERTSON, SECTY | SAME AS 1938  |             |

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10-20-53



SCHEDULE OF THE BOARD OF DIRECTORS, EXECUTIVE COMMITTEE,  
FINANCE COMMITTEE AND OFFICERS OF THE  
NATIONAL LINEN SERVICE CORP, ATLANTA, GA, 1928-1953

| DATE | BOARD OF DIRECTORS   | EXECUTIVE COMMITTEE   | FINANCE COMMITTEE   | OFFICERS   | PAGE 3 of 5               |
|------|--|---|---|--|---------------------------|
| 1941 | B.C. McCLELLAN, CHAIRMAN<br>I.M. WEINSTEIN<br>A.J. WEINBERG<br>J.B. JACOBS<br>S.H. VICKNAIR<br>C.L. SAWYER<br>S.W. SOUERS<br>GEO. W. ROBERTSON<br>N.M. GORDON<br>L.D. HUBERT<br>GEO. H. FAUSS      | B.C. McCLELLAN<br>I.M. WEINSTEIN<br>J.B. JACOBS<br>C.L. SAWYER<br>S.W. SOUERS<br>GEO. W. ROBERTSON<br>GEO. H. FAUSS                 | S.W. SOUERS, CHAIRMAN<br>B.C. McCLELLAN<br>A.J. WEINBERG<br>I.M. WEINSTEIN, EX-<br>OFFICIO MEMBER<br>GEORGE W. ROBERTSON<br>SECRETARY | B.C. McCLELLAN - CHAIRMAN<br>OF BOARD<br>I.M. WEINSTEIN - PRESIDENT<br>J.B. JACOBS - EXECUTIVE VICE<br>PRESIDENT<br>A.J. WEINBERG, VICE-PRESIDENT<br>AND TREASURER<br>S.H. VICKNAIR, SECRETARY-<br>ASSISTANT TREASURER<br>S.W. SOUERS, CHAIRMAN-FINANCE<br>COMMITTEE<br>GEO. W. ROBERTSON, SECRETARY-<br>FINANCE COMMITTEE |                           |
| 1942 | SAME AS 1941   | SAME AS 1941  | SAME AS 1941  | SAME AS 1941   |                           |
| 1943 | B.C. McCLELLAN, CHAIRMAN<br>I.M. WEINSTEIN<br>J.B. JACOBS<br>SIDNEY W. SOUERS<br>GEO. H. FAUSS<br>HERMAN GROSS<br>A.J. WEINBERG<br>GEO. W. ROBERTSON<br>N.M. GORDON<br>SAM ZINKOW<br>S.H. VICKNAIR | B.C. McCLELLAN, CHAIRMAN<br>GEO. H. FAUSS<br>GEO. W. ROBERTSON<br>J.B. JACOBS<br>SIDNEY W. SOUERS<br>I.M. WEINSTEIN<br>HERMAN GROSS | SIDNEY W. SOUERS, CHAIRMAN<br>I.M. WEINSTEIN<br>B.C. McCLELLAN<br>A.J. WEINBERG<br>GEO. W. ROBERTSON,<br>SECRETARY                    | SAME AS 1941   |                           |
| 1944 | SAME AS 1943 EXCEPT<br>GEO. W. FAUSS REPLACED<br>BY M.N. WEINSTEIN   | SAME AS 1943 EXCEPT<br>GEO. H. FAUSS DROPPED  | SAME AS 1941  | SAME AS 1941   |                           |
| 1945 | SAME AS 1944 EXCEPT<br>N.M. GORDON REPLACED<br>BY JOHN GOSS  | SAME AS 1944  | SAME AS 1943  | SAME AS 1941   | 60-149<br>WJW<br>10/24/53 |



SCHEDULE OF THE BOARD OF DIRECTORS, EXECUTIVE COMMITTEE,  
FINANCE COMMITTEE AND OFFICERS OF THE  
NATIONAL LINEN SERVICE CORP., ATLANTA, GA., 1928-1953

| DATE | BOARD OF DIRECTORS   | EXECUTIVE COMMITTEE  | FINANCE COMMITTEE   | OFFICERS   | PAGE 4 of 5               |
|------|--|--|---|--|---------------------------|
| 1946 | S.W. SOUERS, CHAIRMAN<br>I.M. WEINSTEIN<br>J.B. JACOBS<br>M.N. WEINSTEIN<br>HERMAN GROSS<br>A.J. WEINBERG<br>GEO. W. ROBERTSON<br>JOHN B. GOSS<br>S.H. VICKNAIR<br>MILTON N. WEINSTEIN   | SIDNEY W. SOUERS<br>GEO. W. ROBERTSON<br>I.M. WEINSTEIN<br>J.B. JACOBS<br>HERMAN GROSS | SIDNEY W. SOUERS<br>CHAIRMAN<br>I.M. WEINSTEIN<br>A.J. WEINBERG<br>GEO. W. ROBERTSON<br>SECRETARY | S.W. SOUERS, CHAIRMAN OF BOARD<br>I.M. WEINSTEIN, PRESIDENT<br>J.B. JACOBS, EXECUTIVE VICE-PRES<br>A.J. WEINBERG, VICE-PRESIDENT<br>AND TREASURER<br>S.H. VICKNAIR, SECTY AND<br>ASST. TREASURER<br>S.W. SOUERS, CHAIRMAN FINANCE<br>COMMITTEE<br>GEO. W. ROBERTSON, SECRETARY<br>FINANCE COMMITTEE<br>M.N. WEINSTEIN, DIRECTOR-<br>MANAGER SALES DEPT.                                    |                           |
| 1947 | S.W. SOUERS, CHAIRMAN<br>I.M. WEINSTEIN<br>J.B. JACOBS<br>A.J. WEINBERG<br>M.N. WEINSTEIN<br>GEO. W. ROBERTSON<br>HERMAN GROSS<br>JOHN B. GOSS<br>T.G. WARE<br>S.H. VICKNAIR<br>W.W. VALLOET<br>J.I. RADY<br>SAM ZINKOW<br>MILTON N. WEINSTEIN | SAME AS 1946   | SAME AS 1946  | SAME AS 1946 EXCEPT<br>M.N. WEINSTEIN OFFICIAL<br>TITLE CHANGED TO VICE<br>PRESIDENT   |                           |
| 1948 | SAME AS 1947 EXCEPT<br>JOHN B. GOSS AND<br>SAM ZINKOW NOT<br>LISTED  | SAME AS 1946   | SAME AS 1946  | S.W. SOUERS, CHAIRMAN OF BOARD<br>I.M. WEINSTEIN, PRESIDENT<br>J.B. JACOBS, EXECUTIVE VICE-PRES.<br>A.J. WEINBERG, VICE-PRESIDENT AND<br>TREASURER<br>M.N. WEINSTEIN, VICE-PRESIDENT<br>H. GROSS, VICE-PRESIDENT<br>S.H. VICKNAIR, SECTY AND ASST TREAS.<br>T.G. WARE, ASSISTANT SECRETARY<br>S.W. SOUERS, CHAIRMAN FINANCE<br>COMMITTEE<br>G.W. ROBERTSON, SECRETARY<br>FINANCE COMMITTEE | 60-149<br>whw<br>10-20-53 |



SCHEDULE OF THE BOARD OF DIRECTORS, EXECUTIVE COMMITTEE,  
FINANCE COMMITTEE AND OFFICERS OF THE  
NATIONAL LINEN SERVICE CORP., ATLANTA, GA., 1928-1953

| DATE | BOARD OF DIRECTORS   | EXECUTIVE COMMITTEE   | FINANCE COMMITTEE                                   | OFFICERS   | Pages of 5         |
|------|--|---|---|--|--------------------|
| 1949 | SAME AS 1948   | I.M. WEINSTEIN, CHAIRMAN<br>S.W. SOUERS<br>J.B. JACOBS<br>GEO. W. ROBERTSON<br>HERMAN GROSS | SAME AS 1946  | SAME AS 1948 EXCEPT:<br>MILTON N. WEINSTEIN, VICE<br>PRESIDENT AND T.G. WARE<br>IS ASST. SECTY AND COMPTROLLER   |                    |
| 1950 | SAME AS 1948   | SAME AS 1949  | SAME AS 1946  | SAME AS 1949   |                    |
| 1951 | SAME AS 1948   | SAME AS 1949  | SAME AS 1946  | S.W. SOUERS, CHAIRMAN OF THE BOARD<br>I.M. WEINSTEIN, PRESIDENT<br>J.B. JACOBS, EXECUTIVE VICE PRES.<br>A.J. WEINBERG, VICE-PRES AND TREAS.<br>MAURICE N. WEINSTEIN, VICE-PRES<br>H. GROSS, VICE-PRESIDENT<br>MILTON WEINSTEIN, VICE PRES.<br>S.H. VICKNAIR, SECTY AND ASST<br>TREASURER<br>T.G. WARE, ASST SECTY AND<br>COMPTROLLER<br>GEORGE W. ROBERTSON, SECTY OF<br>FINANCE COMMITTEE |                    |
| 1952 | SAME AS 1948   | SAME AS 1949  | SAME AS 1946  | SAME AS 1951   |                    |
| 1953 | SIDNEY W. SOUERS, CHAIRMAN<br>I.M. WEINSTEIN<br>J.B. JACOBS<br>A.J. WEINBERG<br>H. GROSS<br>MILTON WEINSTEIN<br>SIDNEY H. VICKNAIR<br>T.G. WARE<br>J.I. RADY<br>W.W. VALLOFT<br>*M.N. WEINSTEIN<br>**SIDNEY H. VICKNAIR<br>ALVIN GROSS (EFF. 12-1-53)<br>L.V. LUDWIG | SIDNEY W. SOUERS<br>I.M. WEINSTEIN<br>J.B. JACOBS<br>HERMAN GROSS                           | SIDNEY W. SOUERS<br>I.M. WEINSTEIN<br>A.J. WEINBERG | SIDNEY W. SOUERS, CHAIRMAN<br>I.M. WEINSTEIN, PRESIDENT<br>J.B. JACOBS, EXECUTIVE VICE-PRES.<br>A.J. WEINBERG, VICE-PRES. TREAS.<br>H. GROSS, VICE PRESIDENT<br>MILTON WEINSTEIN, VICE-PRES.<br>T.G. WARE, SECTY-ASST TREAS.<br>*M.N. WEINSTEIN, VICE-PRESIDENT<br>**S.H. VICKNAIR, SECTY-ASST-TREAS.<br>HERBERT J. AND JOSEPH F. HAAS, COUNSEL  |                    |
|      |  |   |   | KEY: * DECEASED<br>** RETIRED  | 60-149<br>10-21-53 |



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T. G. WARE, Secretary-Assistant Treasurer of National Linen, advised the function of the Finance Committee is to consider and study all matters of finances relating to National Linen and report its findings to the Board of Directors.

The Executive Committee, according to WARE, is designated by the majority of the Board of Directors and has authority to act on all corporate matters requiring executive attention that may arise between annual Board of Directors meetings with the exception of amending corporate bylaws.

V. SALESMEN, ROUTE MANAGERS AND DRIVERS

National Linen operates 45 plants throughout the southern states from California to Virginia and employs approximately 6,000 people in all phases of the corporation's operations. This total includes 100 salesmen, 1,178 route men, and 190 route managers. Set forth in schedule form (exhibit No. 2) are names and addresses of salesmen, route men and route managers, by plant as reflected by payroll records from January 2, 1952 through October 21, 1953.

T. G. WARE advised payroll records for all plants prior to 1952 are in storage and not readily available.

Inasmuch as approximately 8,500 payrolls covering the weekly pay periods from January 1, 1949 through December 31, 1951 remain to be located and removed to the headquarters office of National Linen no further action is being taken at this time to review these records.



VI. GROSS ANNUAL BUSINESS FROM 1945 TO 1953

Audit reports for the years 1945 through 1953 prepared by the R. V. Whittaker Company, New Orleans, Louisiana, public accountants, have been examined and the following is gross annual business of National Linen in dollars for these years as reflected by the audit reports.

|           |                 |
|-----------|-----------------|
| 1945..... | \$10,047,536.55 |
| 1946..... | 11,811,387.51   |
| 1947..... | 16,172,527.51   |
| 1948..... | 20,309,269.08   |
| 1949..... | 23,137,302.86   |
| 1950..... | 24,962,400.34   |
| 1951..... | 28,910,227.48   |
| 1952..... | 31,395,073.06   |
| 1953..... | 33,760,565.50   |

Gross annual business of the corporation, in dollars, by plant, for the years ending August 31, 1951, 1952 and 1953 with (1) customers located within the state in which each plant is located and (2) customers located in states other than those in which a plant is located is reflected in the following schedule.



| Branch          | Total Sales | Alabama   | Calif.    | Florida   | Georgia   | Illinois  | Indiana   | Iowa     | Kans.    | Mich.     | Minnesota | Mo.       | N.C.      | N.J.     | N.Y.    | Ohio     | Penn.   | S.D. | Tenn. | Tex. | Virginia | West Virginia | Wisconsin | Wyo. | Mont. | Nebr. | Okla. | N.M. |
|-----------------|-------------|-----------|-----------|-----------|-----------|-----------|-----------|----------|----------|-----------|-----------|-----------|-----------|----------|---------|----------|---------|------|-------|------|----------|---------------|-----------|------|-------|-------|-------|------|
| Asheville       | 37955609    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Atlanta         | 15171829    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Austin          | 10151557    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Beaumont        | 36349167    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Birmingham      | 156345137   |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Charleston      | 46843925    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Charlotte       | 109212278   |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Chattanooga     | 81559177    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Columbia        | 54780303    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Dallas          | 142147297   |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Daytona         | -           |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Fort Worth      | 107021421   |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Greenville      | 50925112    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Houston         | 91643396    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Jacksonville    | 91950732    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Knoxville       | 78565046    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Longview        | 32767544    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Louisville      | 116764193   |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Lubbock         | 24431223    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Macon           | 55716130    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Miami           | 103673449   |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Mobile          | 40466893    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Montgomery      | 35902353    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Nashville       | 116366116   |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| New Orleans     | 98196563    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Norfolk         | 88671273    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Ogden           | 64495137    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Pensacola       | 36881677    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Phoenix         | 112544222   |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Portland        | 94293511    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| San Antonio     | 80866459    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| San Francisco   | 49064967    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Savannah        | 198315045   |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Tampa           | 44134763    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| West Palm Beach | 65422275    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Wilmington      | 44069945    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Winston-Salem   | 29070695    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Yonkers         | 78428570    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Yonkers         | 2950706     |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Yonkers         | 91697       |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Yonkers         | 21863263    |           |           |           |           |           |           |          |          |           |           |           |           |          |         |          |         |      |       |      |          |               |           |      |       |       |       |      |
| Totals          | 291593614   | 237164350 | 218772167 | 38885283  | 32501081  | 119375635 | 104485597 | 33836202 | 11219542 | 363540041 | 11000000  | 224095782 | 434941441 | 11802501 | 36059   | 16748911 | 1621510 |      |       |      |          |               |           |      |       |       |       |      |
| Registries      | 27195329    | 146432    | 1193538   | 517570    | 2405950   | 1104168   | 1166017   | -        | -        | 4048663   | -         | 2437779   | 2296733   | 1576789  | 1783990 |          |         |      |       |      |          |               |           |      |       |       |       |      |
|                 | 2943132143  | 238628482 | 21965700  | 391002808 | 327927031 | 121079803 | 106157644 | 33836202 | 11219542 | 363540041 | 11000000  | 224095782 | 434941441 | 11802501 | 36059   | 16748911 | 1621510 |      |       |      |          |               |           |      |       |       |       |      |



|                | Total<br>Sales<br>1921-22 | Alabama   | Calif.    | Florida   | Georgia   | Indiana   | Iowa      | Illinois  | Miss.     | N. Carolina | New Mexico | Ohio     | Tenn.    | Texas     | S. Carolina | Virginia  | W. Virginia |
|----------------|---------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|------------|----------|----------|-----------|-------------|-----------|-------------|
| Albany         | 40160997                  |           |           |           |           |           |           |           |           | 32445226    |            |          |          | 8114546   |             | 1601225   |             |
| Albuquerque    | 187182268                 |           |           |           | 87182268  |           |           |           |           |             |            |          |          |           |             |           |             |
| Atlanta        | 31109079                  |           |           |           |           |           |           |           |           |             |            |          |          | 31109079  |             |           |             |
| Austin         | 34132257                  |           |           |           |           |           |           | 10503812  |           |             |            |          |          | 23828215  |             |           |             |
| Birmingham     | 165200863                 | 165200863 |           |           |           |           |           |           | 1144050   |             |            |          |          |           |             |           |             |
| Charleston     | 53609857                  |           |           |           |           |           |           |           |           |             |            |          |          |           |             | 53609867  |             |
| Charlotte      | 112585626                 |           |           |           |           |           |           |           | 104781528 |             |            |          |          |           |             | 7824168   |             |
| Chattanooga    | 83826114                  |           | 3113756   |           | 17280219  |           |           |           | 1004852   |             |            |          |          | 62427287  |             | 42505397  |             |
| Columbus       | 60888437                  |           |           |           | 18382100  |           |           |           |           |             |            |          |          |           |             |           |             |
| Corpus Christi | 41730890                  |           |           |           |           |           |           |           |           |             |            |          |          |           |             | 41730890  |             |
| Dallas         | 143631223                 |           |           |           |           |           |           |           |           |             |            |          |          | 2280000   |             | 141351463 |             |
| Daytona        | 23295799                  |           |           | 23295799  |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Dayton         | 113386919                 |           |           |           |           |           |           |           |           |             |            |          |          | 10665890  |             | 99721029  |             |
| Daytona Beach  | 51752502                  |           |           |           | 1666133   |           |           |           | 780272    |             |            |          |          |           |             | 49306097  |             |
| Detroit        | 101003884                 |           |           |           |           |           |           |           |           |             |            |          |          |           |             | 101003884 |             |
| Evansville     | 76315256                  |           |           | 67813435  | 8501821   |           |           | 11740300  |           |             |            |          |          |           |             |           |             |
| Indianapolis   | 78397314                  |           |           |           |           |           |           |           |           |             |            |          |          | 63702614  |             | 2955000   |             |
| Indianapolis   | 38911918                  |           |           |           |           |           |           | 104350    |           |             |            |          |          |           |             | 38907568  |             |
| Indianapolis   | 12360955                  |           |           |           |           |           |           | 89019231  |           | 34590342    |            |          |          |           |             |           |             |
| Indianapolis   | 37150701                  |           |           |           |           |           |           |           |           |             |            |          |          | 3302672   |             | 33834029  |             |
| Indianapolis   | 62052133                  |           |           |           | 62069733  |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   | 106844771                 |           |           | 106844771 |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   | 42053054                  | 30175197  |           |           |           |           |           |           | 11877857  |             |            |          |          |           |             |           |             |
| Indianapolis   | 41392900                  | 41390900  |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   | 120761365                 |           |           |           |           |           |           | 29076702  |           |             |            |          |          |           |             |           |             |
| Indianapolis   | 105945324                 |           |           |           |           |           |           | 105661234 |           | 284090      |            |          |          |           |             |           |             |
| Indianapolis   | 99198333                  |           |           |           |           |           |           |           |           |             |            |          |          | 2767344   |             |           |             |
| Indianapolis   | 68459750                  |           |           | 68459750  |           |           |           |           |           |             |            |          |          |           |             | 96431084  |             |
| Indianapolis   | 35921227                  | 12780124  |           | 24120699  |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   | 105193253                 |           |           |           |           |           |           |           |           |             |            |          |          | 105193253 |             |           |             |
| Indianapolis   | 129814252                 |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   | 83815610                  |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   | 54949455                  |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   | 189444637                 | 189444637 |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   | 46628534                  |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   | 70468522                  |           |           | 70468522  |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   | 48401481                  |           |           | 48401481  |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   | 54895630                  |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   | 87222498                  |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   | 3139508306                | 31717171  | 180444637 | 40040447  | 341712508 | 123836259 | 416069306 | 34590342  | 13305997  | 387040508   | 3302672    | 12945890 | 22929104 | 576335642 | 153256529   | 37649385  | 18123316    |
| Indianapolis   | 2199281                   |           | 18470458  |           | 3522354   |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   | 1883792                   |           | 1759522   |           | 624070    |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   | 68596                     |           | 66226     |           | 2000      |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   | 3399560                   | 1664046   | 509935    | 5133099   | 3902051   | 1790091   | 1118144   |           |           | 4156500     |            |          |          |           |             |           |             |
| Indianapolis   | 3197448366                | 5328171   | 210750548 | 44731576  | 349767983 | 131626350 | 17157546  | 34590342  | 13305997  | 391197008   | 3302672    | 12945890 | 22929104 | 576335642 | 153256529   | 37649385  | 18123316    |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |
| Indianapolis   |                           |           |           |           |           |           |           |           |           |             |            |          |          |           |             |           |             |



August 3, 1853

[illegible]



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VII. . LINEN SERVICE COMPETITORS OF NATIONAL LINEN BY PLANT

Listed hereinafter are linen service competitors of all National Linen Plants as furnished by respective plant managers.

It will be noted several competitors have plants in more than one city served by National Linen.

- AT
1. Albany Linen Service  
1120 Oglethorpe Avenue  
P. O. Box 1145.  
Albany, Georgia  
  
Apex Linen Service  
Tallahassee, Florida
  2. Asheville Linen Service  
Church and Hilliard Streets  
Asheville, North Carolina  
  
Swannanoa Laundry  
22 Church Street  
Asheville, North Carolina  
  
Canton Laundry  
Main Street  
Canton, North Carolina  
  
Liner & Sheehan Laundry  
Park Street  
Waynesville, North Carolina  
  
Gainesville Laundry  
Clayton, Georgia  
  
Dixie Linen Service  
Depot Street Ext.  
Greenville, Tennessee  
  
Tri City Linen Service  
Clay Street  
Kingsport, Tennessee
- CE



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Troy Laundry  
8th Street  
Bristol, Tennessee

Elizabethton Steam Laundry  
Elk Avenue  
Elizabethton, Tennessee

Rental Uniform Company  
Main Street  
Kin sport, Tennessee

White City Laundry  
Wilson Avenue  
Johnson City, Tennessee

AT 3. Atlanta Linen Service  
429 Highland Avenue, N.E..  
Atlanta 1, Georgia

Carrollton Laundry  
Route No. 12  
Carrollton, Georgia

Smith Laundry  
Route No. 12  
Tallapoosa, Georgia

Apex Linen Service  
Atlanta, Georgia

Independent Linen Service  
Atlanta, Georgia

Wayside Linen Service  
Cedartown, Georgia

Modern Laundry  
Rockmart, Georgia

Fulton Linen Service  
Atlanta, Georgia

Ted Lewis Linen Service  
Atlanta, Georgia

4. Beaumont National Linen  
Service  
3087 College Street  
Beaumont, Texas

Shepherd Linen Supply  
Beaumont, Texas

Texas Laundry Company  
Beaumont, Texas

Blanton Linen Service  
Port Arthur, Texas

Alexandria Steam Laundry  
Alexander, Louisiana

Lake Side Laundry  
Lake Charles, Louisiana

Lafayette Steam Laundry  
Lafayette, Louisiana

Blacks Linen Service  
Alexandria, Louisiana

Model Linen Supply  
Galveston, Texas

Martin Linen Supply  
Houston, Texas

5. Capitol Linen Service  
310 Comal Street  
Austin, Texas

SA Austin Linen Service  
Austin, Texas

Martin Linen Service  
Austin, Texas



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A. C. Linen Service  
Austin, Texas

Buchanan Linen Service  
Waco, Texas

National Laundry & Linen  
Service  
Temple, Texas

Zeneth Laundry & Linen Service  
Temple, Texas

Foster Laundry & Linen  
Service  
Taylor, Texas

Brady Laundry & Linen Service  
Brady, Texas

Burnet Laundry & Linen  
Service  
Burnet, Texas

~~Snow White Laundry & Linen Service~~  
Cameron, Texas

American Laundry & Linen Service  
Brian, Texas

6. Birmingham Linen Service  
510 South Seventeenth Street  
Birmingham, Alabama

Huntsville Steam Laundry & Linen Service  
Huntsville, Alabama

Bob Ward's Laundry & Linen Service  
Huntsville, Alabama

White Swan Laundry & Linen  
Supply  
Huntsville, Alabama

Tuscaloosa Steam Laundry  
Tuscaloosa, Alabama

Southland Laundry & Linen  
Service  
Jasper, Alabama

Sanitary Laundry  
Columbus, Mississippi

Wakefield Laundry  
Albertsville, Alabama

Magic City Linen Service  
Birmingham, Alabama

Clean Linen Service  
Birmingham, Alabama

Miss Annie Hale Linen Service  
Birmingham, Alabama



Anniston Steam Laundry  
Anniston, Alabama

Anniston Linen Service  
Anniston, Alabama

CE \* 7. Carolina Linen Service  
201 South Stratford Road  
Winston-Salem, North Carolina

SV 8. Charleston Linen Service  
945 Meeting Street  
Charleston, S.C.

Charleston Sanitary Towel Supply  
Charleston, South Carolina

Palmetto Linen Service  
Sumter, South Carolina

Florence Steam Laundry  
Florence, South Carolina

Patton's Steam Laundry  
Hartsville, South Carolina

Nu Way Linen Service  
Myrtle Beach, South Carolina

CE 9. Charlotte Linen Service  
1430 S. Mint Street  
Charlotte, North Carolina

New Way Laundry & Linen  
Supply  
Charlotte, North Carolina

Charlotte Laundry & Linen  
Supply  
Charlotte, North Carolina

Brown's Dry Cleaning,  
Laundry & Linen Service  
Rock Hill, South Carolina

Hickory Steam Laundry  
Hickory, North Carolina

Rockingham Laundry  
Rockingham, North Carolina

City Laundry  
Rockingham, North Carolina

New Way Laundry  
Gastonia, North Carolina

City Laundry & Linen Supply  
Albemarle, North Carolina

Done Right Laundry & Linen  
Supply  
Albemarle, North Carolina

KX 10. Chattanooga Linen Service  
1817-1821 Broad Street  
Chattanooga 1, Tennessee

Collegedale Laundry  
Collegedale, Tennessee

Lafayette Laundry  
Lafayette, Georgia

\*See Page 25 for competitors.



(Brought Forward From Page 24, No. 7)

7. Carolina Linen Service  
201 South Stratford Road  
Winston-Salem, North Carolina
- 

Greensboro Towel Supply  
Greensboro, North Carolina

Columbia Laundry  
Greensboro, North Carolina

Wilkes Laundry  
North Wilkesboro, North Carolina

Star Laundry  
Salisbury, North Carolina

Alamance Laundry  
Burlington, North Carolina

Salisbury Laundry  
Salisbury, North Carolina

Greensboro Laundries  
Greensboro, North Carolina

Di-Dee Supply Company  
Winston-Salem, North Carolina

~~Kaisers Laundry~~  
Ashboro, North Carolina

Boone Laundry  
Burlington, North Carolina

Modern Laundry  
Burlington, North Carolina



- SV  
11. Columbia Linen Service  
420 Huger Street  
Columbia, South Carolina

White Way Laundry  
Columbia, South Carolina

Richmond Linen Supply Company  
Augusta, Georgia

Palmetto Linen Supply Company  
Sumter, South Carolina

12. Columbus Linen Service  
2210 Wynnton Road  
Columbus, Georgia

AFI  
Apex Linen Service  
1813 12th Avenue  
Columbus, Georgia

Wallace Barber Linen Service  
1530-13th Avenue  
Columbus, Georgia

Phenix Linen Service  
1225 Carden  
Phenix City, Alabama

- HO  
13. Corpus Christi Linen Service  
923 Kinney  
Corpus Christi, Texas

Texas Linen Service  
306 North Staples  
Corpus Christi, Texas

Martin Linen Service  
1312½ Agnes,  
Corpus Christi, Texas

L & M Linen Service  
Victoria, Texas

Snow White Linen Service  
Sinton, Texas

Stickler Linen Service  
Alice, Texas

Model Linen Service  
Brownsville, Texas

- DL  
14. Dallas Linen Service  
2804 Live Oak Street  
Dallas 1, Texas

Acme Towel Supply Company  
1616 Villars  
Dallas, Texas

City Linen Service  
2222 Butler  
Dallas, Texas

Clayton Towel & Linen Co.  
410 No. Windomere  
Dallas, Texas

Friedel Towel Service Company  
Zangs & Marsalis  
Dallas, Texas



AT 60-149

Olympia Linen & Towel  
Supply  
4008 Benson  
Dallas, Texas

Texas Sanitary Towel Supply Co.  
3305 San Jacinto  
Dallas, Texas

Royal Towel Supply  
115 E. Jefferson  
Grand Prairie, Texas

White Star Laundry  
Greenville, Texas

Snow White Laundry  
~~312-14 W. Woodard Street~~  
Denison, Texas

Denison Laundry  
~~So. Mirick Street~~  
Denison, Texas

Four States Laundry & Linen Supply  
Atlanta, Texas

MM 15. Daytona Linen Service  
202 Carswell Street  
Daytona Beach, Florida

MM 16. Florida Linen Service  
1950 Northwest First Avenue  
Miami 14, Florida

Alpine Linen Service  
637 N.W. 5th Avenue  
Miami, Florida

Doctors' Linen Service  
438 S.W. 8 Avenue  
Miami, Florida

Independant Linen Service  
251 N.W. 22nd Lane  
Miami, Florida

Linens For the Week  
555 S.W. 8th Street  
Miami, Florida

Miami Laundry Linen Supply  
401 N.W. 8 Street  
Miami, Florida

Reliable Linen Service, Inc.  
637 N.W. 5 Avenue  
Miami, Florida

Riverside Linen Supply  
464 W. Flagler Street  
Miami, Florida

Sanitary Linen Service  
251 N.W. 22nd Lane  
Miami, Florida

City Linen Service  
2160 N.W. 1st Court  
Miami, Florida

American Paper & Linen Corp  
7242 N.E. 4th Court  
Miami, Florida

Miami Towel Supply Company  
7242 N.E. 4th Court  
Miami, Florida

Neway Uniform and Towel Supply  
160 Ali Baba Avenue  
Opa-Locka, Florida



Household Linen Supply &  
Service, Inc.  
730 First Street  
Miami Beach, Florida

Parkay Linen Service  
837 First Street  
Miami Beach, Florida

Broward Laundry and Linen  
Supply  
Fort Lauderdale, Florida

Columbia Steam Laundry  
and Linen Supply  
Key West, Florida

White Laundry and Linen  
Supply  
Key West, Florida

DL  
17. Fort Worth Linen Service  
210 South Henderson Street  
Fort Worth, Texas

Natatorium Laundry  
(Johnson Towel Supply)  
Ft. Worth, Texas

Friedel Towel Supply  
Ft. Worth, Texas

Ward Towel Supply  
Ft. Worth, Texas

Currans Laundry (Currans Linen  
Supply)  
Ft. Worth, Texas

American Towel Supply  
Ft. Worth, Texas

Southern Linen Service  
Ft. Worth, Texas

Gainesville Steam Laundry  
Gainesville, Texas

White Star Laundry & Linen  
Supply  
Weatherford, Texas

Martin Linen Supply  
(of Waco, Texas)  
Hillsboro, Texas

Snow White Laundry & Linen  
Supply  
Cleburne, Texas

Abilene Steam Laundry &  
Linen Supply  
Abilene, Texas

Martin Linen Supply  
Abilene, Texas

Martin Towel Supply  
Coleman, Texas

Cisco Laundry & Linen Supply  
Breckenridge, Texas

Martin Linen Supply  
(of San Angelo, Texas)  
Brownwood, Texas

Austin Towel Supply  
Denton, Texas



AT 60-149

SF 18. Galland Linen Service

301 Eighth Street  
San Francisco 3, California

Acme Towel Supply Company  
50 Richard Street  
San Francisco, California

Atlas Linen Supply Company  
3338 17th Street  
San Francisco, California

Barber Shop Linen Supply, Inc.  
2900 18th Street  
San Francisco, California

Burroughs Additional Towel System  
958 28th Street  
Oakland, California

California-General Linen Supply Company  
2142 Lombard St.  
San Francisco, California

Coast Linen Supply Company  
385 8th Street  
San Francisco, California

Dryrite Company of  
California Inc.  
921 Brazil Avenue  
San Francisco, California

Green Glen Linen Service  
3175 18th Street  
San Francisco, California

Household Linen Service  
4424 California Street  
San Francisco, California

La Grande & Whites Laundry  
250 12th Street  
San Francisco, California

New San Francisco Linen Supply  
550 Florida  
San Francisco, California

Peerless Linen Supply  
550 Florida  
San Francisco, California

Peninsula Linen Exchange  
3840 18th Street  
San Francisco, California

Premier Linen Supply Company  
559 Alabama  
San Francisco, California

Rally Linen Supply Company  
18th & Alabama  
San Francisco, California

Serv-A-Towel Inc.  
1533 Pacific Avenue  
San Francisco, California

Stones Linen Supply Company  
1124 Harrison Street  
San Francisco, California

Empire Linen Supply  
San Francisco, California

Joynson Linen Service  
San Francisco, California

Sunset Towel Supply Company  
958 28th Street  
Oakland, California

Community Linen  
Oakland, California

Oakland Towel Company  
Oakland, California



AT 60-149

T and T Linen  
Oakland, California

Arrow Linen Supply  
Oakland, California

American Towel Supply  
Oakland, California

Union Pacific Linen Supply  
Oakland, California

~~A-B-C Linen Supply~~  
Vallejo, California

Home Linen Supply  
Richmond, California

Community Linen Supply  
Sacramento, California

Palace Linen Supply  
Sacramento, California

Golden State Linen Supply  
Sacramento, California

Community Linen Supply  
Stockton, California

Community Linen Supply  
San Jose, California

Mission Linen Supply  
Salinas, California

Mission Linen Supply  
Merced, California

Roseville Linen Supply  
Roseville, California

LaFargue Laundry  
San Rafael, California

Alert Linen Supply  
Lodi, California

California Linen  
Oakland, California

Exchange Linen Supply  
Oakland, California

Acorn Linen Supply  
Oakland, California

Red Star Linen Supply  
Vallejo, California

~~Model Laundry~~  
Richmond, California

Richmond Home Laundry  
Richmond, California

Arrow Linen Supply  
Sacramento, California

Cascade Linen Supply  
Sacramento, California

Sutter Laundry  
Sacramento, California

National Linen Supply  
Stockton, California

Exchange Linen Supply  
San Jose, California

Mission Linen Supply  
Modesto, California

Merced Linen Supply  
Merced, California

Fremont Laundry  
Los Altos, California

Rio Vista Linen Supply  
Rio Vista, California

Exchange Linen Service  
Santa Rosa, California



AT 60-149

19. Greenville Linen Service  
420 W. Washington Street  
Greenville, South Carolina

City Towels Supply  
154 Kennedy Street  
Spartanburg, South Carolina

Tryon Laundry  
Main Street  
Trynn, North Carolina

Bell Linen service  
1414 East Washington St.  
Greenville, South Carolina

Union Steam Laundry  
Main Street  
Union, S.C

20. Houston Linen Service  
604 Richmond Road  
Houston 1, Texas

Admiral Linen Service  
2015 Kipling  
Houston, Texas

Houston Sanitary Towel Company  
4618 N. Main  
Houston, Texas

Ineeda Linen Service  
720 Smith  
Houston, Texas

Pearl Linen Supply  
4711 Main Street  
Houston, Texas

Royal Linen Supply  
3208 Louisiana  
Houston, Texas

Rex Linen Service  
Galveston & Texas City,  
Texas

Texas Linen Service  
Conroe, Texas

Brenham Linen Supply  
Brenham, Texas

Alamo Linen Service  
1919 Mason  
Houston, Texas

Industrial Towel Service  
4802 Clinton Drive  
Houston, Texas

Martin Linen Supply  
3619 S. Shepherd  
Houston, Texas

Preimier Linen Supply  
1601 Webster  
Houston, Texas

Texas Uniform Service  
5524 Harvey Wilson Drive  
Houston, Texas

Model Linen Supply  
Galveston & Texas City,  
Texas

American Linen Supply  
Bryan, Texas

L & M Linen Service  
Victoria, Texas



AT 60-149

MM  
21. Jacksonville Linen Service  
354 Park Street  
Jacksonville, Florida

General Linen Service  
Jacksonville, Florida

Florida Clean Towel Supply  
Jacksonville, Florida

Lake City Linen Service  
Lake City, Florida

Dixie Linen Service  
St. Augustine, Florida

Dixie Linen Service  
Gainesville, Florida

DL  
22. Longview Linen Service  
823 W. Marshall  
Longview, Texas

Martin Linen Service  
Corsicana, Texas

City Laundry  
Marshall, Texas

Four States Linen Service  
Atlanta, Texas

American Linen Service  
Shreveport, Louisiana

Crescent Laundry  
Tyler, Texas

Snow White Laundry  
Mt. Pleasant, Texas

City Laundry  
Gladewater, Texas

LS  
23. Louisville Linen Service  
814 Swan Street  
Louisville 4, Kentucky

Home Laundry  
Bloomington, Indiana

Clean Towel Service  
Lexington, Kentucky

Lexington Towel Supply  
Lexington, Kentucky

Somerset Laundry  
Somerset, Kentucky

Elizabethtown Laundry  
Elizabethtown, Kentucky

Spalding Laundry  
Louisville, Kentucky

Shelbyville Laundry  
Shelbyville, Kentucky

American Linen Supply Co.  
Cincinnati, Ohio

American Linen Supply Co.  
Indianapolis, Indiana

Abbott Laundry  
Cincinnati, Ohio



New Way Laundry  
Cincinnati, Ohio

Indianapolis Towel Supply  
Indianapolis, Indiana

Jasper Laundry  
Jasper, Indiana

Clean Towel Laundry  
Washington, Indiana

Clean Towel Laundry  
Vincennes, Indiana

Lebanon Laundry  
Lebanon, Kentucky

24. Lubbock Linen Service  
404 North College  
Lubbock, Texas

DL Lorenzo Laundry & Linen  
Lorenzo, Texas

Spur Laundry & Linen Supply  
Spur, Texas

Martin Linen  
Wichita Falls, Texas

Local Linen  
Wichita Falls, Texas

Paducah Laundry & Linen Supply  
Paducah, Texas

Lockney Linen and Laundry  
Lockney, Texas

Plainview Laundry  
Plainview, Texas

Tulia Steam Laundry & Linen  
Tulia, Texas

Kwitcherkikin Linen Supply  
Amarillo, Texas

Canyon Linen Supply  
Canyon, Texas

Hereford Laundry & Linen  
Supply  
Hereford, Texas

Clovis Steam Laundry & Linen  
Clovis, New Mexico

Portales Laundry & Linen  
Portales, New Mexico

Ace Linen Supply  
Lubbock, Texas

American Steam Linen Supply  
Hobbs, New Mexico

Turner Linen Supply  
Hobbs, New Mexico

Sno White Linen and Laundry  
Seminole, Texas

Sanitary linen  
Odessa, Texas

West-Tex Linen  
Abilene, Texas

Lamesa Linen Supply  
Lamesa, Texas

Martin Linen  
Abilene, Texas

Snyder Linen Supply  
Snyder, Texas



AT 60-149

AT  
25. Macon Linen Service  
857 Third Street  
Macon, Georgia

Upson Laundry  
Thomaston, Georgia

MO  
26. Mobile Linen Service  
500 Saint Francis Street  
Mobile 3, Alabama

Palace Laundry & Dry Cleaning Company  
504 St. Louis Street  
Mobile, Alabama

Gulfport Laundry  
30th Avenue & Railroad Street  
Gulfport, Mississippi

MO  
27. Montgomery Linen Service  
725 West Fairview Avenue  
Montgomery, Alabama

Capital Linen Supply Company  
228 N. Hilliard Street  
Montgomery, Alabama

ME  
28. Nashville Linen Service  
3101 Charlotte Avenue  
Nashville 2, Tennessee

American Linen Supply  
Nashville, Tennessee

Selmier Peerless  
Paducah, Kentucky

Franklin Laundry  
Franklin, Tennessee

Clarksville Laundry & Linen Supply  
Clarksville, Tennessee

Malloy Laundry  
McMinnville, Tennessee

Modern Laundry  
Cookeville, Tennessee

Jackson Linen Supply  
Jackson, Tennessee

Hopkinsville Laundry & Linen Supply  
Hopkinsville, Kentucky

Crown Laundry  
Glasgow, Kentucky

Livingston Model Laundry  
Livingston, Tennessee

Murray Steam Laundry  
Murray, Kentucky



29. New Orleans Linen Service  
3636 Tulane Avenue  
New Orleans, Louisiana

Towel & Linen Rental Company  
1239 Montegut Street  
New Orleans, Louisiana

City Linen Supply  
1425 Magazine Street  
New Orleans, Louisiana

New Orleans Sanitary Towel Co.  
606½ Girod Street  
New Orleans, Louisiana

Pelican Linen Supply  
New Orleans, Louisiana

Professional Linen Service  
1306 Shrewsbury Road  
New Orleans, Louisiana

West Bank Towel & Linen  
1720 O'Connor Street  
Gretna, Louisiana

Red Stick Linen Supply  
Convention Street  
Baton Rouge, Louisiana

Nick's Steam Laundry  
Barrow Street  
Houma, Louisiana

Delta Linen Service  
Hattiesburg, Mississippi

Independent Linen Service  
Jackson, Mississippi

30. Norfolk Linen Service  
2400 Hampton Boulevard  
Norfolk 1, Virginia

Virginia Towel Supply Co.  
723 Fairfax Avenue  
Norfolk, Virginia

Sanitary Linen Service  
314 W. York Street  
Norfolk, Virginia

Virginia Linen Service  
Petersburg, Virginia

Southern Laundry  
Elizabeth City, North Carolina

Orlando Linen Service  
440 Boone Street  
Orlando, Florida

Prathers Laundry & Linen  
Supply  
Lake Wales, Florida

Wildwood Laundry  
Wildwood, Florida

31. Palm Beach Linen Service  
1811 North Poinsettia  
West Palm Beach, Florida

Porter Linen Service  
2703 Rosemary Avenue  
West Palm Beach, Florida

Reliable Linen Service, Inc.  
637 N.W. 5th Avenue  
Miami, Florida



Riverside Linen Service  
464 W. Flagler  
Miami, Florida

Sanitary Linen Service Co.  
251 N.W. 22nd Street  
Miami, Florida

Broward Laundry & Linen  
Service  
110 S.W. 4th Court  
Ft. Lauderdale, Florida

Warren Laundry & Dry Cleaning  
131 N. 3rd Street  
Fort Pierce, Florida

Vero Beach Laundry  
1844 Wilbur Avenue  
Vero Beach, Florida

Glades Linen Service  
P. O. Box 122  
Pahokee, Florida

32. Pensacola Linen Service

725 West Garden  
Pensacola, Florida

33. Raleigh Linen Service  
P. O. Box 903  
Raleigh, North Carolina

Local Linen Supply Company  
Goldsboro, N.C.

Jimmie Dempsey Laundry, Inc.  
Wilson, North Carolina

Raleigh-Durham Towel Supply  
Company  
Raleigh, North Carolina

Pinehurst Laundry  
Pinehurst, North Carolina

Johnson-Forrester Laundry  
Durham, North Carolina

City Linen Service  
Carrboro, North Carolina

34. Richmond Linen Service  
1414 Chamberlayne Avenue  
Richmond 21, Virginia

Virginia Linen Service  
Petersburg, Virginia

Standard Linen Service  
Roslyn, Virginia

American Linen Service  
Washington, D.C.

Elite Linen Service  
Washington, D. C.

C & C Linen Service  
Washington, D. C.

National & Laundry Linen Service  
Washington, D. C.

Capitol Linen Service  
Washington, D. C.

Central Linen Service  
Washington, D. C.

Black Laundry & Linen  
Service  
South Boston, Virginia

Daylite & Laundry Linen Supplies  
Waynesboro, Virginia



Staunton Steam & Laundry  
Supplies  
Staunton, Virginia

Washington Linen Service  
Washington, D. C.

35. *PK*  
Roanoke Linen Service  
1111 Shenandoah Avenue  
Roanoke, Virginia

Ideal Laundry & Dry Cleaners  
and Crystal Spring Laundry  
Roanoke, Virginia

Mountain State Linen Supply  
Beckley, West Virginia

Charleston Linen Supply  
~~Charleston, West Virginia~~

Davis Laundry  
Danville, Virginia

Better Way Laundry  
Wytheville, Virginia

36. *SA*  
San Antonio Linen Service  
612 Nogalitos Street  
San Antonio 4, Texas

L & M Linen Service  
Victoria, Texas

Swan Laundry & Linen Service  
Kerrville, Texas

Dwyer Linen Service  
Seguin, Texas

Martin Linen Service  
San Antonio, Texas

Snow White Laundry & Linen  
Uvalde, Texas

A.B.C. Linen Service  
San Antonio, Texas

Main Linen Service  
San Antonio, Texas

Webber Linen Service  
San Antonio, Texas

Shepherd's Laundry & Linen  
San Antonio, Texas

Star Towel Service  
San Antonio, Texas

37. *SV*  
Savannah Linen Service  
4005 Montgomery Street  
Savannah, Georgia

E & W Laundry & Linen  
Supply Company  
Savannah, Georgia

Brunswick Laundry  
Brunswick, Georgia

Tropical Coverall Company  
Jacksonville, Florida



- KX
38. Southern Linen Service  
1015 N. Central Avenue  
Knoxville 18, Tennessee

Sanitary Laundry & Linen  
Knoxville, Tennessee

Weed Laundry  
Corbin, Kentucky

Morristown Laundry  
Morristown, Tennessee

Knoxville Linen & Towel Service  
Knoxville, Tennessee

London Laundry  
London, Kentucky

Royal Laundry  
Big Stone Gap, Virginia

Hazard Steam Laundry  
Hazard, Kentucky

Newport Laundry  
Newport, Tennessee

Emory Park Laundry  
Newport, Tennessee

LaFollette Laundry  
LaFollette, Tennessee

- MM
39. Tampa Linen Service  
507 North Willow  
Tampa 1, Florida

Ayala Towel Service  
2309 Main Street  
Tampa, Florida

Florida Linen Service  
2202 North Howard Avenue  
Tampa, Florida

Superior Towel Supply  
4604 Florida Avenue  
Tampa, Florida

Soft Water Laundry  
515 22nd Street  
St. Petersburg, Florida

Upton's Laundry  
Dunedin, Florida

Cunningham Laundry  
Lakeland, Florida

Prathers Laundry  
Lake Wales, Florida

City Linen & Towel Supply  
1722 W. Cass Street  
Tampa, Florida

Jack Storey Towel Supply  
504 E. Giddens Avenue  
Tampa, Florida

White Way Laundry  
2806 N. Armenia Avenue  
Tampa, Florida

Clearwater Linen Service  
Clearwater, Florida

Lakeland Linen Supply  
Lakeland, Florida

Clark's Linen Supply  
Sarasota, Florida

Winter Haven Laundry & Linen  
Service  
Winter Haven, Florida



40. Wichita National Linen Service  
1110 Burkburnett Road  
Wichita Falls, Texas

DL  
Local Linen Service  
600 Austin Avenue  
Wichita Falls, Texas

Lovall Laundry & Linen Supply  
Smythe Street  
Bowie, Texas

Blue Bonnet Linen Service  
1317 Cumberland Street  
Vernon, Texas

Martin Linen Supply Company  
316 Indiana Avenue  
Wichita Falls, Texas

Martin Linen Service Company  
Abilene, Texas

Hargraves Linen Service  
Childress, Texas

Howard Linen Service  
515 S. 5th Street  
Lawton, Oklahoma

Acme Laundry & Linen Supply  
631 Avenue D  
Lawton, Oklahoma

Duncan Steam Laundry  
Duncan, Oklahoma

Local Linen Service  
Oklahoma City, Oklahoma

Pearl Laundry & Linen Service  
Chickasha, Oklahoma

Altus Steam Laundry & Linen Supply  
Altus, Oklahoma

Pauls Valley Steam Laundry &  
Linen Supply  
201 E. Charles Street  
Pauls Valley, Oklahoma

Excelsior Laundry & Linen Service  
Ardmore, Oklahoma

Cooks Laundry & Linen Supply  
Ardmore, Oklahoma

Ada Steam Laundry  
Ada, Oklahoma

- CE  
41. Wilmington Linen Service  
1315 South Fifth Avenue  
Wilmington, North Carolina

Caison Brothers  
Silmington, North Carolina

New Way Laundry & Linen Supply  
Raeford, North Carolina

Local Linen Service  
Kinston, North Carolina

Nu-Way Laundry & Linen Supply  
Myrtle Beach, South Carolina

- LA  
42. City Linen Service  
1225 Rio Vista Avenue  
Los Angeles 23, California

American Linen Supply Company  
201 No. Westmoreland Avenue  
Los Angeles, California

Avalon Linen Service  
5859 So. Western Avenue  
Los Angeles, California



American Linen of San Diego  
621-15th Street  
San Diego, California

Banner Laundry & Linen Supply  
1022 Venice  
Los Angeles, California

Beverly Center Linen Service  
4307 Beverly  
Los Angeles, California

Blue Seal Linen Supply  
800 E. 29th Street  
Los Angeles, California

Bay Cities Laundry & Linen Supply  
Venice, California

Boss Linen Supply Company  
7882 Euclid  
Anaheim, California

California Laundry & Linen Supply  
1025 No. Vine  
Los Angeles, California

Calstate Towel Service  
3910 So. Main Street  
Los Angeles, California

Clean Towel Service  
2585 W. Pico Boulevard  
Los Angeles, California

Careful Towel Supply  
Los Angeles, California

Crown Linen Service  
Redondo Beach, California

Crescent . . Towel & Linen  
Supply Company  
125 North Mission Road

Encinitas Linen Service  
Encinitas, California

Alha Laundry Company  
907 So. Stoneman Avenue  
Alhambra, California

Best Towel Supply Company  
768 Ceres  
Los Angeles, California

Beverly Hills Linen Service  
9274 Santa Monica Blvd.  
Beverly Hills, California

Braun Towel & Linen Service  
1841 E. 103rd Place  
Los Angeles, California

Best Towel Service  
2617 W. Valley Blvd.  
Alhambra, California

Bay City Linen Supply  
939 s. 10th Street  
San Diego, California

California Towel Supply Company  
710 W. 58th Street  
Los Angeles, California

Chef's Laundry & Linen Supply  
808 W. Pico Blvd.  
Los Angeles, California

Colonial Laundry & Linen Supply Co.  
1310 So. Main Street  
Los Angeles, California

Cosmopolitan Linen Service  
221 N. Westmoreland Avenue  
Los Angeles, California

Community Towel & Linen Supply  
900 No. Highland Avenue  
Los Angeles, California

Cooperative Towel & Linen Supply Co.  
1022 Venice  
Los Angeles, California

Frontier Linen Service  
Alhambra, California



Gates Towel & Linen Supply  
1155-18th Street  
San Diego, California

Golden West Linen Supply Co.  
646 New High  
Los Angeles, California

Local Towel Supply  
301 E. "B" Street  
Ontario, California

Lloyd's Uniform & Linen Company  
~~Cherry-Lane~~  
Portuguese Bend, California

Long Beach Linen  
1184 Broadway  
Long Beach, California

Mastercraft Linen Supply  
Oxnard, California

Model Linen Supply  
122 No. Santa Anita  
Arcadia, California

Medico Linen Service  
4157 So. Main Street  
Los Angeles, California

Oxnard Pearl Laundry & Linen  
Supply  
Oxnard, California

Ontario Laundry co. Ltd.  
401 N. Euclid Avenue  
Ontario, California

Palomar Linen Supply  
Oceanside, California

Peerless Linen Supply Company  
Slauson Avenue & Main Street  
Los Angeles, California

Prudential Linen Supply  
6920 Bandini  
Los Angeles, California

Glendale Towel & Linen Supply  
555 Riverside Drive  
Glendale, California

Harbor Linen Service  
Wilmington, California

Los Angeles Towel Service Co.  
1710 Griffith Avenue  
Los Angeles, California

Long Beach Laundry  
1187 W. 1st Street  
~~Long Beach, California~~

Manchester Linen Supply  
1671 E. Firestone Blvd.  
Los Angeles, California

Mission Linen Supply  
Santa Barbara, California

Master Linen Towel Supply Service, Inc.  
1663 Cordova  
Los Angeles, California

Morgan Linen Service, Inc.  
905 Yale  
Los Angeles, California

Office Towel Supply  
3306 So. Main Street  
Los Angeles, California

Orange County Linen Supply  
400 S. Lemon  
Anaheim, California

Pasadena Towel & Linen Supply  
695 So. Raymond  
Pasadena, California

Professional Laundry & Towel Service  
1750 W. 59th Place  
Los Angeles, California

Pur-O-Serve Linen Supply Co.  
3505 Pasadena Avenue  
Los Angeles, California



Perfect Linen  
Culver City, California

Quality Linen Supply  
4328 Brighton  
Los Angeles, California

Reliable Linen Service  
1786 No. Spring Street  
Los Angeles, California

Republic Towel & Linen Company  
1705 Hooper Avenue  
Los Angeles, California

Rite-Way Towel Supply  
923 E. Manchester Avenue  
Los Angeles, California

Royal Linen Service  
443 So. Raymond  
Pasadena, California

Sunset Towel Service  
503 E. 3rd Street  
Los Angeles, California

Super Towel Service  
4942 Rosewood  
~~Los Angeles, California~~

So. Service Linen Supply  
300 E. Comi Pina  
Pomona, California

San Fernando Laundry & Linen  
Supply  
San Fernando, California

San Gabriel Linen Service  
San Gabriel, California

Star Towel & Linen Supply  
5649 Muriel Street  
Van Nuys, California

Santa Ana Linen Supply  
1111 E. 4th Street  
Santa Ana, California

Santa Fe Towel & Linen  
455 Waterman  
San Bernardino, California

Table Linen Supply Company  
1024 Georgia  
Los Angeles, California

Tamkin Towel Service  
1919 South San Pedro Street  
Los Angeles, California

Vernon Linen Supply Company  
4622 Alcoa  
Vernon, California

Valley Towel & Linen Supply  
5357 Riverton Avenue  
North Hollywood, California

Valley Towel & Linen Supply  
971-3rd Street  
San Bernardino, California

Valley Linen Supply  
205 S. 7th Street  
Colton, California

Western Linen Supply Co.  
710 West 58th Street  
Los Angeles, California

Whittier Laundry & Linen Supply  
202 S. Green  
Whittier, California

National Linen also operates three plants (AlSCO Manufacturing Company, Empire Manufacturing Company and a soap plant, all in Atlanta, Georgia), which produce several service items used by the corporation, but which do not sell its products in the open market. Items produced by these plants have been set forth under section XI of this report.



Data contained in the previous schedule was prepared by personnel of National Linen.

VIII. NATIONAL LINEN CAPITAL STOCK; STOCKHOLDERS OF COMMON AND PREFERRED STOCKS, 1928-53; NATIONAL LINEN INVESTMENT IN UNITED LINEN SUPPLY COMPANY

A. Authorized Capital Stock

Records reflect that as of August 31, 1953, National Linen had the following authorized capital stock:

Preferred stock

8,771 shares  $4\frac{1}{2}\%$  cumulative convertible  
preferred stock par value \$100.00  
redemption value \$108.00

25,917 shares cumulative non-convertible  
preferred stock (no rate assigned) par  
value \$100.00, redemption value \$104.00

Common stock

2,500,000 shares par value \$1.00  
82,963 shares reserved for conversion  
of  $4\frac{1}{2}\%$  cumulative convertible  
preferred stock

Issued and outstanding

|  |                  |              |
|--|------------------|--------------|
| $4\frac{1}{2}\%$ cumulative convertible preferred stock .....  | 8,771 shares     |              |
| Less--in Treasury .....  | 70 shares        |              |
| Outstanding .....  | 8,701 shares     | 870,100.00   |
| 5% cumulative non-convertible preferred stock series "A" ..... | 3,851 shares     | 385,100.00   |
| 5% cumulative non-convertible preferred stock series "B" ..... | 15,458 shares    | 1,545,800.00 |
| Common stock .....   | 2,027,315 shares | 2,027,315.00 |

Total capital stock ..... \$ 4,828,315.00

B. Stockholders

Authorized photographs of active and closed stock records of National Linen on file with the (1) First National Bank, Atlanta, Georgia, transfer agent for corporation's preferred stocks since 1946, (2) the Trust Company of Georgia, Atlanta, Georgia, transfer agent for the corporation's common stock since 1937, and for the preferred stock until 1946 and (3) the Canal Bank and Trust Company, in liquidation, New Orleans, Louisiana, transfer agent for all of the corporation's



stocks from 1928 to 1953 were obtained and have been designated as Exhibit #3.

Investigation reflected that the Canal Bank and Trust Company was the original transfer agent for National Linen stocks, however, when the bank went into liquidation in 1933 the National Bank of Commerce, New Orleans, Louisiana, was appointed transfer agent. The National Bank of Commerce, whose National Linen stock records are now in possession of the Canal Bank and Trust Company, in liquidation, was transfer agent for National Linen until 1937 when The Trust Company of Georgia, Atlanta, Georgia, was appointed transfer agent.

JOHN F. FINKE, Receiver of the Canal Bank and Trust Company, in liquidation, stated that the stock transfer records of the Canal Bank and Trust Company and the National Bank of Commerce had been tied up in litigation in Federal court in New Orleans, Louisiana, for a period of four or five years. He stated the question before the courts, as he understood it, was one of division of shares of common stock in National Linen between a company known as the Atlanta Laundry in Atlanta and the Crescent City Laundry in New Orleans. He stated this question has been resolved, and that records of stock transfer are now in his possession.

C. Investment in United Linen Supply Company (at cost)

|                                      |                     |
|--------------------------------------|---------------------|
| 10,388 shares Class "A" stock* ..... | \$363,010.10        |
| 16,566 shares Class "B" stock .....  | 236,569.93          |
| 59,899 shares common stock .....     | 325,100.00          |
|                                      | <u>\$924,680.03</u> |

\* (at cost, less dividends received  
of \$42,660.48 from "paid in surplus".)

IX. A. NATIONAL LINEN INVESTMENTS IN OTHER LINEN SERVICE BUSINESSES FROM 1928 TO 1953; B. STOCKHOLDINGS OR FINANCIAL INTERESTS OF CURRENT NATIONAL LINEN OFFICERS AND DIRECTORS IN OTHER LINEN AND LAUNDRY TYPE BUSINESSES FROM 1928 TO 1953

- (A) Set forth in the following schedule is data relating to National Linen investments in other linen service businesses from 1928 to 1953 as reflected by annual financial statements of the corporation.



60-1493  
11-12-53Schedule of Investments in Other Businesses by  
NATIONAL LINEN SERVICE CORP. AND COMMENTS (1928-1953)

①

| Year                           | Name of Company   | Type Business | Stock owned by NATIONAL LINEN SERVICE CORP.              |          |                         |                          | Comments   |
|--------------------------------|---|---------------|--|----------|-------------------------|--------------------------|--|
|                                |   |               | Common   |          | Preferred               |                          |  |
|                                |   |               | Shares   | Value    | Shares                  | Value                    |  |
| 1953                           | (A)(B) United Linen Supply Co.<br>Los Angeles, Calif.                           | Linen         | 59899  | \$325100 | *10288 "A"<br>16566 "B" | \$262010.10<br>234569.93 | * At cost, less dividend rec'd of \$4266.48 from "Paid in Surplus" |
| 1952                           | "   | "             | 59899  | 325100   | *8294 "A"<br>9792 "B"   | 221642.60<br>81709.93    | * " " " " " "  |
| 1951                           | "   | "             | ( SAME AS 1952 )   |          |                         |                          |  |
| 1950                           | "   | "             | 59899  | 325100   | *8256 "A"<br>9792 "B"   | 220667.60<br>81709.93    | * Comments - Same as 1953  |
| 1949                           | "   | "             | ( SAME AS 1950 )   |          |                         |                          |  |
| 1948                           | "   | "             | ( SAME AS 1950 )   |          |                         |                          |  |
| 1947                           | "   | "             | ( SAME AS 1950 )   |          |                         |                          |  |
|                                | (B) Calland Linen Service<br>San Francisco, Calif.                              | "             | 66500  | 245000   | —                       | —                        |  |
|                                |   |               | (At Cost) (Mkt. Value \$3.75)                            |          |                         |                          |  |
| 1946                           | (C)(D) Linen Service Corp. of Texas<br>Atlanta, Ga. (Home Office)               | "             | 480791   | 480791   | —                       | —                        |  |
|                                | Calland Linen Service<br>San Francisco, Calif.                                  | "             | 66500  | 245000   | —                       | —                        |  |
|                                |   |               | (Mkt. Value \$3.75)                                      |          |                         |                          |  |
| 1945                           | Linen Service Corp of Texas   | "             | ( SAME AS 1946 )   |          |                         |                          |  |
|                                | Calland Mercantile London<br>(Later became Calland<br>Linen Service - See 1946) | "             | 6650   | 245000   | —                       | —                        |  |
|                                |   |               | (Mkt. Value \$3.75)                                      |          |                         |                          |  |
| 1944                           | Linen Service Corp of Texas   | "             | ( SAME AS 1946 )   |          |                         |                          |  |
| 1943                           | " " " "   | "             | ( SAME AS 1946 )   |          |                         |                          |  |
| 1942                           | " " " "   | "             | ( SAME AS 1946 )   |          |                         |                          |  |
| 1941                           | " " " "   | "             | ( SAME AS 1946 )   |          |                         |                          |  |
| 1940                           | " " " "   | "             | ( SAME AS 1946 )   |          |                         |                          |  |
| 1939                           | " " " "   | "             | ( SAME AS 1946 )   |          |                         |                          |  |
|                                |   |               | 255791   | 255791   | —                       | —                        |  |
| Footnotes: (A) } See Next Page |   |               | (A-1) (See Schedules Attached to this Schedule           |          |                         |                          |  |
| (B) }                          |   |               | (B-1) (C-D)  |          |                         |                          |  |
| (C) }                          |   |               | Subscription to 125,000 Additional Shares of Common Stk. |          |                         |                          |  |
| (D) }                          |   |               |  |          |                         |                          |  |

① % of Outstanding Stock  
Held by National Linen

Common - 86.76  
Pref. "A" - 98.61  
Pref. "B" - 99.8



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11-12-53  
2Schedule of Investments in Other Businesses by  
NATIONAL LINEN SERVICE CORP. AND COMMENTS (1928-1953)

(2)

| Year  | Name of Company                | Type Business | Stock Owned by National Linen Service Corp.   |         |           |         | Comments |
|---|--------------------------------|---------------|---|---------|-----------|---------|----------|
|   |                                |               | Common  |         | Preferred |         |          |
|   |                                |               | Shares  | #-VALUE | Shares    | #-VALUE |          |
| 1938  | Records reflect No Investments |               |   |         |           |         |          |
| 1937  |                                |               |   |         |           |         |          |
| 1936  |                                |               |   |         |           |         |          |
| 1935  |                                |               |   |         |           |         |          |
| 1934  |                                |               |   |         |           |         |          |
| 1933  |                                |               |   |         |           |         |          |
| 1932  |                                |               |   |         |           |         |          |
| 1931  |                                |               |   |         |           |         |          |
| 1930  |                                |               |   |         |           |         |          |
| 1929  |                                |               |   |         |           |         |          |
| Foot Notes:   |                                |               |   |         |           |         |          |
| (A) Company was organized 10-28-28 under laws of State of Delaware, with authorized Capital Stock of 40,000 Shares of Class "A" cumulative \$3.50 Convertible Stock; 20,000 Shares Class "B" non-cumulative \$6.00 Convertible Stock; and 250,000 Shares of no-par value Common Stock.  |                                |               | (B) Background data on original formation of Company from files of National Linen. Records reflect, however, I. M. Weinstein first acquired Stock in Company in 1945 with understanding with National Linen Service Corp. that Corp. could buy Weinstein's 7000 Shares at any time from him. Total of 100,000 Shares of Company Stock Authorized and 25,000 Shares outstanding as of 12-31-44 just prior to Weinstein purchase. As of 12-31-44 Gallant Co. owned total of \$27,100.00 (cost) in Stocks of (1) American Fuel Co - 42% preferred (2) Home Insurance Co (3) Matheson Alkali Works, Inc. - common (4) Pacific Gas & Electric Co - Common (5) Safford Sales, Inc. - Common Also owned 75.34% interest in Agil. Manufacturing Co., San Francisco, California. |         |           |         |          |
| Records not available National Linen Service Corp. reflecting data farther back than 1940; however directors in 1940 were: I. M. Weinstein<br>Nathan M. Gordon<br>Jack H. Weinberg<br>Harry Koplin<br>Charles T. Wedler   |                                |               |   |         |           |         |          |
| Company, as of 12-31-39 operated as follows:<br>planted in - City Linen Service **<br>Hollywood Linen Service<br>Zenith Linen and Case Co. (see Sched. A-1, P3 of this Schedule)  |                                |               |   |         |           |         |          |
| ** only Company in operation 11-12-53 (No Company in operation as United Linen Supply Co.)  |                                |               |   |         |           |         |          |
| (C) Company organized as "Linen Supply Corporation" under laws of State of Delaware on 10-10-38 with authorized Capital Stock of 400,000 Shares of no-par Common Stock; 4000 Shares of \$5.00 no-par cumulative preferred Stock. Corporate name changed to "Linen Service Corp." by Dec 12-1-38. Stock lists as reflected by Annual Audit Report dated 8-31-39 reflects Common Stock holdings by I. M. Weinstein totalling 18,400 Shares. Other family members and relatives of I. M. Weinstein as well as directors, officers & their relatives also held quantities of Corporation Stock. List not obtained however as available in auditors report. -46- |                                |               | On 2-18-39 Board of Directors notified purchase of 59,799 Shares of total of 60,000 Shares of Common Stock of United Linen Supply Co., a Delaware corp. operating in California, for sum of \$225,000.00. Stock was allocated to Stock holders of National Linen Service Corp. on a pro-rata basis of Shares of National Linen held.<br>↓<br>(see Sched. C-1 + C2)<br>(P4 + 5 of this Schedule)   |         |           |         |          |



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# Investments of Linen Service Corp. of Texas

4

| Year | Name of Company   | Common Shares | Value        | Other Shares          | Value               |
|------|-------------------|---------------|--------------|-----------------------|---------------------|
| 1939 | United Lin Supply | 59899         | 325100 -     |                       |                     |
| 1940 | "                 | 59899         | 325100 -     | 11558 "A"<br>9792 "B" | 44607571            |
| 1941 | "                 | 59899         | 325100 -     | 12156 "A"<br>9792 "B" | 32490741<br>8170993 |
| 1942 | "                 | (             | SAME AS 1941 |                       |                     |
| 1943 | "                 | (             | SAME AS 1941 |                       |                     |
| 1944 | "                 | (             | SAME AS 1941 |                       |                     |
| 1945 | "                 | 59899         | 325100 -     | 9256 "A"<br>9792 "B"  | 24739577<br>8170993 |
| 1946 | "                 | 59899         | 325100 -     | 8256 "A"<br>9792 "B"  | 22066760<br>8170993 |

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# Investments of Linen Service Corp. of Texas

Investments of Linen Service Corp. of Texas

3

| Year | Company                       | Common Shares | Value | Other Shares | Value |
|------|-------------------------------|---------------|-------|--------------|-------|
| 1939 |                               |               |       |              |       |
| 1940 | ① Carter + Reynolds Corp.     |               |       |              |       |
|      | ② Pacific Wood Products Co.   |               |       |              |       |
|      | ③ Empire Life Insurance Corp. |               |       |              |       |
| 1941 | Same as #1 + #2 in 1940       |               |       |              |       |
| 1942 | " " " " " "                   |               |       |              |       |
| 1943 | ① Carter + Reynolds Corp.     |               |       |              |       |
|      | ② Mission Orange              |               |       |              |       |
| 1944 | Same as 1943                  |               |       |              |       |
| 1945 | " " "                         |               |       |              |       |
| 1946 | " " "                         |               |       |              |       |
| 1947 | " " "                         |               |       |              |       |
| 1948 | Same as #1 in 1943            |               |       |              |       |
| 1949 | " " " " "                     |               |       |              |       |
| 1950 | " " " " "                     |               |       |              |       |
| 1951 | " " " " "                     |               |       |              |       |
| 1952 | " " " " "                     |               |       |              |       |
| 1953 | " " " " "                     |               |       |              |       |

These business type stock held in number of shares not reflected in reports says available at the fact dividend received

Same comment as 1940

Data obtained from Annual Financial Statements

For Page 4



SCHEDULE OF THE BOARD OF DIRECTORS, EXECUTIVE  
COMMITTEE, FINANCE COMMITTEE AND OFFICERS OF THE  
LINEN SERVICE CORPORATION OF TEXAS, ATLANTA, GA  
1938 TO 1947

| DATE | BOARD OF DIRECTORS  | EXECUTIVE COMMITTEE   | FINANCE COMMITTEE   | OFFICERS  |
|------|---|---|---|---|
| 1938 | STONEY W. SOUERS, CHAIRMAN<br>I. M. WEINSTEIN<br>J. B. JACOBS<br>A. J. WEINBERG<br>S. H. VICKNAIR<br>JACK H. WEINBERG<br>HERMAN GROSS<br>SAM ZINKOW<br>WILLIAM W. VALLOFT<br>JOHN B. GOSS<br>MAURICE N. WEINSTEIN | I. M. WEINSTEIN, CHAIRMAN<br>J. B. JACOBS<br>S. H. VICKNAIR<br>J. H. WEINBERG<br>HERMAN GROSS | SIDNEY W. SOUERS, CHAIRMAN<br>I. M. WEINSTEIN<br>A. J. WEINBERG | SIDNEY W. SOUERS, CHAIRMAN OF THE<br>BOARD<br>I. M. WEINSTEIN, PRESIDENT<br>J. B. JACOBS, VICE-PRESIDENT<br>A. J. WEINBERG, VICE-PRESIDENT<br>S. H. VICKNAIR, SECRETARY-TREASURER |
| 1939 | SAME AS 1938  | SAME AS 1938  | SAME AS 1938  | SAME AS 1938  |
| 1940 | SAME AS 1938  | SAME AS 1938  | SAME AS 1938  | SAME AS 1938  |
| 1941 | SAME AS 1938 EXCEPT:<br>JACK H. WEINBERG<br>REPLACED BY MILTON<br>WEINSTEIN   | SAME AS 1938 EXCEPT:<br>J. H. WEINBERG<br>REPLACED BY<br>MILTON WEINSTEIN                     | SAME AS 1938  | SAME AS 1938 WITH ADDITIONAL<br>OFFICER HERBERT J. HAAS,<br>COUNSEL   |
| 1942 | SAME AS 1941  | SAME AS 1941  | SAME AS 1938  | SAME AS 1938  |
| 1943 | SAME AS 1941  | SAME AS 1941  | SAME AS 1938  | SAME AS 1941  |
| 1944 | SAME AS 1938 EXCEPT:<br>JACK H. WEINBERG AND<br>MAURICE N. WEINSTEIN REPLACED<br>BY MILTON WEINSTEIN AND<br>J. I. RADY  | SAME AS 1941  | SAME AS 1938  | SAME AS 1938  |
| 1945 | SAME AS 1944  | SAME AS 1941  | SAME AS 1938  | SAME AS 1938  |
| 1946 | SIDNEY W. SOUERS, CHAIRMAN<br>I. M. WEINSTEIN<br>J. B. JACOBS<br>A. J. WEINBERG<br>MILTON WEINSTEIN<br>T. G. WARE<br>W. W. VALLOFT<br>HERMAN GROSS<br>SAM ZINKOW<br>J. I. RADY<br>S. H. VICKNAIR                  | SAME AS 1941  | SAME AS 1938  | SAME AS 1938  |
| 1947 | SAME AS 1946  | SAME AS 1941  | SAME AS 1938  | SAME AS 1938  |



T. G. WARE advised a merger of United Linen Supply Company with National Linen has not been effected to date because of the expense involved, however, National Linen anticipates that it will eventually own all of the stock of United Linen at which time that company will be dissolved. He stated United Linen records are maintained by National Linen's home office in Atlanta, Georgia, as are records of all the corporation's plants and a monthly service and administrative cost charge made to the company.

- (B) Stock holdings or financial interests of officers and directors in other linen or laundry businesses as reflected by copies of available personal Federal and State income tax returns and personal correspondence files do not reflect complete information as to the names of the above type businesses which each has had or currently holds. All current officers and directors were interviewed in Atlanta, Georgia, on November 30, 1953, and December 1, 1953, however, and the following information as to the identity of investments held since 1928 together with the approximate dates held was obtained. It will be noted information in many instances was furnished by the above without benefit of records or notes.

1. SIDNEY W. SOUERS, Chairman of Board of Directors, Washington, D. C.

- (a) Linen Service Corporation of Texas (originally Texas Linen Service Corporation, a Delaware Corporation with home office located in Atlanta, Georgia) held stock from 1939 to 1947 when corporation merged with National Linen.
- (b) United Linen Supply Company, Los Angeles, California, held preferred stock from 1939 to 1942, stock holdings sold to Linen Service Corporation of Texas in 1942 at cost plus interest. Had agreement with United Syndicate at time of purchase.
- (c) Atlanta Laundry, Inc., Atlanta, Georgia, stock holdings from 1926 to 1953.

2. I. M. WEINSTEIN, President and Director, Atlanta, Georgia.

- (a) Linen Service Corporation of Texas, stock holdings from 1939 to 1947.
- (b) Zepher Laundry Machine Company of California, Los Angeles, California, stock from 1943 to 1945. Company manufactures washing machines for industrial purposes.



- (c) Consolidated Laundry, Inc., New York City, stock holdings from 1943 to 1953, is also President and Chairman of the Board of Directors. Files reflect WEINSTEIN owns 3800 shares of corporation stock with Murray Cohen, 122 East 42nd Street, New York City.
- (d) Columbia Linen Supply Company, Columbia, South Carolina, from 1935 to 1937, was equal partner with J. B. JACOBS, business sold to National Linen in 1937.
- (e) United Linen Supply Company, Los Angeles, California, stock holdings from 1942 to 1952. Stock holdings turned over to National Linen at cost plus interest in 1952, is also President of corporation.
- (f) Galland Mercantile Laundry Company, held 17,000 shares of stock from 1945 to 1948, had agreement with National Linen to sell Galland stock to National Linen at any time.

3. J. B. JACOBS, Executive Vice President and Director, Atlanta, Georgia.

- (a) Columbia Linen Supply Company, Columbia, S. C., from 1935 to 1937, equal partner with I. M. WEINSTEIN. Business sold to National Linen in 1937.
- (b) Atlanta Laundry, Inc., Atlanta, Georgia, held bonds from 1937 to 1941.
- (c) Linen Service Corporation of Texas, held stock from 1939 to 1947.
- (d) Zepher Laundry Machine Company, Los Angeles, California, held stock from 1940 to 1942.
- (e) United Linen Supply Company, Los Angeles, California, held stock from 1942 to 1947. Minutes of quarterly meeting of Board of Directors dated October 19, 1943, reflects an offer by JACOBS to make stock holdings available to National Linen.
- (f) Consolidated Laundry, Inc., New York City, held stock from 1943 to 1953.
- (g) Galland Linen Supply Company, San Francisco, California, formerly Galland Mercantile Laundry Company, held stock from 1945 to 1948. 3,325 shares exchanged, 51/5 for one of National Linen in 1948.
- (h) Atlanta Laundry, Inc., Atlanta, Georgia, 78 shares common stock in 1953.

4. A. J. WEINBERG, Vice President and Director, Atlanta, Georgia.

- (a) Southern Linen Supply Company, Knoxville, Tennessee, held stock from 1935 to 1937, held 20 per cent interest in business which was bought with two relatives. His interest sold to relatives in 1937.



- (b) Atlanta Laundry, Inc. Atlanta, Georgia, bonds and stocks from 1937 to 1953.
  - (c) Linen Service Corporation of Texas, held stock from 1939 to 1947.
  - (d) Tulsa Linen Service Company, Tulsa, Oklahoma, held stock from 1941 to 1953.
  - (e) Consolidated Laundry, Inc., New York City, held stock from 1943 to 1953.
  - (f) Galland Linen Supply Company, held stock from 1945 to 1948.
5. HERMAN GROSS, Vice President and Director, Atlanta, Georgia.
- (a) Linen Service Corporation of Texas, 700 to 800 shares of stock from 1939 to 1947.
  - (b) White-Way Laundry, Inc., Tallahassee, Florida, bought controlling interest in business with A. J. GROSS in 1941. Sold interest to A. J. GROSS in 1943.
  - (c) Consolidated Laundry, Inc., New York City, 300 shares of common stock from 1943 to 1944.
  - (d) Galland Linen Supply Company, San Francisco, California, 800 shares of common stock from 1945 to 1948.
  - (e) Merchants Towel Company, Atlanta, Georgia, bought entire business from FRED McGONIGAL (address unknown) in 1937, operated business for 60 days and sold to National Linen.
6. MILTON N. WEINSTEIN, Vice President and Director, Atlanta, Georgia.
- (a) Linen Service Corporation of Texas from 1939 to 1947.
7. SIDNEY H. VICKNAIR, SR., Director until December 1, 1953, employment terminated March 1, 1953, Long Beach, Mississippi.
- (a) Linen Service Corporation of Texas, held stock from 1939 to 1947.
  - (b) Consolidated Laundry, Inc., New York City, held stock from 1946 to 1953.
  - (c) Linen Service Company, Atlanta, Georgia, owned business from 1943 to 1945. Had agreement with National Linen to sell business to National Linen at any time within three years from time of purchase. Also former comptroller for United Linen Supply Company, Los Angeles, California; also received salary from Linen Service Corporation of Texas in addition to compensation from National Linen.



8. T. G. WARE, Secretary, Assistant Treasurer and Director, Atlanta, Georgia.

(a) Linen Service Corporation of Texas, held stock from 1940 to 1947.

9. J. I. RADY, Director, Nashville, Tennessee.

(a) Linen Service Corporation of Texas, held stock from 1939 to 1947.

(b) Roanoke Linen Supply Corporation, held stock from 1935 to 1937, sold interest to National Linen in 1937.

(c) Galland Linen Service Company, held stock from 1945 to 1948.

(d) Consolidated Laundry Inc., New York City, held stock from 1943, to 1953.

(e) McEwen Linen Supply Company, Nashville, Tennessee, owned business until 1933 when sold to National Linen.

10. W. W. VALLOFT, Director, New Orleans, Louisiana.

(a) Linen Service Corporation of Texas, held stock from 1937 to 1947.

11. ALVIN GROSS, Director, Atlanta, Georgia.

(a) Galland Linen Service Company, San Francisco, California, 200 to 300 shares from 1946 to 1948.

(b) Consolidated Laundry, Inc., New York City, held stock from 1943 to 1946.

(c) Associated Laundries, Inc., Syracuse, N. Y., 500 shares of common stock bought and sold 1953.

(d) Linen Service Corporation of Texas, stock held from 1941 to 1947.

(e) American Laundry Machine Company, Cincinnati, Ohio, 100 to 200 shares of common stock from 1945 to 1948.

12. L. V. LUDWIG, Director, Miami, Florida.

(a) Linen Service Corporation of Texas, 500 shares common stock from 1939 to 1947.

NOTE

Files reflect that stock of Galland Linen Service Company, formerly doing business as Galland Mercantile Laundry Company prior to 1945, was purchased for I. M. WEINSTEIN, A. J. WEINBERG and others through OSCAR SAMUELS and TEVIS JACOBS, 333 Montgomery Street, San Francisco, California.



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Each officer and director of National Linen was interviewed specifically regarding possible holdings directly or indirectly in any other large linen or laundry business in New York City, Chicago, Los Angeles, San Francisco, and other large cities in the United States and all advised information furnished and as set forth previously in this section of the report was complete to the best of his recollection.

Information as to the identity of all persons owning stock in Linen Service Corporation of Texas whose holdings were controlled by officers and directors of National Linen is unknown. No attempt has been made to establish from transfer agents ~~the total common and preferred~~ stocks owned or controlled by years by each officer and director.

\* \* \* \* \*

The following are transfer agents for stocks of companies in which officers and directors of National Linen hold or have held stock as furnished by T. G. WARE.

(See next page)



| <u>Name of Company</u>   | <u>Type of Stock</u>  |   | <u>Bonds</u>   | <u>Miscellaneous</u>   |
|--|---|---|--|--|
|  | <u>Common</u>   | <u>Preferred</u>                                    |  |  |
| *National Linen  | 1. Trust Co. First National<br>of Georgia Bank, Atlanta<br>Atlanta, Ga. Georgia |   | 1936, National<br>Bank of Commerce<br>New Orleans, La. |  |
|  | 2. Registrar &<br>Transfer Company,<br>New York City                            |   |  |  |
| Linen Service Corporation<br>of Texas (Texas Linen<br>Service Corporation) | 1. "  | C. & S Bank<br>Atlanta, Georgia                     |  |  |
|  | 2. "  |   |  |  |
| Consolidated Laundry, Inc.   | 2. "  | Registrar & Transfer<br>Company, New York City      |  |  |
| Atlanta Laundry, Inc.  | 1. "  | Trust Company of Georgia<br>(stocks called in 1953) |  |  |
| Gallard Linen Service Co.  | Anglo, Calif.<br>National Bank,<br>San Francisco, Calif.                        |   |  | Corporate minutes in<br>custody TEVIS JACOBS,<br>301 Montgomery Street<br>San Francisco, Calif.  |
| United Linen Supply Co.  | none  | none  |  | Company is own transfer<br>agent, minutes in possession<br>of HAROLD LARSON, 602<br>Walter P. Storey Building,<br>610 South Broadway, Los<br>Angeles, California |



| <u>Name of Company</u>                             | <u>Type of Stock</u>                         |                  | <u>Bonds</u> | <u>Miscellaneous</u>                     |
|--|--|------------------|--------------|--|
|  | <u>Common</u>                                | <u>Preferred</u> |              |  |
| Associated Laundries                               |  |                  |              | Company is own transfer agent            |
| American Laundry<br>Machine Company                | Central Trust<br>Company<br>Cincinnati, Ohio |                  |              |  |
| Zepher Laundry<br>Machine Company of<br>California |  |                  |              | Reportedly may not<br>now be in business |

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\* Registrar: Chase National Bank, New York City, New York  
Citizens & Southern Bank, Atlanta, Georgia



X. A. COMPANIES ACQUIRED BY NATIONAL LINEN.

B. COMPARATIVE SCHEDULE OF OFFICERS AND DIRECTORS OF NATIONAL LINEN WITH  
LINEN SERVICE CORPORATION OF TEXAS AND GALLAND LINEN SERVICE COMPANY  
AS OF MERGER DATES AND OF UNITED LINEN SUPPLY COMPANY AND NATIONAL LINEN  
IN 1953.

- (A) Contract files, minutes and related corporate records reflect National Linen has acquired approximately 300 companies since its inception August 20, 1928.

Set forth in the following schedule is a break down of above companies together with the identity of the owners, officers and directors where available and the identity of businesses acquired by Linen Service Corporation of Texas and Galland Linen Service Company which companies in turn were merged into National Linen. The names of businesses acquired by United Linen Supply Company, the majority of whose outstanding stock is presently owned by National Linen, is also set forth.



SCHEDULE OF COMPANIES TAKEN OVER BY NATIONAL LINEN SERVICE CORPORATION 1925-1950 FOR WHICH RECORDS TOGETHER WITH MISCELLANEOUS DATA RE RESTRICTIVE TRUST AGREEMENTS.

PAGE ONE OF EIGHT

60-17  
10-1-51

| PUR. FILE # | LINE # | Company                                | City            | Year     | Comments  |
|-------------|--------|--|-----------------|----------|---|
| 231         | 1      | DIXIE LINEN SUPPLY COMPANY             | WEST PALM BEACH | 1928     | SAM A. GOLDSTEIN - SEE MISC. AGREEMENTS, PAGE 1 ITEM 50   |
| 61          | 2      | LETHCO'S LINEN SUPPLY COMPANY          | CHARLOTTE       | "        | THE CHARLOTTE LAUNDRY, INC. (FRANK D. LETHCO, PRES.)  |
| 240         | 3      | SOUTHERN LINEN SUPPLY CO.              | ATLANTA         | "        |   |
| 240         | 4      | ATLANTA LAUNDRY, INC.                  | ATLANTA         | "        | SEE PAGE 1A - THESE CORPORATIONS MERGED TO FORM   |
| 240         | 5      | LAUNDRY AND DRY CLEANING SERVICE, INC. | NEW ORLEANS     | "        | NATIONAL LINEN SERVICE CORPORATION  |
|             | 6      | SUPERIOR LAUNDRY                       | ATLANTA         | 1929     | A SEARCH FOR THIS FILE WAS CAUSED TO BE MADE BY T.G. WARE, SEC. NATIONAL LINEN, BUT WAS NOT LOCATED.              |
| 49          | 7      | SUNSHINE LAUNDRY                       | WINSTON-SALEM   | "        | F.E. DREY, H. S. PERRY (LINEN SUPPLY RESTRICTED ONLY, PURCHASED BY "PRIMA TOWEL" SUPPLY CO., 1237 N. CATER, N.C.) |
| 41          | 8      | TAMPA TOWEL SUPPLY CO.                 | TAMPA           | "        | RICHARD F. BALLEW, PRES. S. ZINKOW, SEC. - TREAS.   |
| 42          | 9      | TROPICAL LINEN SUPPLY CO.              | LAKELAND        | "        | S. ZINKOW   |
| 43          | 10     | EMPIRE MANUFACTURING COMPANY           | ATLANTA         | "        | MAY EPSTEIN, PRES. S. ISACOFF   |
| 43          | 10     | TOWNE'S TOWEL SUPPLY                   | TAMPA           | "        | TOWNE'S TAMPA STEAM LAUNDRY - J.M. TOWNE AND SIDLEY I. TOWNE  |
| 44          | 11     | LIBERTY LAUNDRY, INC.                  | ATLANTA         | "        | J. FRANK BECK, PRES. RUNNELL (PH. BAKER, SEC.)  |
| 45          | 12     | BILL'S APRON SUPPLY COMPANY            | ST. PETERSBURG  | "        | WILLIAM H. STACEY   |
| 50          | 13     | CATES LINEN SUPPLY COMPANY             | TAMPA           | "        | FRANK CATES   |
| 46          | 14     | W.D. WORTH & SONS WORTH LINEN SUPPLY   | SARASOTA        | "        |   |
| 48          | 15     | CLEARWATER STEAM LAUNDRY               | CLEARWATER      | "        | D.C. PERKINS, P.R. CHAPMAN (TAMPA, FLA.)  |
| 1           | 16     | ESSEX LINEN SUPPLY COMPANY             | ST. PETERSBURG  | "        | C.W. DE MOORE, PRES. R.W. DE MOORE, SEC. - TREAS.   |
| 2           | 17     | ALABAMA LINEN SUPPLY COMPANY           | MOBILE          | "        | A.E. MASSEY   |
| 2           | 18     | MOBILE LINEN SUPPLY COMPANY            | MOBILE          | "        | A.E. MASSEY   |
| 2           | 19     | MACON TOWEL SUPPLY COMPANY             | MACON           | "        | A.E. MASSEY   |
| 2           | 20     | PENSACOLA LINEN SUPPLY COMPANY         | PENSACOLA       | "        | A.E. MASSEY   |
| 51          | 21     | EDMONDSON, INC.                        | ATLANTA         | 1930     | G.C. EDMONDSON, PRES.   |
| 53          | 22     | MAGIC CITY LINEN SUPPLY COMPANY        | BIRMINGHAM      | "        | WILLIAM M. VANDERKIEF   |
| 54          | 23     | DIXIE LINEN SUPPLY COMPANY             | GREENSBORO      | "        | CARL A. LASHLEY   |
| 3           | 24     | ROYAL LAUNDRY                          | RICHMOND        | "        | M.B. FLORSHEIM  |
|             | 25     | HOWELL'S LAUNDRY                       | SUFFOLK         | 1931     | FILE COULD NOT BE LOCATED. CERTAIN ACCOUNTS RELEASED (THIS INFO TAKEN FROM CORP. MINUTES)                         |
| 58          | 26     | GREENVILLE TOWEL SUPPLY COMPANY        | GREENVILLE      | "        | WALTER STOW   |
| 57          | 27     | ATLANTIC COAT & APRON SUPPLY CO.       | NORFOLK         | "        | CLARENCE BRIMMER  |
| 55          | 28     | CITY LINEN SUPPLY COMPANY              | PORTSMOUTH      | "        | M.R. HILL, PRES. M.Q. HILL, V. PRES. W.J. LAMBLAT, SEC. - TREAS. - DIRECTORS AND STOCKHOLDERS                     |
| 4           | 29     | CRYSTAL LINEN SUPPLY COMPANY           | TUSCALOOSA      | "        | A.R. BEVERIDGE AND WIFE   |
| 5           | 30     | CRESCENT LAUNDRY CO.                   | MACON           | "        | A.A. BENEDETO, SAM GUTHRIE  |
| 6           | 31     | SOUTHERN TOWEL SUPPLY COMPANY          | GOLDSBORO       | "        | A.G. HEARON, PRES. M.K. MOORE, V. PRES. W.R. SMITH, SEC. - TREAS.   |
| 60          | 32     | NATIONAL COAT & APRON SUPPLY CO.       | NORFOLK         | 1932     | GEORGE DRAGOS   |
| 59          | 33     | CAMEL CITY LAUNDRY COMPANY             | WINSTON-SALEM   | "        | H.A. LANE, PRES. RICHARD R. HENSEL, SEC. - TREAS. WALDO PORTER, V. PRES. DIRECTORS AND STOCKHOLDERS               |
| 7           | 34     | CITY LINEN SUPPLY COMPANY              | HICKORY, N.C.   | "        | CARL M. DUNKLEE   |
| 8           | 35     | JUDSON LAUNDRY COMPANY                 | GREENVILLE      | 1933     | R. LOUIE WILSON   |
|             | 36     | R. L. WELBORN                          |                 | "        |   |
| 9           | 37     | CORDELE LAUNDRY COMPANY                | CORDELE, GA.    | "        | WHITE SWAN LAUNDRY CO. (CORDELE, GA.) PRES. G.I. " " " " DIR. VICTOR F. TODD, SEC.)                               |
| 10          | 38     | BLUE BIRD LAUNDRY                      | NORFOLK         | "        | H.J. GERST, PRES. ALBERT G. HOFHEIMER, SEC. CHARLES L. KAUFMAN  |
| 11          | 39     | McEWENS LINEN SUPPLY                   | NASHVILLE       | 1934     | N.S. McEWEN, PRES. J.I. RAY, SEC. MRS. M.S. McEWEN, MRS. J.I. RAY, ALFRED T. LEVINE (ALL MEMBERS OF BOARD)        |
| 62          | 40     | NEW DEAL LAUNDRY SUPPLY COMPANY        | ATLANTA         | "        | MRS. MARCEL MEARE, W.B. CLOVER  |
| 72          | 41     | THOMPSON LINEN SERVICE                 | GAINESVILLE     | 1936     | W.E. THOMPSON   |
| 79          | 42     | AMERICAN LINEN SUPPLY COMPANY          | ATLANTA         | "        | RUTH SNOWER, EXECUTRIX ESTATE OF DAVID SNOWER, EUGENE MITCHELL, MOE AND SAM PEAR                                  |
| 79          | 43     | NASHVILLE LINEN SUPPLY COMPANY         | NASHVILLE       | "        | RUTH SNOWER, EXECUTRIX ESTATE OF DAVID SNOWER, EUGENE MITCHELL, MOE AND SAM PEAR                                  |
|             | 44     | BENJAMIN M. RICHARD                    | ASHVILLE        | 1937     |   |
|             | 45     | SOUTHERN LINEN SUPPLY CO., INC.        | COLUMBIA        | "        | FILE COULD NOT BE LOCATED   |
| 76          | 46     | INDUSTRIAL LAUNDRY & DRY CLEANING CO.  | ATHENS          | "        | E.L. RUARK, SEC. - TREAS. NO PRES. AT TIME OF SALE  |
| 75          | 47     | STANDARD LAUNDRY & DRY CLEANERS        | CULLMAN, ALA.   | " - 57 - | C.S. ARNOLD   |

NOTE: WHERE INDICATED AS OWNED BY AN INDIVIDUAL, THE COMPANY WAS NOT LOCATED.

2. SEE PAGE 2 LINE 4 SAME PARTY



SCHEDULE OF COMPANIES TAKEN OVER NATIONAL LINEN SERVICE CORPORATION  
1928-1953 PER AVAILABLE RECORDS TOGETHER WITH MISCELLANEOUS DATA RE  
RESTRICTIVE TRADE AGREEMENTS.

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SOUTHERN LINEN SUPPLY CORPORATION ATLANTA, WAS ORGANIZED IN 1927 BY  
I.M. WEINSTEIN, J.B. JACOBS AND A.T. WEINBERG. THIS CORPORATION ACQUIRED  
THE FOLLOWING COMPANIES BEFORE NATIONAL LINEN WAS FORMED IN 1928:

| COMPANY                        | YEAR ORGANIZED | PLACE         | OWNERS/STOCK HOLDERS          |
|--------------------------------|----------------|---------------|-------------------------------|
| NEW ORLEANS LINEN SUPPLY CORP. | 1926           | NEW ORLEANS   | J.D. WINSTON (ATLANTA LINEN)  |
| CAROLINA TOWEL SUPPLY CO.      | UNK            | WINSTON-SALEM | GEORGE RADIN, INDIVIDUALLY    |
| ATLANTA LINEN SUPPLY CO.       | 1919           | ATLANTA       | I.M. WEINSTEIN, ET AL.        |
| SAVANNAH LINEN SUPPLY CO.      | 1924           | SAVANNAH, GA. | D.T. NUNN (ATLANTA LINEN)     |
| BIRMINGHAM LINEN SUPPLY CO.    | 1922           | BIRMINGHAM    | J.B. JACOBS (ATLANTA LINEN)   |
| FLORIDA LINEN SUPPLY CO.       | 1925           | MIAMI         | JACK WEINBERG & ATLANTA LINEN |
| JACKSONVILLE LINEN SUPPLY CO.  | 1924           | JACKSONVILLE  | JOE JACOBSON & ATLANTA LINEN  |
| CHATTANOOGA LINEN SUPPLY CO.   | UNK            | CHATTANOOGA   | NAT GORDON (ATLANTA LINEN)    |
| GULF COAST LINE SUPPLY CO.     | "              | MOBILE        | ATLANTA LINEN                 |
| CAROLINA LINEN SUPPLY CO.      | "              | CHARLOTTE     | HERMAN GROSS, INDIVIDUALLY    |
| ALSCO MANUFACTURING CO.        | "              | ATLANTA       | ATLANTA LINEN                 |

SEE FOOTNOTE

LAUNDRY & DRY CLEANING SERVICE, INC. OWNED OR CONTROLLED THE FOLLOWING  
COMPANIES AT THE TIME NATIONAL LINEN WAS FORMED:

| COMPANY                             | YEAR ORGANIZED | PLACE       | OWNERS/STOCK HOLDERS |
|-------------------------------------|----------------|-------------|----------------------|
| COMBINATION TOILET SUPPLY CO.       | UNK            | NEW ORLEANS | UNK                  |
| HOWLETT TOWEL AND LINEN SUPPLY CO.  | "              | NEW ORLEANS | "                    |
| CRESCENT TOWEL AND LINEN SUPPLY CO. | "              | NEW ORLEANS | "                    |
| OFFICE TOWEL AND LINEN SUPPLY CO.   | "              | NEW ORLEANS | "                    |

ATLANTA LAUNDRIES, INC. OWNED OR CONTROLLED THE FOLLOWING COMPANIES AT  
THE TIME NATIONAL LINEN WAS FORMED:

| COMPANY                   | YEAR ORGANIZED | PLACE   | OWNERS/STOCK HOLDERS |
|---------------------------|----------------|---------|----------------------|
| CITY TOWEL SUPPLY COMPANY | UNK            | ATLANTA | UNK                  |
| MITCHELL LINEN SUPPLY CO. | "              | ATLANTA | "                    |

FOOTNOTE - THE INFORMATION IN RE THE COMPANIES ACQUIRED BY  
SOUTHERN LINEN SUPPLY CORPORATION WAS GIVEN  
ORALLY BY MR. T.G. WARE, SEC. OF NATIONAL LINEN  
SERVICE CORPORATION.



| PUR. FILE # | L.I.E. # | COMPANY                                  | CITY             | YEAR PURCHASED | OWNER, OFFICERS, AND/OR EMPLOYEES   | COMMENTS                 |
|-------------|----------|--|------------------|----------------|---|--------------------------|
| 70          | 1        | SOUTHERN LINEN SUPPLY CO.                | KNOXVILLE        | 1937 CONT.     | DAVID JACOBSON, PRES. PAULINE JACOBSON, BEN F. WINICK - MEMBERS OF BOARD                              | (MERGER & CONSOLIDATION) |
| 14          | 2        | A.I. HIMMELSTEIN GENUINE COMPANY         | GREENVILLE       | "              |   |                          |
|             | 3        | COLUMBIA LINEN SUPPLY                    |                  | "              |   |                          |
| 16          | 4        | MANHATTEN LINEN SUPPLY CO.               | ASHVILLE         | "              | Possibly same as line #7, this page. File cannot be located.  |                          |
|             | 5        | RIANOKE TOWEL & LINEN SUPPLY, INC.       | RIANOKE          | "              | BENJAMIN M. AND CECELIA T. RICHARDS   |                          |
| 18          | 6        | SEABOARD TOWEL & LINEN SUPPLY            | NEW ORLEANS      | "              | FILE CANNOT BE LOCATED.   |                          |
| 15          | 7        | COLUMBIA TOWEL SUPPLY COMPANY            | COLUMBIA         | "              | C.W. BAKER PRES. MRS. ANITA M. BEVERING, V.PRES. J. DE GAT, SEC. TREAS.                               |                          |
| 20          | 8        | CITY LINEN SERVICE COMPANY               | JACKSONVILLE     | 1938           | COLUMBIA LAUNDRY (MRS. JOHN A. YOUNG, PRES. J.F. THOMASON)  |                          |
| 21          | 9        | JACKSONVILLE TOWEL SUPPLY CO.            | JACKSONVILLE     | "              | MOLLIE MIRKIS, PRES. A.H. ROBINSON, SEC. MAX MIRKIS, GEN. MGR. SAM SCHEMER                            |                          |
|             | 10       | IDEAL CLEANERS & DYERS                   |                  | "              | A.G. KEEGAN, PRES. B. KEEGAN, VICE PRES. T.M. WOODFELL, SEC. TREAS.                                   |                          |
| 32          | 11       | THE BEST LAUNDRY                         | SAVANNAH, GA.    | "              | Possibly same as line #12, this page. File cannot be located.   |                          |
| 31          | 12       | IDEAL LAUNDRY & DRY CLEANERS             | ROANOKE          | "              | CHARLES A. LEBEY, PRES. TREAS. NAOMI LEBEY, SEC.  |                          |
| 37          | 13       | LOUISVILLE LINEN SUPPLY COMPANY          | LOUISVILLE       | 1939           | J.T. LEANES   |                          |
| 36          | 14       | CAPITAL LAUNDRY & DRY CLEANING CO., INC. | LOUISVILLE       | "              | BENJ. M. AND CECELIA T. RICHARDS, IVAN TAUB   |                          |
| 23          | 15       | TOWEL & LINEN SUPPLY CO., INC.           | ATLANTA          | "              | RUSSELL BROADBENT, SR. PRES. CAROLYN B. BROADBENT, SECRETARY (ONLY TOWEL AND LINEN SERVICE PURCHASER) |                          |
| 34          | 16       | IDEAL LAUNDRY                            | ANDERSON, S.C.   | "              | G. EUGENE IVEY, PRES. JACK R. WELLS, SEC. SARA A. WELLS, HETTIE JONES                                 |                          |
| 35          | 17       | ANDERSON STEAM LAUNDRY                   | ANDERSON, S.C.   | "              | W.C. CLINKSCALES, PRES. TREAS. O.D. DRAKE, SEC. GEN. MGR. - SALE OF TOWEL AND LINEN SUPPLY BUSINESS.  |                          |
| 32          | 18       | MERCHANTS TOWEL SUPPLY                   | ATLANTA          | 1940           | MRS. MATTIE B. MAYFIELD   |                          |
| 33          | 19       | DIXIE LAUNDRY & CLEANERS                 | ROCK HILL, S.C.  | "              | HERMAN GROSS AND JESSIE L. GROSS  |                          |
| 24          | 20       | IDEAL WHITE SWAN                         | CHARLESTON, S.C. | "              | B. BORDON NELSON AND J. NELSON CO-PARTNERS  |                          |
| 38          | 21       | NEW ALBANY STEAM LAUNDRY                 | NEW ALBANY, IND. | "              | E.A. CROFT, PRES. J. ADDISON INGLE, SEC. K.E. BRISTOL, J.V. WESTON (OFFICERS - OFFICE LINK)           |                          |
| 29          | 22       | INDEPENDENT LINEN COMPANY                | ATLANTA          | "              | CLARENCE E. SILLINGS, PRES. G.A. SILLINGS, SEC.   |                          |
|             | 23       | CHAPPELLHURST LAUNDRY AND                |                  | "              | BEN I. TESLER, SIDNEY TESLER (PARTNERS)   |                          |
|             | 24       | DRY CLEANING COMPANY                     | LOUISVILLE       | "              | CORP. MINUTES REFLECT THAT THESE FIRMS WERE PURCHASED.  |                          |
|             | 25       | NEW YORK LAUNDRY COMPANY                 |                  | "              | HOWEVER, FILES CANNOT BE LOCATED.   |                          |
| 37          | 26       | LONG'S TOWEL AND LINEN SUPPLY CO.        | LOUISVILLE       | 1939           | BENJ. A. AND CECELIA T. RICHARDS, IVAN L. TAUB  |                          |
| 26          | 27       | DIXIE LINEN SUPPLY CO., INC.             | ATLANTA          | 1941           | MILTON H. RANZIN, PRES. JACK GOLDBERG, SEC.   |                          |
| 26          | 28       | WHITE SWAN LINEN SUPPLY, INC.            | MIAMI            | "              | W.R. STARLING, PRES. E.R. WILLIAMS, SEC. HENRY MILLER, PARTNER  |                          |
| 27          | 29       | LANE'S LAUNDRY                           | GREENSBORO, N.C. | "              | H. A. LANE, W. A. LANE, MRS. H. A. LANE (PARTNERS)  |                          |
| 28          | 30       | KLEAN LINEN SERVICE                      | MYRTON           | "              | CARL GUSMAN, SAM WILLIAMS (PARTNERS)  |                          |
| 144         | 31       | ATHENS LINEN SERVICE COMPANY             | ATHENS           | 1942           | UNITED LINEN SERVICE (JACK WELLS) PRES. EUGENE IVEY, SEC. HOWARD PERRY, JR.                           |                          |
| 149         | 32       | KENTUCKY LINEN TOWEL SUPPLY CO.          | LOUISVILLE       | 1943           | DANIEL C. METZ, CHRISTINE METZ AND ELIZABETH GIBSON   |                          |
| 29          | 33       | COTTON STATES LINEN SERVICE CO., INC.    | ATLANTA          | "              | S.R. DAVIS, PRES. J.Q. DAVIS, SEC.  |                          |
| 30          | 34       | ALBERT & WESCOTT TOWEL SUPPLY            | NORFOLK          | "              |   |                          |
| 149         | 35       | KENTUCKY COAT & APRON SUPPLY CO.         | LOUISVILLE       | "              | DANIEL C. METZ, CHRISTINE METZ, AND ELIZABETH GIBSON  |                          |
| 150         | 36       | IDEAL LINEN SERVICE                      | NASHVILLE        | 1944           | IDEAL LAUNDRY CORP. (CLIFFORD M. TAGGART, PRES. T.E. HARMAN, SEC.)                                    |                          |
| 152         | 37       | R.G. ALBURY TOWEL SUPPLY                 | TAMPA, FLA.      | "              | R.G. ALBURY AND MINNIE S. ALBURY, HIS WIFE  |                          |
| 151         | 38       | PALACE LINEN SUPPLY COMPANY              | MOBILE           | "              | OPHELIA WHIGHAM AND JEARL WHIGHAM   |                          |
| 159         | 39       | KEEP-KLEAN SYSTEM                        | KINGSFORD,       | 1945           | TENNESSEE TOWEL & LINEN SERVICE (WICHITA, KA.) BRACE A. HELFRICH AND FRED D. MARTIN - PARTNERS        |                          |
|             | 40       |  | ELIZABETHTON,    |                | SALE OF TOWEL AND LINEN SUPPLY BUSINESS IN INDICATED CITIES   |                          |
|             | 41       |  | JOHNSON CITY     |                |   |                          |
|             | 42       |  | BRISTOL, TENN.   |                |   |                          |
| 164         | 43       | DALTON STEAM LAUNDRY COMPANY             | DALTON, GA.      | "              | ELLIS DANIEL - SALE OF TOWEL AND LINEN SUPPLY BUSINESS  |                          |
| 158         | 44       | ROME LAUNDRY, INC.                       | ROME, GA.        | "              | HOLLIS KENDRICK, PRES. WALLACE GRANT, V.PRES. SEC. TREAS. - SALE OF TOWEL AND LINEN SUPPLY BUSINESS   |                          |
| 153         | 45       | SAUNDARY LAUNDRY CLEANERS & DYERS, INC.  | RALEIGH, N.C.    | "              | CLARENCE HOWELL, PRES. C.W. RAY, SEC. - SALE OF LINEN SUPPLY BUSINESS ONLY                            |                          |
|             | 46       | LINEN SERVICE COMPANY                    | ATLANTA          | "              | FILE CANNOT BE LOCATED  |                          |
| 161         | 47       | MODEL LAUNDRY TOWEL SUPPLY CO.           | RICHMOND         | "-59-          | C. ARCHER SMITH, PRES. PHIL J. BAGLEY, JR., SEC. JEFFERSON LINEN AND TOWEL SUPPLY CO., INC.           |                          |



SCHEDULE OF COMPANIES TAKEN OVER BY NATIONAL LINEN SERVICE CORPORATION 1928-1953  
PER AVAILABLE RECORDS, TOGETHER WITH MISCELLANEOUS DATA RE RESTRICTIVE TRADE AGREEMENTS

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| PUR. FILE # | LINE # | COMPANY                                     | CITY                | YEAR ACQUIRED | OWNER, OFFICERS AND/OR DIRECTORS - COMMENTS  |
|-------------|--------|---|---------------------|---------------|--|
| 66          | 1      | WHITE STAR STEAM LAUNDRY, INC.              | LYNCHBURG           | 1945 CONT.    | G.D. TENNILLE, PRES.-TREAS. W.H. SMITH, V.PRES., P.H. LEE, SEC. SALE OF TOWEL AND LINEN SUPPLY DEPT. ONLY  |
|             | 2      |   |                     |               |  |
|             | 3      | ARROW LAUNDRY                               |                     | "             | FILE CANNOT BE LOCATED.  |
| 160         | 4      | MODEL STEAM LAUNDRY                         | NASHVILLE           | "             | D.D. CAUFIELD, PRES.-TREAS. C.M. RICH, SEC. - SALE OF TOWEL AND LINEN SUPPLY BUSINESS  |
| 162         | 5      | NEW SERVICE LINEN SUPPLY, INC.              | LAKEWORTH, FLA.     | "             | R.C. SMITH, PRES. J.W. PERRY, SEC.   |
| 157         | 6      | SUNSHINE LAUNDRY COMPANY, INC.              | FREDERICKSBURG, VA. | "             | C. ARCHER SMITH, PRES. BERNARD J. CARVER, SEC. - SALE OF TOWEL AND LINEN SUPPLY DEPT. ONLY   |
| 156         | 7      | INDEPENDENT LINEN SUPPLY CO., INC.          | BIRMINGHAM          | "             | JACK W. MILLER, PRES. M.C. BERK, V.PRES. MAX GOLDBERG, SEC.-TREAS. ETHEL T. BERK   |
|             | 8      |   |                     |               |  |
|             | 9      |   |                     |               |  |
| 155         | 10     | STAR LAUNDRY COMPANY                        | DANVILLE, VA.       | "             | W.W. WILLIAMSON, PRES. O.L. RUCH, SEC. - SALE OF LINEN BUSINESS ONLY   |
| 154         | 11     | RENTAL SERVICE<br>ROSEN LINEN SERVICE       | NEW ORLEANS         | "             | SAM ROSEN  |
| 172         | 12     | BROWARD LINEN SUPPLY                        | FT. LAUDERDALE      | 1946          | C.D. PEASE   |
| 169         | 13     | ORLANDO STEAM LAUNDRY                       | ORLANDO, FLA.       | "             | D. HILLMAN, PRES. M. LEFKOWITZ, V.PRES. H.W. ROTH, SEC.-TREAS. - SALE OF TOWEL AND LINEN SUPPLY BUSINESS   |
| 167         | 14     | AGUSTA LINEN SUPPLY CO.                     | AUGUSTA, GA.        | "             | LEE BLUM JOE B. LOWENHEIM AND E.P. KENNY - STOCK HOLDERS SEE MISC. AGREEMENTS PAGE 9, ITEM 30  |
| 168         | 15     | SOUTHERN TOWEL & LINEN SUPPLY               | NEW ORLEANS         | "             | J.A. DECEDE  |
| 165         | 16     | INDEPENDENT LINEN SERVICE                   | MACON               | "             | INDEPENDENT LAUNDRY COMPANY A.S. HERTZ, PRES. C.H. CAMPBELL, V.PRES. ISAAC FLATAU, SEC.-TREAS.   |
| 180         | 17     | HOME LAUNDRY & DRY CLEANING CO.             | ASHVILLE            | 1948          | C.D. HAMILTON - SALE OF TOWEL AND LINEN SUPPLY BUSINESS  |
| 174         | 18     | MARTIN TOWEL SUPPLY                         | FORT WORTH          | "             | FRED D. MARTIN AND GLEN E. TODD - CO-PARTNERS SEE MISC. AGREEMENTS, PAGE 9 ITEM 33   |
| 175         | 19     | AMERICAN LINEN SERVICE CO.                  | MONTGOMERY          | "             | BEN LUBEL, ESTHER & C. LUBEL, W.M. LUBEL, HARVEY JACOBSON  |
| 176         | 20     | CHATTANOOGA TOWEL SUPPLY CO.                | CHATTANOOGA         | "             | ROY A. KIRVEN  |
| 191         | 21     | CITY LINEN SUPPLY                           | SARASOTA, FLA.      | 1949          | ROY F. STANFIELD   |
| 188         | 22     | ALBANY LAUNDRY COMPANY                      | ALBANY, GA.         | "             | C.J. OWENS, PRES. W.D. OWENS, V.PRES. - SALE OF TOWEL AND LINEN SUPPLY BUSINESS  |
| 183         | 23     | ACE TOWEL SUPPLY COMPANY                    | FORT WORTH          | "             | M.B. BELLAH  |
| 181         | 24     | SOUTHWEST LINEN SERVICE, INC.               | DALLAS              | "             | SAM E. HELGREN, M.C. LOCATE, RAY BEAUMONT - LIQUIDATING TRUSTEES   |
|             | 25     | AMERICAN LAUNDRY COMPANY                    | ANTIOCH, CALIF.     | "             | FILE CANNOT BE LOCATED ALTHOUGH FILE REFERENCE #187 GIVEN.   |
| 186         | 26     | DAVIS TOWEL SUPPLY                          | DALLAS              | "             | LEONARD T. DAVIS AND JAMES T. DAVIS  |
| 185         | 27     | TYLER LINEN SERVICE                         | SMITH CO., TEX.     | "             | H.L. DAVIS AND T.D. WHITAKER   |
|             | 28     | NEW LAUNDRY & DRY CLEANERS                  | WINSTON-SALEM       | 1950          |  |
| 176         | 29     | RODGERS LINEN SERVICE                       | BIRMINGHAM          | "             | ERNEST L. RODGERS  |
|             | 30     | SMITH LINEN SUPPLY                          | RALEIGH, N.C.       | "             | FILE CANNOT BE LOCATED. BUT SEE PAGE 4A, LINE 23 - MAY BE SAME.  |
| 197         | 31     | COOPERATIVE LAUNDRY AND LINEN SERVICE, INC. | NEW ORLEANS         | "             | H. ADAMS, PRES. S. GERARD, V.PRES. C.C. BERDOL, SEC.-TREAS. S.D. SCHINDLER, RECORDING SEC.   |
| 199         | 32     | JEFFERSON CLEANERS & LAUNDRY                | GRETN, LA.          | "             | MRS. CECILIA S. HOPKINS, L.S. HOPKINS, JR., MRS. AGNES HOPKINS SAUNDSON, MRS. WILMA HOPKINS BROWN, IRA EDEAR HOPKINS. LINEN SUPPLY BUSINESS ONLY |
| 198         | 33     | TPI - CITIES LINEN SERVICE                  | BIRMINGHAM          | "             | ALMON WHITEHEAD AND E.H. MCCRELESS, PARTNERS   |
| 200         | 34     | PINE BURR LINEN SERVICE                     | LUFKIN, TEX.        | "             | J.C. BERRYMAN AND WIFE, MARCILLE BERRYMAN SEE MISC. AGREEMENTS, PAGE 10, ITEM 39   |
| 227         | 35     | SUPERIOR LINEN SUPPLY                       | FORT WORTH          | "             | SUPERIOR LAUNDRY, INC. (JAMES A. JOHNSON)  |
| 189         | 36     | LOCAL LINEN SERVICE                         | CHARLOTTE           | "             | SOUTHERN LINEN SERVICE, INC. NATHAN GORDON, PRES. MARY F. ROBERTS, V.PRES. MAURICE A. WEINSTEIN, SEC.-TREAS.                                     |
| 201         | 37     | CONNEERSVILLE LAUNDRY AND                   | CONNEERSVILLE,      |               | PAUL SHORT PRES. RUTH SHORT, SEC.-TREAS. - SALE OF LINEN SUPPLY BUSINESS   |
|             | 38     | DRY CLEANERS, INC.                          | INDIANA             | "             |  |
| 203         | 39     | SPENCER LINEN SERVICE                       | SAN ANTONIO         | "             | PARVIN SPENCER, W. G. BECHTEL, B.G. BECHTEL SEE MISC. AGREEMENTS, PAGE 10, ITEM 40   |
| 194         | 40     | GLOBE LAUNDRY CO., INC.                     | BRANDMONT           | "             | LOUIS KELLER PRES. G.J. LE BLANC, SEC. - SALE OF TOWEL AND LINEN SUPPLY BUSINESS   |
| 193         | 41     | CLEIN LINEN SERVICE                         | MIAMI               | "             | HILLIARD CLEIN   |
| 205         | 42     | WHITESIDE LINEN SUPPLY                      | LUBBOCK, TEXAS      | "             | JAMES H. WHITESIDE   |
| 208         | 43     | TURNER LINEN SERVICE                        | ORLANDO, FLA.       | "             | JAMES TURNER - SALE DOES NOT INCLUDE AUTOMOBILES AND TRUCKS  |
|             | 44     |   |                     |               |  |
|             | 45     |   |                     |               |  |
|             | 46     |   |                     |               |  |
|             | 47     |   |                     |               |  |



SCHEDULE OF COMPANIES TAKEN OVER BY NATIONAL LINEN SERVICE CORPORATION 1928-1953  
PER AVAILABLE RECORDS, TOGETHER WITH MISCELLANEOUS DATA RE RESTRICTIVE TRADE AGREEMENTS

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60-164  
10/20/53 RMT  
(4)

| PHIL<br>FILE<br># | LINE<br># | COMPANY   | CITY                 | YEAR<br>ACQUIRED | OWNER, OFFICERS AND/OR DIRECTORS   | COMMENTS                              |
|-------------------|-----------|---|----------------------|------------------|--|---------------------------------------|
| 205               | 1         | LUBBOCK LINEN SUPPLY  | LUBBOCK              | 1950 CONT.       | JAMES H. WHITESIDE   |                                       |
| 211               | 2         | ADVANCE LINEN SUPPLY COMPANY                                | SAN FRANCISCO        | "                | STANLEY MELOCHE, RAY CAPPAS - PARTNERS   | ONLY CAPPAS HALF PURCHASED.           |
| 214               | 3         | CAPITOL LINEN SERVICE COMPANY                               | AUSTIN               | 1951             | JACK HEALY, IRVING MILES   |                                       |
| 215               | 4         | SNO-WHITE LAUNDRY & CLEANERS, INC.                          | SEMINOLE, TEX.       | "                | H.B. GATES, J.E. BENNETT, J.M. LANCASTER, R. SNEED - SALE OF SNO-WHITE LINEN SERVICE                     |                                       |
|                   | 5         | THE CITY LINEN SERVICE CO.                                  | BIRMINGHAM           | "                | FILE CANNOT BE LOCATED   |                                       |
| 213               | 6         | TRI-CITIES LINEN SUPPLY CO.                                 | FLORENCE, ALA.       | "                | JEWELL ARCHER  |                                       |
|                   | 7         | GREENSBORO LINEN SUPPLY CO.                                 | GREENSBORO, N.C.     | "                | E.T. COLCH, J.H. ELLINGTON (NAMES TAKEN FROM MINUTES - FILE CANNOT BE LOCATED)                           |                                       |
| 221               | 8         | MAIN TOWEL & LINEN SUPPLY, INC.                             | CORPUS CHRISTI       | "                | R.C. MYRES, PRES. NORA MYRES, SEC-TREAS. JOHN McDONALD, V. PRES.   |                                       |
| 223               | 9         | INDEPENDENT LINEN SERVICE, INC.                             | VICTORIA, TEXAS      | "                | JOHN McDONALD, SELMA McDONALD, R.C. MYRES  |                                       |
| 226               | 10        | JOSEPH K. McMAHON   | WICHITA FALLS        | 1952             | SEE MISC. AGREEMENTS, PAGE 10, ITEM 49   |                                       |
| 224               | 11        | HUB LINEN SUPPLY  | LUBBOCK              | "                | C.W. BUMPASS   |                                       |
| 216               | 12        | ABC LINEN SERVICE   | HOUSTON              | "                | LOUIS OTTO WILLRICH, JR., ELIZABETH F. WILLRICH, FRANCES B. CARLON, MARY JANE WILLRICH, JAMES B. COWHIG, |                                       |
|                   | 13        |   |                      |                  | NORENE ELIZABETH COWHIG, MRS. MARY J. CARLON,  |                                       |
| 228               | 14        | SUPERIOR LINEN SERVICE                                      | LONGVIEW, TEXAS      | "                | A.M. TURNER  |                                       |
| 229               | 15        | STAR LAUNDRY, INC.  | VALDOSTA, GA.        | "                | C.F. GOODLOE, PRES. W.L. GOODLOE, JR., SEC-TREAS.  |                                       |
| 220               | 16        | JOE BONOWITZ LINEN SERVICE, INC.                            | CHATTANOOGA          | 1953             | JOE BONOWITZ, PRES. PAUL JOOHEY, SEC.  |                                       |
| 242               | 17        | S+S LINEN SERVICE   | MACON, GA.           | "                | J.A. SMITH, JR.  |                                       |
| 243               | 18        | ACME LAUNDRY, INC.  | COLUMBUS, GA.        | "                | JOE JULIUS HERMAN JULIUS, E.B. WORRILL STOCKHOLDERS AND DIRECTORS - LINEN SUPPLY BUS. ONLY               |                                       |
| 243               | 19        | CITY LINEN SERVICE  | COLUMBUS, GA.        | "                | ACME LAUNDRY, INC. SEE LINE ABOVE  |                                       |
| 244               | 20        | NORTH GEORGIA LINEN SUPPLY                                  | GAINESVILLE, GA.     | "                | FRED POWELL  |                                       |
|                   | 21        | GOLDENWEST LINEN SUPPLY CO.                                 | SAN FRANCISCO        | "                | T.G. WARE, SEC. ADVISES THESE PAPERS NOT YET OBTAINED FROM ATTYS.  |                                       |
| 40                | 22        | ROYAL PALM LINEN SUPPLY CO.                                 | FT. LAUDERDALE       | 1929             | EDWARD A. ANNEN  |                                       |
| 52                | 23        | J.R. MILLER   | ROME, GA.            | 1930             | JOE R. MILLER  |                                       |
| 50                | 24        | BONTON LINEN SUPPLY CO.                                     | PALM BEACH CO., FLA. | 1931             | SAM JOHNS, RUSSELL D. LOVE PARTNERS  |                                       |
| 64                | 25        | A.K. LINEN SUPPLY CO.                                       | NORFOLK              | 1935             | ANDREAS KOKINIS  |                                       |
|                   | 26        | LINEN SERVICE CORPORATION OF TEXAS                          |                      |                  |  |                                       |
| 120               | 27        | CITY LINEN SUPPLY CO., INC.                                 | HOUSTON              | 1938             | I.D. FINK, PRES. W.S. RAUNE, SEC. S. GROSS   | SAME INSTRUMENT DATED 1928 & 1939     |
|                   | 28        | HOLLYFIELD LINEN SUPPLY CO.                                 | HOUSTON              | 1939             | FILE CANNOT BE LOCATED   |                                       |
| 88                | 29        | AMERICAN TOWEL & LINEN SUPPLY                               | DALLAS               | "                | R.A. DRAKE AND EDITH DRAKE, OWNERS   |                                       |
| 95                | 30        | CAMMO BALL LINEN SUPPLY CO.                                 | DALLAS               | "                | ROGER Q. MILLS AND ADELINE H. MILLS  |                                       |
| 116               | 31        | CROW LINEN SUPPLY   | LONGVIEW, TEXAS      | "                | JACK GILES ACKER AND WIFE, FRED MAE ACKER  |                                       |
|                   | 32        | FRIEDEL TOWEL SUPPLY CO.                                    | HOUSTON              | "                |  |                                       |
| 87                | 33        | GARRETT TOWEL SUPPLY  | DALLAS               | "                | W. H. GARRETT AND HIS WIFE, DONA GARRETT   |                                       |
| 101               | 34        | LAKESIDE TOWEL SUPPLY CO.                                   | DALLAS               | "                | EDGAR MCSOWELL   |                                       |
| 112               | 35        | LINK LINEN SERVICE  | DALLAS               | "                | NORMAN E. LINK AND HIS WIFE, ESTHER A. LINK  |                                       |
| 111               | 36        | SHERMAN LINEN SERVICE CO.                                   | DALLAS               | "                | HOWARD C. GOZMAN   |                                       |
| 115               | 37        | STAR LINEN SUPPLY   | SHREVEPORT, LA.      | "                | A.E. HAMNER  |                                       |
| 93                | 38        | ATLAS TOWEL SUPPLY  | FORT WORTH           | "                | J.R. FRIEDEL AND HIS WIFE, GERALDINE   | SEE MISC. AGREEMENTS, PAGE 7, ITEM 11 |
| 118               | 39        | ACE TOWEL SUPPLY COMPANY                                    | DENTON               | "                | JESSIE W. HALL AND WIFE, ELOISE B. HALL, MISS V. TANNAHILL   |                                       |
| 104               | 40        | FISHER TOWEL SUPPLY COMPANY                                 | FORT WORTH           | "                | MRS. GRACE T. FISHER   |                                       |
| 105               | 41        | J.R. FRIEDEL TOWEL SUPPLY COMPANY                           | FORT WORTH           | "                | J.R. FRIEDEL AND HIS WIFE, GERALDINE   |                                       |
|                   | 42        |   |                      |                  |  |                                       |
|                   | 43        |   |                      |                  |  |                                       |
|                   | 44        |   |                      |                  |  |                                       |
| 45                | 45        | NATIONAL SERVICE LINEN CORP. COMPANIES CONTINUED ON PAGE 4A |                      |                  |  |                                       |
| 46                | 46        | SEE LINE 12, PAGE 6   |                      |                  |  |                                       |



SCHEDULE OF COMPANIES TAKEN OVER BY NATIONAL LINEN SERVICE CORPORATION 1928-1953  
PER AVAILABLE RECORDS, TOGETHER WITH MISCELLANEOUS DATA RE RESTRICTING TRADE AGREEMENTS.

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| PUR. FILE # | LINE # | COMPANY   | CITY                 | YEAR ACQUIRED | OWNER, OFFICERS AND/OR DIRECTORS  | COMMENTS   |
|-------------|--------|---|----------------------|---------------|---|--|
| 66          | 1      | SANITARY LINEN SUPPLY                               | JACKSONVILLE         | 1935          | A.N. CLIFTON  |  |
| 68          | 2      | FRANKLIN LAUNDRY                                    | WILLIAMSON CO. TENN. | "             | SAM W. EWIN   |  |
| 69          | 3      | MODEL LAUNDRY, INC.                                 | BASTONIA, N.C.       | "             | C.D. PAGE, PRES.-TREAS. L.L. McLAUGHAN, V. PRES.-SEC. W.L. SMITH, OWNER-OPERATOR LINEN SUPPLY DEPT. |  |
| 71          | 4      | KIRKLAND DRY CLEANING CO.                           | ORANGEBURG, S.C.     | 1936          | G.R. KIRKLAND   | LINEN AND TOWEL SUPPLY BUSINESS ONLY PURCHASED           |
| 73          | 5      | M.W. AND M.W. HARWELL D/B/A                         |                      |               |   |  |
| 74          | 6      | STATESVILLE STEAM LAUNDRY                           | STATESVILLE, N.C.    | "             |   | LINEN SUPPLY BUSINESS ONLY PURCHASED                     |
| 77          | 7      | ST. AUGUSTINE LINEN SUPPLY                          | ST. AUGUSTINE, FLA.  | "             | HENRY D. MAC DONELL, 151 MARINE ST., ST. AUGUSTINE, FLA.  |  |
| 77          | 8      | H.C. WHITWORTH D/B/A WHITWORTH LINEN SUPPLY COMPANY | ATHEN, GA.           | 1937          |   |  |
| 78          | 9      | CROWLEY LAUNDRY, INC.                               | CROWLEY, LA.         | "             | HERBERT SUDWISCHER, PRES. & MGR.  | SALE OF LINEN SUPPLY BUSINESS ONLY                       |
| 79          | 10     | W.H. STOBACH D/B/A MARTIN LAUNDRY-CLEANERS          | MARTIN, TENN.        | 1940          |   | SALE OF LINEN SUPPLY BUSINESS ONLY                       |
| 80          | 11     | HOME LINEN SUPPLY COMPANY                           | ATMORE, ALA.         | 1938          | G.S. VINSON, PRES. HUGH R. WILLIAMS, SEC.-TREAS. OLLIE ODUM, V. PRES.                               |  |
| 81          | 12     | AMERICAN LINEN AND TOWEL SUPPLY CO.                 | ORLANDO, FLA.        | "             | OTIS HERMAN AND SYD B. BARRIS, JR. CO-PARTNERS  |  |
| 82          | 13     | AMERICUS STEAM LAUNDRY                              | AMERICUS, GA.        | 1939          | W.C. BAREFIELD, PRES. MRS. L.B. BAREFIELD, SEC. AND R.J. BAREFIELD                                  |  |
| 83          | 14     | RICHMOND CLEANERS & LAUNDRY, INC.                   | HINTON, W.VA.        | "             | JESSE T. RICHMOND, PRES. KATTIE RICHMOND, SEC.  |  |
| 131         | 15     | GILMER STUBBS D/B/A POLK LINEN SUPPLY               | LAKELAND, FLA.       | 1940          |   |  |
| 138         | 16     | DIXIE LINEN SERVICE, INC.                           | BIRMINGHAM           | 1941          | C.E. MURRAY, SEC.-TREAS. E.A. MURRAY, STOCKHOLDER   |  |
| 140         | 17     | THE DUNBAR LINEN SUPPLY                             | CARROLLTON, GA.      | 1942          | T.B. DUNBAR   |  |
| 147         | 18     | SOUTHERN TOWEL SUPPLY CO., INC.                     | WAYNE CO., N.C.      | 1943          | A.G. HEARD, PRES. F.A. TYNDALL, SEC.  | SALE OF BUSINESS IN CERTAIN TOWNS IN NORTH CAROLINA ONLY |
| 179         | 19     | MODEL LINEN SUPPLY COMPANY                          | WICHITA FALLS, TEX.  | 1948          | ROBERT B. CLARK   |  |
| 182         | 20     | SMITH'S LINEN SUPPLY COMPANY                        | DURHAM, N.C.         | 1950          | CHARLES B. SMITH AND WIFE, ADA B. SMITH   |  |
| 190         | 21     | GREENVILLE LINEN SUPPLY                             | HUNT COUNTY, TEX.    | 1949          | J.T. FAULKNER   |  |
| 204         | 22     | KLEIN TOWEL SUPPLY COMPANY                          | SAVANNAH, GA.        | 1950          | ESTATE OF HARVEY C. WHEELER   | SALE OF BUSINESS IN CHATHAM COUNTY, GEORGIA              |
| 204         | 23     | MELTON LINEN SUPPLY                                 | LONGVIEW, TEX.       | "             | W.W. MELTON   |  |
| 209         | 24     | EDDIE SMITH LINEN SUPPLY SERVICE                    | SACRAMENTO           | "             | EDDIE SMITH   | SALE EXCLUDES LAUNDRY BUSINESS, PLANT, ETC.              |
| 210         | 25     | FREIDEL TOWEL SERVICE                               | HOUSTON              | "             | FRANK E. FREIDEL AND WIFE, TILLIE LILLIAN   |  |
| 217         | 26     | WORTH LINEN SUPPLY                                  | SARASOTA             | 1951          | LILY WHITE LAUNDRY CO., INC. PAUL W. HAYO, SR. PRES. H.C. HAYO, SEC.                                |  |
| 222         | 27     | MAIN LINEN SERVICE COMPANY                          | DALLAS               | "             | R.C. MYRES  | SEE MISC. AGREEMENTS, PAGE 10, ITEM 47                   |
| 234         | 28     | SELMIER PEERLESS TOWEL SUPPLY CO.                   | MAYFIELD, KY.        | 1940          | B.J. LOWE   | SALE OF BUSINESS IN MAYFIELD ONLY                        |
| 238         | 29     | TRI-CITY LINEN SUPPLY COMPANY                       | GADSDEN, ALA.        | 1937          | C.H. HAM AND JOHN R. TEAGUE, PARTNERS   |  |
| 246         | 30     | BAYTOWN LINEN SUPPLY                                | BAYTOWN, TEXAS       | 1953          | DON W. GRAHAM   |  |
|             | 31     |   |                      |               |   |  |
|             | 32     |   |                      |               |   |  |
|             | 33     |   |                      |               |   |  |
|             | 34     |   |                      |               |   |  |
|             | 35     |   |                      |               |   |  |



SCHEDULE OF COMPANIES TAKEN OVER BY NATIONAL LINEN SERVICE CORPORATION 1928-1953  
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| FILE # | LINE # | COMPANY   | CITY                         | YEAR ACQUIRED | OWNER, OFFICERS AND/OR DIRECTORS   | COMMENTS                                   |
|--------|--------|---|------------------------------|---------------|--|--|
| 107    | 1      | GUINN TOWEL SUPPLY CO.                                  | FORT WORTH                   | 1939 CONT.    | JAMES W. GUINN AND MARY JANE GUINN   |  |
| 99     | 2      | IDEAL TOWEL SUPPLY                                      | FORT WORTH                   | "             | JIMMIE CHORTE AND WIFE CORINE CHORTE   |  |
| 117    | 3      | LIBERTY TOWEL SUPPLY                                    | FORT WORTH                   | "             | JESSIE W. HALL AND WIFE, ELOISE B. HALL  |  |
| 103    | 4      | MANNING SUPPLY  | FORT WORTH                   | "             | J.D. MANNING   |  |
| 105    | 5      | MILLER TOWEL SUPPLY                                     | FORT WORTH                   | "             | J.R. FRIEDEL AND HIS WIFE, GERALDINE   | SEE MISC. AGREEMENTS, PAGE 8, ITEM 14      |
| 98     | 6      | SMITH TOWEL SUPPLY                                      | FORT WORTH                   | "             | J.R. FRIEDEL AND HIS WIFE, GERALDINE   | SEE MISC. AGREEMENTS, PAGE 8, ITEM 13      |
| 106    | 7      | LINEDA LINEN SUPPLY CO.                                 | FORT WORTH                   | "             | F.M. ANDERSON, C.B. CAPPS, C.A. STIVERS, GEORGE D. WILLIS, AND B.A. WILSON, PARTNERS               |  |
| 96     | 8      | FRANK TOWEL SUPPLY CO.                                  | FORT WORTH                   | "             | J.R. FRIEDEL AND HIS WIFE, GERALDINE   | SEE MISC. AGREEMENTS, PAGE 8, ITEM 12      |
| 87     | 9      | AC LINEN SUPPLY   | HOUSTON                      | "             | A.M. GROSS   | SEE MISC. AGREEMENTS, PAGE 7, ITEM 10      |
| 91     | 10     | BARRY LINEN SUPPLY CO.                                  | HOUSTON                      | "             | M.E. BARRY AND NANCY BARRY   |  |
| 108    | 11     | EUREKA LINEN SUPPLY                                     | HOUSTON                      | "             | J.M. BOYLE, PRES. W.M. DENTON, SEC.  |  |
| 88     | 12     | FRIEDEL TOWEL SUPPLY CO.                                | HOUSTON                      | "             | GEORGE W. AND INEZ FRIEDEL   |  |
| 94     | 13     | GALVESTON LINEN SUPPLY CO.                              | GALVESTON                    | "             | GEORGE A. DICKERMAN  |  |
| 100    | 14     | IDEAL LINEN SERVICE                                     | VICTORIA                     | "             | W.A. SPENCER JR. AND WIFE, ERNA, STANLEY DEWALL AND WIFE, WEE WINNIE                               |  |
| 85     | 15     | INDEPENDENT LINEN SERVICE CO.                           | HOUSTON                      | "             | GEORGE W. AND INEZ FRIEDEL   | SEE MISC. AGREEMENTS, PAGE 7, ITEMS 1-8    |
| 90     | 16     | MANHATTAN LINEN SERVICE CO.                             | GALVESTON                    | "             | STUART W. SHORT AND ELIZABETH N. SHORT   |  |
| 84     | 17     | PEERLESS LINEN SERVICE CO. INC.                         | HOUSTON                      | "             | DAVID B. GREENWELL, PRES. FLOPA STUART, SEC. GEORGE W. FRIEDEL AND INEZ FRIEDEL                    |  |
| 86     | 18     | PORT HOUSTON LINEN SUPPLY                               | HOUSTON                      | "             | A.M. GROSS   | SEE MISC. AGREEMENTS, PAGE 7, ITEM 9       |
| 119    | 19     | STEVE'S LINEN SUPPLY                                    | HOUSTON                      | "             | STEVE NOTIAS AND JOHN G. LEWIS   |  |
| 92     | 20     | HOLMES TOWEL & LINEN SERVICE<br>HOLMES TOWEL SUPPLY CO. | GRANBURY, TEX.<br>FORT WORTH | "             | J.R. FRIEDEL AND HIS WIFE, GERALDINE   | SEE MISC. AGREEMENTS, PAGE 7, ITEM 10      |
| 122    | 21     | HENRY'S TOWEL SUPPLY                                    | GREENVILLE                   | 1940          | W.C. HENRY AND WIFE, MRS. W.C. HENRY, LILLIE HENRY, THOMAS PATTERSON                               |  |
| 123    | 22     | DALLAS TOWEL SUPPLY COMPANY                             | DALLAS                       | "             | MRS. NELL C. BOAZMAN, HOWARD BOAZMAN   | SEE MISC. AGREEMENTS, PAGE 8, ITEM 15      |
| 121    | 23     | JACKSON'S MODEL LAUNDRY, INC.                           | DALLAS                       | "             | BLADEN MANNING, PRES. J.E. GAMBLE, SEC.  |  |
| 124    | 24     | RELIABLE TOWEL SUPPLY                                   | DALLAS                       | "             | HERMAN J. COKER  |  |
| 97     | 25     | FRIEDEL TOWEL SUPPLY COMPANY                            | DALLAS                       | 1939          | AUGUST FRIEDEL   |  |
| 125    | 26     | ABC LINEN SUPPLY COMPANY                                | HOUSTON                      | "             | LUTHER V. CORBIN AND HIS WIFE, MARGARET E. CORBIN  |  |
| 24     | 27     | BLANTON'S LAUNDRY                                       | PORT ARTHUR                  | "             | JACK BLANTON AND HIS WIFE, MURIEL ABSHIRE BLANTON  | TOWEL AND LINEN SUPPLY DEPT. PURCHASED     |
| 128    | 28     | DAVIS LINEN SUPPLY                                      | HOUSTON                      | "             | JOHN DAVIS AND WIFE MARY DAVIS   |  |
| 127    | 29     | DELUXE LINEN SERVICE CO.                                | HOUSTON                      | "             | HERMAN F. IRELAND AND WIFE, VERA LUCILLE IRELAND   |  |
| 137    | 30     | MILLER'S LAUNDRY  | HOUSTON                      | 1941          | R.J. AND CLEMENT MILLER  | SEE MISC. AGREEMENTS, PAGE 8, ITEM 24      |
| 134    | 31     | ROBERT & RUTH W. SPAIN                                  | HOUSTON                      | "             | OWNERS OF TOWEL AND LINEN SUPPLY DEPT. OF THE PEERLESS LAUNDRY                                     |  |
| 136    | 32     | FREEMAN LAUNDRY & LINEN SUPPLY                          | FORT WORTH                   | "             | R.S. FREEMAN AND WIFE, MRS. RUBY FREEMAN   | LINEN AND TOWEL SUPPLY BUSINESS PURCHASED. |
| 139    | 33     | INDEPENDENT LINEN SUPPLY                                | DALLAS                       | "             | B.C. BROWN   |  |
| 137    | 34     | CLIFF LINEN SUPPLY                                      | DALLAS                       | "             |  |  |
| 141    | 35     | EAST TEXAS LAUNDRY                                      | HOUSTON                      | 1942          | E.A. GIBBS AND WIFE, HELEN GIBBS   | SALE OF LINEN AND TOWEL BUSINESS.          |
| 143    | 36     | PARAMOUNT LINEN SERVICE                                 | DALLAS                       | "             | CLAUDE WILKINS SUMMERS AND WIFE, KATHERINE FRANCES, W.E. AND MARY ELLEN SUMMERS, W.E. SUMMERS, SR. |  |
| 145    | 37     |   |                              | 1943          |  |  |
| 145    | 38     | TOWEL AND LINEN RENTAL HOUSE                            | HOUSTON                      | "             | WESTERVELT TERHUNE AND WIFE, ELSIE, ROY E. WEINBERG, WALTER T. WRIGHT, W.R. CARTER                 | STOCK HOLDERS                              |
| 109    | 39     | EVANS' SUPPLY   | DALLAS                       | 1939          | B.A. EVANS AND ORA EVANS   |  |
| 110    | 40     | PECK'S LAUNDRY<br>PECK'S LINEN AND TOWEL SUPPLY         | GRAHAM, TEXAS                | "             | GUY I. PECK, FRANCES PECK  |  |
| 113    | 41     | DAK CLIFF LINEN & TOWEL SUPPLY CO.                      | DALLAS                       | "             | C.D. SMITH AND WIFE, LENA C. SMITH   |  |
| 114    | 42     | A.T. BRYANT LINEN SUPPLY                                | GLADEWATER, TEX.             | "             | A.T. BRYANT AND WIFE, FLORINE BRYANT   |  |
| 126    | 43     | SKEET FRIEDEL TOWEL SUPPLY CO.                          | FORT WORTH                   | 1940          | J.G. (SKEET) FRIEDEL AND WIFE, VIOLET FRIEDEL  |  |
| 247    | 44     | IDEAL LINEN SERVICE                                     | HOUSTON                      | 1939          | A.M. GROSS   | SEE MISC. AGREEMENTS, PAGE 8, ITEM 17      |
| 133    | 45     | MC CARLEY TOWEL SUPPLY                                  | DALLAS                       | 1941          | C.B. MCCARLEY  |  |
|        | 46     |   |                              | -63-          |  |  |



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SCHEDULE OF COMPANIES TAKEN OVER BY NATIONAL LINEN SERVICE CORPORATION 1928-1953  
PER AVAILABLE RECORDS, TOGETHER WITH MISCELLANEOUS DATA RE RESTRICTIVE TRADE AGREEMENTS

| PUR<br>FILE<br># | L<br>N<br># | COMPANY                     | CITY       | YEAR<br>ACQUIRED | OWNER, OFFICERS AND/OR DIRECTORS — COMMENTS   |
|------------------|-------------|-----------------------------|------------|------------------|---|
| 133              | 1           | FLETCHER EDWARD CAMPBELL    | DALLAS     | 1941             |   |
|                  | 2           | D/B/A CAMPBELL LINEN SUPPLY |            |                  |   |
| 143              | 3           | W.C. MOSER D/B/A (1) MOSER  | FORT WORTH | 1942             |   |
|                  | 4           | TOWEL AND LINEN SUPPLY AND  |            |                  |   |
|                  | 5           | (2) JUANITA TOWEL SUPPLY    |            |                  |   |
| 66               | 6           | MODEL TOWEL SUPPLY          | DALLAS     | 1946             | MRS. JUDE HOLLON, WIDOW OF E.R. HOLLON  |
| 170              | 7           | ORIENTAL LAUNDRY COMPANY    | DALLAS     | "                | OTTO HEROLD, PRES. W. ALVIN HEROLD AND R.W. BYRN, DIRECTORS. SALE OF LINEN SUPPLY BUSINESS, |
|                  | 8           |                             |            |                  |   |
|                  | 9           |                             |            |                  |   |
|                  | 10          |                             |            |                  |   |
|                  | 11          |                             |            |                  |   |
|                  | 12          |                             |            |                  |   |
|                  | 13          |                             |            |                  |   |
|                  | 14          |                             |            |                  |   |
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|                  | 16          |                             |            |                  |   |
|                  | 17          |                             |            |                  |   |
|                  | 18          |                             |            |                  |   |
|                  | 19          |                             |            |                  |   |
|                  | 20          |                             |            |                  |   |
|                  | 21          |                             |            |                  |   |
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|                  | 23          |                             |            |                  |   |
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|                  | 27          |                             |            |                  |   |
|                  | 28          |                             |            |                  |   |
|                  | 29          |                             |            |                  |   |
|                  | 30          |                             |            |                  |   |
|                  | 31          |                             |            |                  |   |
|                  | 32          |                             |            |                  |   |
|                  | 33          |                             |            |                  |   |
|                  | 34          |                             |            |                  |   |
|                  | 35          |                             |            |                  |   |
|                  | 36          |                             |            |                  |   |
|                  | 37          |                             |            |                  |   |
|                  | 38          |                             |            |                  |   |
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|                  | 42          |                             |            |                  |   |
|                  | 43          |                             |            |                  |   |
|                  | 44          |                             |            |                  |   |
|                  | 45          |                             |            |                  |   |
|                  | 46          |                             |            |                  |   |



SCHEDULE OF COMPANIES TAKEN OVER BY NATIONAL LINEN SERVICE CORPORATION 1928-1953  
PER AVAILABLE RECORDS, TOGETHER WITH MISCELLANEOUS DATA RE RESTRICTIVE TRADE AGREEMENTS

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| PUR<br>FILE<br># | LIN<br>#E | COMPANY   | CITY          | YEAR<br>ACQUIRED | OWNER, OFFICERS AND/OR DIRECTORS   | COMMENTS |
|------------------|-----------|---|---------------|------------------|--|----------|
|                  |           | <u>UNITED LINEN SUPPLY COMPANY</u>  |               |                  |  |          |
| 3 <sup>m</sup>   | 1         | CALIFORNIA GENERAL LINEN SUPPLY   | LOS ANGELES   | 1939             | FRANK R. BRUNI   |          |
| 3 <sup>m</sup>   | 2         | GENERAL LINEN SUPPLY CO.  | LOS ANGELES   | "                | " " "  |          |
| 2 <sup>m</sup>   | 3         | ARROW LAUNDRY   | SANTA ANA     | "                |  |          |
| 3 <sup>m</sup>   | 4         | ATLAS LINEN SUPPLY CO.  | LOS ANGELES   | "                | FRANK R. BRUNI   |          |
| 1 <sup>m</sup>   | 5         | WARDROBE LINEN SUPPLY   | LOS ANGELES   | 1940             | WARDROBE LAUNDRY COMPANIES (A.G. ROBINSON, C.H. SICKINSON, W.M.F. HAUPT-TRUSTEES |          |
|                  | 6         | B.C. McCABE   |               |                  | FILE CANNOT BE LOCATED   |          |
| 4 <sup>m</sup>   | 7         | GLOBE LINEN SUPPLY  | LOS ANGELES   | "                | HOME SERVICE CORPORATION   |          |
|                  | 8         | INDIAN LINEN SUPPLY CO.   |               | 1944             | FILE CANNOT BE LOCATED   |          |
| 10 <sup>m</sup>  | 9         | FRANK LINEN AND TOWEL SUPPLY  | LOS ANGELES   | 1950             | KATHLEEN M. ROTHSTEIN, ADMINISTRATRIX OF ESTATE OF FRANK ROTHSTEIN               |          |
| 1 <sup>m</sup>   | 10        | CHAS. E. KAHN & SONS  | LOS ANGELES   | 1952             | SALE OF LINEN SUPPLY BUSINESS ONLY   |          |
| 5 <sup>m</sup>   | 11        | BESTWAY LINEN   | LOS ANGELES   | 1941             | ESTATE OF W.L. STEVENS AND E.G. VESTAL   |          |
|                  | 12        |   |               |                  | "  |          |
|                  | 13        |   |               |                  |  |          |
|                  |           | <u>GALLAND LINEN SERVICE COMPANY, SAN FRANCISCO</u>   |               |                  |  |          |
|                  | 15        |   |               |                  |  |          |
|                  | 16        | NO INFORMATION AVAILABLE RE MINUTES WITH REFERENCE TO COMPANIES ACQUIRED.   |               |                  |  |          |
|                  | 17        | MISC. RECORDS REFLECT ACQUISITION OF OTHER FIRMS THAN THOSE BELOW LISTED BUT AS NO SPECIFIC INFORMATION AVAILABLE NO COMMENT IS MADE. |               |                  |  |          |
|                  | 18        |   |               |                  |  |          |
| 235              | 19        | A.B.C. LINEN SUPPLY CO.   | SAN FRANCISCO | 1946             | ALEX BURDUSIS  |          |
| 236              | 20        | CENTURY TOWEL & LINEN SUPPLY CO.  | SAN FRANCISCO | 1941             | JOSEPH STANLEY   |          |
| 237              | 21        | AMERICAN LAUNDRY & LINEN SUPPLY CO.   | SAN FRANCISCO | 1946             | NICK HAMIL   |          |
| 238              | 22        | WATSON COAT & APRON SUPPLY CO.  | SAN FRANCISCO | 1943             | HENRY MCWHIRTER  |          |
|                  | 23        |   |               |                  |  |          |
|                  | 24        |   |               |                  |  |          |
|                  | 25        |   |               |                  |  |          |
|                  | 26        |   |               |                  |  |          |
|                  | 27        |   |               |                  |  |          |
|                  | 28        | Miscellaneous Agreements Follow   |               |                  |  |          |
|                  | 29        |   |               |                  |  |          |
|                  | 30        |   |               |                  |  |          |
|                  | 31        |   |               |                  |  |          |
|                  | 32        |   |               |                  |  |          |
|                  | 33        |   |               |                  |  |          |
|                  | 34        |   |               |                  |  |          |
|                  | 35        |   |               |                  |  |          |
|                  | 36        |   |               |                  |  |          |
|                  | 37        |   |               |                  |  |          |
|                  | 38        |   |               |                  |  |          |
|                  | 39        |   |               |                  |  |          |
|                  | 40        |   |               |                  |  |          |
|                  | 41        |   |               |                  |  |          |
|                  | 42        |   |               |                  |  |          |
|                  | 43        |   |               |                  |  |          |
|                  | 44        |   |               |                  |  |          |



SCHEDULE OF COMPANIES TAKEN OVER BY NATIONAL LINEN SERVICE CORPORATION 1928-1953  
PER AVAILABLE RECORDS, TOGETHER WITH MISCELLANEOUS DATA RE RESTRICTIVE TRADE AGREEMENTS

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| LINE | PUR. FILE # | PARTIES  | CITY                     | YEAR | PURPOSE OR INTENT  | COMPETITORS, INCLUDING LAUNDRY WORK FOR |
|------|-------------|--|--------------------------|------|--|---|
| 1    | 47          | (1) STAR LAUNDRY AND DRY CLEANING CO.<br>(2) NATIONAL LINEN SERVICE CORP. BY<br>PENSACOLA LINEN SUPPLY CO.   | PENSACOLA,<br>FLA.       | 1929 | (1) AGREES TO LAUNDRY AND (2) AGREES TO GIVE (1) ALL LAUNDRY WORK<br>IT HAS FOR ONE YEAR AT A FIXED PRICE.   |   |
| 2    | 49          | (1) W.S. SHEPHERD D/B/A WINSTON STEAM LAUNDRY<br>(2) CAROLINA TOWEL SUPPLY COMPANY   | WINSTON-SALEM            | 1929 | (1) AGREES NOT TO ENGAGE IN LINEN SUPPLY BUSINESS FOR TWO YEARS.   |   |
| 3    | 49          | (1) W.S. SHEPHERD AND F.E. OREM D/B/A<br>SUNSHINE LINEN SUPPLY<br>(2) CAROLINA TOWEL SUPPLY COMPANY  | WINSTON-SALEM            | 1929 | (1) SELLS "SUNSHINE LINEN SUPPLY" TO (2) AND GIVES (2) TWENTY-FIVE<br>YEAR RESTRICTIVE COVENANT *  |   |
| 4    | 63          | (1) NATIONAL LINEN SERVICE CORP. D/B/A<br>MACON LINEN SUPPLY COMPANY<br>(2) ALBANY LAUNDRY COMPANY, INC.   | DOUGHERTY<br>COUNTY, GA. | 1934 | (1) SELLS "MACON LINEN SUPPLY COMPANY" TO (2) AND GIVES (2) TEN YEAR<br>RESTRICTIVE COVENANT.  |   |
| 5    | 67          | (1) NATIONAL LINEN SERVICE CORP. D/B/A<br>RICHMOND LINEN SUPPLY COMPANY<br>(2) WHITE STAR STEAM LAUNDRY COMPANY, INC.                                      | LYNCHBURG,<br>VA.        | 1935 | (1) SELLS "RICHMOND LINEN SUPPLY COMPANY" TO (2) AND GIVES (2) TEN<br>YEAR RESTRICTIVE COVENANT. (2) AGREES NOT TO ENGAGE IN<br>LINEN SUPPLY BUSINESS OUTSIDE OF RESTRICTIVE TERRITORY<br>FOR TEN YEAR PERIOD. |   |
| 6    | 67          | (1) NATIONAL LINEN SERVICE CORP. D/B/A<br>ROANOKE LINEN SUPPLY COMPANY<br>(2) WHITE STAR STEAM LAUNDRY COMPANY, INC.<br>(3) ROCKBRIDGE STEAM LAUNDRY, INC. | ROANOKE, VA.             | 1939 | (2) AND (3) AGREE TO RELEASE (1) FROM CERTAIN RESTRICTIVE COVENANTS IN<br>ORDER THAT (1) MAY CONTINUE TO SERVICE CERTAIN CUSTOMERS IN<br>LEXINGTON, VA., AND TO THAT EXTENT ONLY.                              |   |
| 7    | 85          | (1) MRS. INEZ FRIEDEL<br>(2) K.F. TOM FORD D/B/A ACME LINEN SUPPLY   | HOUSTON                  | 1939 | (2) SELLS "ACME LINEN SUPPLY" TO (1) WITH THREE YEAR RESTRICTIVE COVENANT  |   |
| 8    | 85          | (1) MRS. INEZ FRIEDEL<br>(2) ROBERT RAY D/B/A REDBIRD LINEN SUPPLY   | HOUSTON                  | 1939 | (2) SELLS "REDBIRD LINEN SUPPLY" TO (1) WITH 18 MONTH RESTRICTIVE COVENANT   |   |
| 9    | 86          | (1) A.M. GROSS<br>(2) MRS. NAOMI S. REDMAN, WILLIAM C. REDMAN,<br>CURTIS C. REDMAN, C.E. REDMAN, EDWIN A. REDMAN<br>D/B/A PORT HOUSTON LINEN SUPPLY        | HOUSTON                  | 1939 | (2) SELLS "PORT HOUSTON LINEN SUPPLY TO (1) WITH FIVE YEAR RESTRICTIVE<br>COVENANT.  |   |
| 10   | 87          | (1) A.M. GROSS<br>(2) ANTHONY COLONNETTA AND HIS WIFE ALICE<br>D/B/A "A.C. LINEN SUPPLY"   | HOUSTON                  | 1939 | (2) SELLS "A.C. LINEN SUPPLY" TO (1) WITH FIVE YEAR RESTRICTIVE AGREEMENT  |   |
| 11   | 92          | (1) J.R. FRIEDEL<br>(2) A.L. HOLMES D/B/A HOLMES TOWEL AND<br>LINEN SERVICE  | GRANBURY,<br>TEXAS       | 1939 | (2) SELLS "HOLMES TOWEL AND LINEN SERVICE" TO (1) WITH TEN YEAR<br>RESTRICTIVE COVENANT.   |   |
| 12   | 93          | (1) J.R. FRIEDEL<br>(2) W.C. MOSER, SR. W.C. MOSER, JR. WILLIE MOSER   | FORT WORTH               | 1939 | (2) SELLS "ATLAS TOWEL SUPPLY" TO (1) WITH TEN YEAR RESTRICTIVE COVENANT<br>*  |   |

NOTE: RESTRICTIVE COVENANTS CONCERN ENGAGING IN LINEN BUSINESS, INCLUDING LAUNDRY WORK FOR COMPETITORS, WITHIN A SPECIFIED TERRITORY UNLESS OTHERWISE INDICATED.



SCHEDULE OF COMPANIES TAKEN OVER BY NATIONAL LINEN SERVICE CORPORATION 1928-1953  
PER AVAILABLE RECORDS, TOGETHER WITH MISCELLANEOUS DATA RE RESTRICTIVE TRADE AGREEMENTS

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| LINE # | PUR. FILE # | PARTIES   | CITY             | YEAR | PURPOSE OR INTENT   |
|--------|-------------|---|------------------|------|---|
| 13     | 96          | (1) J.R. FRIEDEL<br>(2) FRANK COLLINS AND HIS WIFE, ETHEL D/B/A<br>FRANK TOWEL SUPPLY   | FORT WORTH       | 1939 | (2) SELLS "FRANK TOWEL SUPPLY" TO (1) WITH TEN YEAR RESTRICTIVE COVENANT.             |
| 14     | 98          | (1) J.R. FRIEDEL<br>(2) STOVER E. SMITH JOINED BY HIS WIFE, RUTH<br>D/B/A SMITH TOWEL SUPPLY                                    | FORT WORTH       | 1939 | (2) SELLS "SMITH TOWEL SUPPLY" TO (1) WITH TEN YEAR RESTRICTIVE COVENANT.             |
| 15     | 102         | (1) J.R. FRIEDEL<br>(2) A.R. MILLER AND R.E. MILLER D/B/A MILLER<br>TOWEL SUPPLY  | FORT WORTH       | 1939 | (2) SELLS "MILLER TOWEL SUPPLY" TO (1) WITH TEN YEAR RESTRICTIVE COVENANT.            |
| 16     | 118         | (1) F.W. MYRES<br>(2) LINEN SERVICE CORPORATION OF TEXAS D/B/A<br>HOUSTON LINEN SERVICE   | HOUSTON, TEX.    | 1939 | (1) SELLS CERTAIN "LINENS" TO (2)   |
| 17     | 123         | (1) MRS. HENRY C. BOAZMAN, HOWARD C. BOAZMAN<br>D/B/A DALLAS TOWEL SUPPLY COMPANY<br>(2) H. W. PERRY D/B/A SERVICE LINEN SUPPLY | DALLAS           | 1939 | (2) SELLS "SERVICE LINEN SUPPLY" TO (1) WITH FIVE YEAR RESTRICTIVE COVENANT.          |
| 18     | 130<br>247  | (1) A.M. GROSS<br>(2) MILAM LAUNDRY COMPANY   | HOUSTON          | 1939 | (2) SELLS "IDEAL LINEN SERVICE" TO (1)  |
| 19     | 127         | (1) R.G. COX AND WIFE, MRS. R.G. COX<br>(2) MILAM LAUNDRY COMPANY   | HOUSTON          | 1940 | (1) GIVES (2) TEN YEAR RESTRICTIVE COVENANT WHICH IS ASSIGNABLE                       |
| 20     | 127         | (1) R.G. COX<br>(2) A.M. GROSS  | HOUSTON          | 1940 | (1) GIVES (2) ASSIGNABLE TEN YEAR RESTRICTIVE COVENANT                                |
| 21     | 129         | (1) W.A. COOK D/B/A REIDSVILLE LAUNDRY COMPANY<br>(2) NATIONAL LINEN SERVICE CORPORATION  | REIDSVILLE, N.C. | 1940 | (1) SELLS LINEN SUPPLY DEPT. TO (2) WITH TEN YEAR RESTRICTIVE COVENANT.               |
| 22     | 130         | (1) NAT. LEAN D/B/A DUBLIN LAUNDRY<br>(2) NATIONAL LINEN SERVICE CORPORATION  | LAURENS CO., GA. | 1940 | (1) SELLS LINEN SUPPLY BUSINESS TO (2) WITH FIVE YEAR RESTRICTIVE COVENANT.           |
| 23     | 135         | (1) NATIONAL LINEN SERVICE CORPORATION<br>(2) J.W. HURLEY D/B/A TROY STEAM LAUNDRY<br>AND J.C. HURLEY                           | TROY, N.C.       | 1940 | (2) SELLS LINEN SUPPLY BUSINESS TO (1) WITH TEN YEAR RESTRICTIVE COVENANT.            |
| 24     | 137         | (1) MILLER'S LAUNDRY<br>(2) J.R. MILLER   | HOUSTON          | 1941 | (2) BUYS (1)  |
| 25     | 145         | (1) NATIONAL LINEN SERVICE CORPORATION<br>(2) DOMESTIC LAUNDRY, INC.  | CHARLOTTE, N.C.  | 1942 | (2) SELLS TOWEL AND LINEN SUPPLY BUSINESS TO (1) WITH FIVE YEAR RESTRICTIVE COVENANT. |



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| LINE # | FILE # | PARTIES  | CITY                | YEAR | PURPOSE OR INTENT   |
|--------|--------|--|---------------------|------|---|
| 56     | 146    | (1) CHARLES P. WALES, D/B/A EDENTON LAUNDRY<br>(2) NATIONAL LINEN SERVICE CORP.<br>D/B/A RALEIGH LINEN SERVICE   | WILLIAMSTON, N.C.   | 1942 | (1) SELLS LINEN SUPPLY BUSINESS TO (2) WITH TEN YEAR RESTRICTIVE COVENANT   |
| 29     |        | (1) E.J. LEWIS D/B/A ADDRESS DRY CLEANERS<br>(2) NATIONAL LINEN SERVICE CORPORATION  | CLEARWATER, FLA.    | 1937 | (1) SELLS LINEN SUPPLY BUSINESS TO (2) WITH FIVE YEAR RESTRICTIVE COVENANT  |
| 28     |        | (1) NATIONAL LINEN SERVICE CORP. D/B/A FLORIDA LINEN SUPPLY COMPANY<br>(2) COLUMBIA STEAM LAUNDRY, INC.  | MIAMI, FLA.         | 1939 | (1) SELLS GOODWILL AND CUSTOMER LIST IN MONROE COUNTY, FLA. TO (2) WITH FIVE YEAR RESTRICTIVE COVENANT.   |
| 29     | 163    | (1) SANITARY LAUNDRY, INC.<br>(2) S.H. GOLDFEIN  | CHARLOTTE, N.C.     | 1944 | (2) BUYS (1) WITH FIVE YEAR RESTRICTIVE COVENANT.   |
| 30     | 167    | (1) LEE BLUM, JOE B. LOWENHEIM & MOSE M. DARLING<br>D/B/A EMPIRE LAUNDRY AND DRY CLEANING CO.<br>(2) NATIONAL LINEN SERVICE CORPORATION                      | AUGUSTA, GA.        | 1946 | (1) AND (2) ENTER RECIPROCAL TEN YEAR RESTRICTIVE COVENANT - (1) NOT TO DO WORK FOR ANYONE IN LINEN SUPPLY BUSINESS - (2) NOT TO ENTER LAUNDRY BUSINESS.  |
| 31     | 171    | (1) SEMINOLE COUNTY LAUNDRY COMPANY, INC.<br>(2) NATIONAL LINEN SERVICE CORPORATION  | SAINFORD, FLA.      | 1946 | (1) SELLS TOWEL AND LINEN SUPPLY BUSINESS TO (2) AND GIVES TEN YEAR RESTRICTIVE COVENANT.   |
| 31     | 173    | (1) DELUXE LAUNDRIES, INC.<br>(2) NATIONAL LINEN SERVICE CORP.   | BIRMINGHAM          | 1947 | (1) SELLS TOWEL AND LINEN SUPPLY BUSINESS TO (2) WITH FIVE YEAR RESTRICTIVE COVENANT  |
| 33     | 174    | (1) MARTIN LINEN SUPPLY COMPANY<br>(2) LINEN SERVICE CORPORATION OF TEXAS<br>(3) FORT WORTH TOWEL SUPPLY COMPANY<br>TRADING AS SANITARY TOWEL SUPPLY COMPANY | FORT WORTH          | 1947 | (1) HAS A RESTRICTIVE AGREEMENT WHEREBY IT WILL NOT COMPETE WITH (2) IN A SPECIFIED TERRITORY AND (3) GIVES (2) A SIMILAR COVENANT RE THE SAME TERRITORY. |
| 34     | 177    | (1) CAPITAL CITY LAUNDRY, INC.<br>(2) NATIONAL LINEN SERVICE CORPORATION   | RALEIGH, N.C.       | 1948 | (1) SELLS LINEN AND TOWEL SUPPLY BUSINESS TO (2) WITH TEN YEAR RESTRICTIVE COVENANT.  |
| 35     | 178    | (1) ROY M. DUNLAP D/B/A BRECKENRIDGE STEAM LAUNDRY<br>(2) NATIONAL LINEN SERVICE CORPORATION   | BRECKENRIDGE, TEXAS | 1948 | (1) SELLS LINEN AND TOWEL SUPPLY BUSINESS TO (2) WITH TEN YEAR RESTRICTIVE COVENANT.  |
| 36     | 184    | (1) NEW LAUNDRY & DRY CLEANERS, INC.<br>(2) NATIONAL LINEN SERVICE CORPORATION   | REDSVILLE, N.C.     | 1949 | (1) SELLS LINEN AND TOWEL SUPPLY BUSINESS TO (2) WITH FIVE YEAR RESTRICTIVE COVENANT.   |
| 37     | 192    | (1) ROBERT B. CRAWFORD AND WILLIAM W. MCCLINTIC<br>D/B/A KILKARE LAUNDRY-CLEANING & STORAGE<br>(2) NATIONAL LINEN SERVICE CORPORATION                        | FARMVILLE, VA.      | 1949 | (1) SELLS LINEN AND TOWEL SUPPLY BUSINESS TO (2) WITH TEN YEAR RESTRICTIVE COVENANT.  |
| 38     | 195    | (1) RED STAR INDUSTRIAL SERVICE<br>(2) NATIONAL LINEN SERVICE CORPORATION  | SAN FRANCISCO       | 1950 | (2) SELLS CERTAIN INDUSTRIAL LINEN SUPPLY BUSINESS TO (1) WITH FIVE YEAR RESTRICTIVE COVENANT.  |



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| ITEM # | PUR. FILE # | PARTIES  | CITY                    | YEAR | PURPOSE OR INTENT   |
|--------|-------------|--|-------------------------|------|---|
| 39     | 200         | (1) R.V. HOLLEMAN D/B/A HOLLEMAN LAUNDRY<br>(2) NATIONAL LINEN SERVICE CORPORATION   | LUFKIN                  | 1950 | (1) GIVES (2) RESTRICTIVE COVENANT WHEREBY (1) WILL NOT ENGAGE IN LINEN SUPPLY BUSINESS OR DO LAUNDRY WORK FOR OTHER LINEN SUPPLY FIRM FOR THREE YEAR PERIOD. |
| 40     | 203         | (1) EDGAR B. BOWLES, SIDNEY E. SCOTT, AND<br>FRED G. BOWLES D/B/A SAN ANTONIO LINEN<br>SUPPLY COMPANY<br>(2) SPENCER LINEN SERVICE                                       | SAN ANTONIO             | 1950 | (2) BUYS (1) WITH FIVE YEAR COVENANT.   |
| 41     | 206         | (1) M. S. REYNOLDS D/B/A SHINE LAUNDRY & CLEANERS<br>(2) NATIONAL LINEN SERVICE CORPORATION  | WASHINGTON, GA.         | 1950 | (1) SELLS LINEN SUPPLY BUSINESS TO (2) WITH TEN YEAR RESTRICTIVE COVENANT.  |
| 42     | 209         | (1) HORTON'S LAUNDRY, INC.<br>(2) NATIONAL LINEN SERVICE CORPORATION   | ROME, GA.               | 1950 | (1) SELLS LINEN SUPPLY BUSINESS TO (2) WITH TEN YEAR RESTRICTIVE COVENANT.  |
| 43     | 212         | (1) ALFRED H. WEILER AND RUFUS RISCH D/B/A<br>WEILER DRY CLEANING<br>(2) NATIONAL LINEN SERVICE CORPORATION  | CONNEVILLE,<br>INDIANA  | 1951 | (1) SELLS TOWEL AND LINEN SUPPLY BUSINESS TO (2) WITH TEN YEAR RESTRICTIVE AGREEMENT.   |
| 44     | 218         | (1) THOMAS MARION PUCKETT, HIS WIFE BEADDIE AND<br>HIS SON LA GENE PUCKETT D/B/A LIBERTY<br>STEAM LAUNDRY AND DRY CLEANING CO.<br>(2) NATIONAL LINEN SERVICE CORPORATION | LIBERTY, TEXAS          | 1951 | (1) SELLS TOWEL AND LINEN SUPPLY BUSINESS TO (2) WITH TEN YEAR RESTRICTIVE COVENANT.  |
| 45     | 219         | (1) ODIE L. MORRIS AND WIFE, VANCEIL, D/B/A<br>MORRIS LAUNDRY AND CLEANERS<br>(2) NATIONAL LINEN SERVICE CORPORATION   | GRAHAM, TEXAS           | 1951 | (1) SELLS LINEN SUPPLY BUSINESS TO (2) WITH TEN YEAR RESTRICTIVE COVENANT.  |
| 46     | 220         | (1) SINEATH, INC.<br>(2) NATIONAL LINEN SERVICE CORPORATION  | WAYNE COUNTY,<br>N. C.  | 1951 | (1) SELLS LINEN SUPPLY BUSINESS TO (2) WITH TEN YEAR RESTRICTIVE COVENANT.  |
| 47     | 222         | (1) MELTON TOWEL SUPPLY COMPANY<br>(2) R. C. MYRES   | DALLAS, TEX.            | 1951 | (1) SELLS TO (2) WITH FIVE YEAR RESTRICTIVE COVENANT.   |
| 48     | 225         | (1) TERRY A. CARRICO AND MAURICE CARRICO,<br>D/B/A. SPRINGFIELD LAUNDRY AND DRY<br>CLEANING COMPANY<br>(2) NATIONAL LINEN SERVICE CORPORATION                            | SPRINGFIELD, KY.        | 1952 | (1) SELLS LINEN SUPPLY BUSINESS TO (2) WITH FIVE YEAR RESTRICTIVE COVENANT.   |
| 49     | 226         | (1) JOSEPH K. MCMAHON<br>(2) CITY LAUNDRY, INC.<br>(3) NATIONAL LINEN SERVICE CORPORATION  | WICHITA FALLS,<br>TEXAS | 1952 | (1) BUYS LINEN SUPPLY BUSINESS FROM (2) AND SELLS IT TO (3) WITH TEN YEAR RESTRICTIVE COVENANT.   |



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11/9/53 RWT  
(11)

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(B) The following is a comparative schedule of officers and directors of National Linen with Linen Service Corporation of Texas and Galland Linen Service Company as of the merger dates, and of United Linen Supply Company and National Linen in 1953.



Officers and Board of Directors  
of Corporations Merged with  
NATIONAL LINEN SERVICE CORP  
At Dates of Mergers

60-149  
10-21-43  
21

60-149  
10-21-43  
21

① LINEN SERVICE CORP. OF TEXAS

Directors: - (1946)

Sidney W. Sowers - Chairman  
St. Louis, Mo.

J. M. Weinstein - Atlanta, GA.

J. B. Jacobs - "

A. J. Weinberg - "

Herman Gross - "

S. H. Vicknair - "

J. I. Rudy - Nashville, Tenn.

Milton Weinstein - Atlanta, GA.

Sam Zinkow - "

Wm. W. Yallogt - New Orleans, La.

T. G. Ware - Atlanta, GA.

Officers: (1946)

Sidney W. Sowers - Chairman of Board

J. M. Weinstein - President

J. B. Jacobs - Vice-Pres.

A. J. Weinberg - " "

S. H. Vicknair - Sec'y-Treasurer

② GALLARD LINEN SERVICE CO.

Directors: - (1948)

J. M. Weinstein - Atlanta, GA.

Tavis Jacobs - "

Frederick G. Zelinsky - "

Joe Bonowitz - "

Officers: (1948)

J. M. Weinstein - President

- Vice-Pres.

- " "

Joe Bonowitz - Sec.

① merger Agreement dated 12-2-44

② merger Agreement dated 10-21-47

- 72 -

① National Linen Service Corp.

Directors: - (1946)

Sidney W. Sowers - Chairman

Geo. W. Robertson

J. M. Weinstein

J. B. Jacobs

A. J. Weinberg

S. H. Vicknair

M. N. Weinstein

J. B. Gross

H. Gross

Milton Weinstein

Officers: (1946)

Sidney W. Sowers

J. M. Weinstein

J. B. Jacobs

A. J. Weinberg

S. H. Vicknair

S. H. Vicknair

St. Louis, Mo.

New Orleans, La.

Atlanta, GA.

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② Directors: (1948)

Sidney W. Sowers - Chairman of Board

Geo. W. Robertson

J. M. Weinstein

J. B. Jacobs

A. J. Weinberg

S. H. Vicknair

M. N. Weinstein

T. G. Ware

H. Gross

Milton Weinstein

J. I. Rudy

W. W. Yallogt

W. W. Yallogt

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St. Louis, Mo.

New Orleans, La.

Atlanta, GA.

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Officers: (1948)

Sidney W. Sowers

J. M. Weinstein

J. B. Jacobs

A. J. Weinberg

M. N. Weinstein

H. Gross

S. H. Vicknair

T. G. Ware

- Chairman of Board of Directors

- President

- Executive Vice-Pres.

- Vice-Pres. - Treas.

- Vice-Pres.

- Vice-Pres.

- Sec'y - Asst. Treas.

- Asst. Sec'y.



And Board of Directors  
 International merged with  
 National Linen Service Corp  
 at date of merger

60-149  
 10-29-53  
 SW

60-149  
 10-29-53  
 SW

③ United Linen Supply Co. - 1226 Rio Vista Ave. - Los Angeles, California

Directors: - 1953

I. M. Weinstein - Atlanta, GA.  
 Milton Weinstein - " "  
 A. Lumberg - "  
 J. W. Johnston - "  
 Harold Larson - "

Officers: - 1953

I. M. Weinstein - President  
 A. Lumberg - Vice Pres.  
 Harold Larson - Sec'y - Treas.

③ Directors: - 1953 \*

Sidney W. Savers, Chairman of Board - Washington, D.C.  
 I. M. Weinstein - Atlanta, GA.  
 J. B. Jacobs - "  
 A. J. Weinberg - "  
 H. Gross - "  
 Milton Weinstein - "  
 \*1 Sidney H. Yicknair - Long Beach, Miss.  
 T. E. Ware - Atlanta, GA.  
 J. E. Rudy - Nashville, Tenn.  
 W. W. Yalloft - New Orleans, La.

Officers: - 1953

Sidney W. Savers - Chairman  
 I. M. Weinstein - President  
 J. B. Jacobs - Exec. Vice-Pres.  
 A. J. Weinberg - Vice Pres. - Treas.  
 H. Gross - Vice Pres.  
 Milton Weinstein - Vice Pres.  
 T. E. Ware - Sec'y - Asst. Treas.

③ Not merged as of 12-1-53 per T. E. Ware, Sec'y - Asst. Treas. of  
 National Linen - National Linen owns approximately  
 99% of stock of United Linen.

\* Alvin Gross - Director Eff. 12-1-53 - Atlanta, GA.

L. W. Ludwig - Director Eff. 12-1-53 - Atlanta, GA.

\*1 Terminated as Director 12-1-53



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XI. LINEN AND LAUNDRY SUPPLIES MANUFACTURED BY NATIONAL LINEN OR PURCHASED BY NATIONAL LINEN FOR ITS PLANTS INCLUDING ITEMS PURCHASED LOCALLY BY EACH PLANT

Information set forth in this section of the report was furnished by WILLIAM B. SCHWARTZ, Purchasing Agent, National Linen.

National Linen operates three plants which manufactures some of the linen service needs of the corporation. Set forth under each plant are items produced by that plant:

1. Empire Manufacturing Company, 575 Glen Iris Drive, N.E. Atlanta, Ga.

|                                   |                      |
|-----------------------------------|----------------------|
| Laundry bags                      | Doctor coats         |
| Napkins                           | Operating gowns      |
| Barber towels                     | Patient gowns        |
| Bleached soda towels              | Shirts               |
| Unbleached soda towels            | White coats          |
| Individual towels                 | Colored lapel coats  |
| Roller towels                     | Chef coats           |
| Glass towels                      | Hickory stripe coats |
| Absorbent towels                  | Butcher coats        |
| Unbleached sheeting towels        | Vests                |
| Hickory bibs                      |                      |
| Colored and white tea aprons      |                      |
| Tea aprons with trim              |                      |
| Bleached bib aprons               |                      |
| Unbleached bib aprons             |                      |
| Bleached waist aprons             |                      |
| Unbleached waist aprons           |                      |
| Candy aprons                      |                      |
| Belts, colored and white          |                      |
| O'sea caps                        |                      |
| Chef caps                         |                      |
| Skull caps                        |                      |
| Princess gowns, white and colored |                      |
| Princess gowns with trim          |                      |
| Special gowns                     |                      |
| Hoover gowns                      |                      |
| White and colored smocks          |                      |
| Beautidian gowns                  |                      |



2. Alsco Manufacturing Company, 621 North Avenue, N.E., Atlanta, Georgia.

|                    |                         |
|--------------------|-------------------------|
| #3 Towel cabinets  | Self dumping tumbler    |
| #5 Towel cabinets  | Washing machines        |
| #7 Towel cabinets  | Hydraulic extractors    |
| #8 Towel cabinets  | Truck bodies            |
| #11 Towel cabinets | Linen room trucks       |
| Laundry trucks     | Continuous towel winder |
| Ironer conveyors   | Starch cooker           |
| Extractor buggies  | Starch racks            |

3. Soap Plant, Atlanta, Georgia.

Hand soap - white, pumice  
Laundry soap

A complete list of major linen and laundry supply items purchased by National linen for its principal plants together with the identity and location of companies from which purchased include the following;

FEED RIBBONS

|                      |                  |
|----------------------|------------------|
| F. H. Ross & Company | Atlanta, Georgia |
| Southern Mills, Inc. | Atlanta, Georgia |

STEEL WOOL PADS FOR PRESSES

|                 |                    |
|-----------------|--------------------|
| Resillo Company | Chicago, Illinois  |
| Brillo Company  | Brooklyn, New York |

ASBESTOS COVERS FOR PRESSES

|                 |                   |
|-----------------|-------------------|
| Resillo Company | Chicago, Illinois |
|-----------------|-------------------|

TWINE

|                           |                     |
|---------------------------|---------------------|
| Eastern Cotton Mills      | Atlanta, Georgia    |
| Piedmont Cotton Mills     | East Point, Georgia |
| Piedmont Paper Company    | Atlanta, Georgia    |
| Bib Manufacturing Company | Macon, Georgia      |



IRONER COTTON APRONS

Callaway Mills Company  
Morris & Eckels

LaGrange, Georgia  
Atlanta, Georgia

IRONER PADDING

Southern Mills, Inc.  
Egan Cottons Mills, Inc.

Atlanta, Georgia  
Atlanta, Georgia

LAUNDRY NETS

Callaway Mills Company  
Southern Mills Company

LaGrange, Georgia  
Atlanta, Georgia

EXTRACTOR COVERS

C. R. Daniels

Baltimore, Maryland

SANTOBRITE PELLETS

Monsanto Chemical Company

Houston, Texas

IRONER OIL

B. Heller & Company

Chicago, Illinois

DECALS USED FOR MARKING LINEN

Roderking Corporation  
Del-Mark, Inc.

Cleveland, Ohio  
Hickory, North Carolina

TOWELS

Cannon Mills Company  
Dundee Mills, Inc.  
M. Snower & Company  
Cone Mills, Inc.  
Muscogee Manufacturing Company  
Pacific Mills Company  
Wellington Sears Company, Inc.

Kannapolis, North Carolina  
Griffin, Georgia  
Hawkinsville, Georgia  
Cliffside, North Carolina  
Columbus, Georgia  
Lyman, South Carolina  
Fairfax, Alabama



SHEETS

|                                  |                         |
|----------------------------------|-------------------------|
| Hesslein & Company, Inc.         | Sand Springs, Oklahoma  |
| Joshua L. Baily & Co., Inc.      | Durham, North Carolina  |
| Kansas City White Goods Mfg. Co. | Kansas City, Missouri   |
| Pacific Mills Company            | Lyman, South Carolina   |
| Pequot Mills                     | Whitney, South Carolina |

PILLOW CASES

|                                  |                            |
|----------------------------------|----------------------------|
| Cannon Mills Company             | Kannapolis, North Carolina |
| Joshua L. Baily & Co., Inc.      | Durham, North Carolina     |
| Kansas City White Goods Mfg. Co. | Kansas City, Missouri      |
| Pacific Mills, Company           | Lyman, South Carolina      |

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12" TOWELING

|                                |                            |
|--------------------------------|----------------------------|
| Cannon Mills Company           | Kannapolis, North Carolina |
| Dundee Mills, Inc.             | Griffin, Georgia           |
| M. Snower & Company            | Hawkinsville, Georgia      |
| Wellington Sears Company, Inc. | Fairfax, Alabama           |

44" TABLE CLOTHS

|                               |                    |
|-------------------------------|--------------------|
| J. P. Stevens & Company, Inc. | Thomaston, Georgia |
|-------------------------------|--------------------|

54" TABLE CLOTHS

|                           |                    |
|---------------------------|--------------------|
| J. P. Stevens & Co., Inc. | Thomaston, Georgia |
|---------------------------|--------------------|

COVER DUCK

|                        |                    |
|------------------------|--------------------|
| Southern Mills, Inc.   | Atlanta, Georgia   |
| Thomaston Cotton Mills | Thomaston, Georgia |
| Turnery Halsey Company | Tallassee, Alabama |

22" NAPKINS

|                      |                                |
|----------------------|--------------------------------|
| Dundee Mills, Inc.   | Griffin, Georgia               |
| Simtex Mills Company | Roanoke Rapids, North Carolina |



BATH MATS

Cannon Mills Company  
Dundee Mills, Inc.

Kannapolis, North Carolina  
Griffin, Georgia

BED SPREADS

Iselin-Jefferson Company, Inc.

Gastonia, North Carolina

13 $\frac{1}{2}$ " BLEACHED TOWELING

Fulton Bag & Cotton Mills

Atlanta, Georgia

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14" ABSORBENT TOWELING

Opelika Manufacturing Company  
Wellington Sears Company

Opelika, Alabama  
Fairfax, Alabama

15" TOWELING

American Associated Company  
Opelika Manufacturing Company

Atlanta, Georgia  
Opelika, Alabama

16" TOWELING

Opelika Manufacturing Company  
Wellington Sears Company

Opelika, Alabama  
Fairfax, Alabama

36" DRILLS

Southeastern Cottons, Inc.

Clifton, South Carolina

TABLE CLOTH MATERIAL

Callaway Mills  
J. P. Stevens & Co., Inc.  
Iselin-Jefferson Co., Inc.  
Sintex Mills Company  
Startex Mills Company

LaGrange, Georgia  
Thomaston, Georgia  
Gastonia, North Carolina  
Roanoke Rapids, North Carolina  
Spartanburg, South Carolina



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40" SHEETING

J. P. Stevens & Co., Inc.  
Opeliak Manufacturing Company  
J. W. Valentine Company

Thomaston, Georgia  
Opelika, Alabama  
Eastman, Georgia

HAIR CLOTH

Cannon Mills, Inc.

Kannapolis, North Carolina

35/36" SHEETING

Textron, Inc.

Nashua, New Hampshire

The following items are purchased locally by each plant.

Bleach  
Starch  
Sour  
Craft paper

Alkali  
Bluing  
Pins  
Maintenance supplies



XII. CORPORATE MINUTES; CORRESPONDENCE FILES, AND MISCELLANEOUS DOCUMENTS  
REVIEWED 1928 TO 1953

A. National Linen

Minutes of the Board of Directors meetings, committee and stockholders meetings, correspondence files and related documents of National Linen from 1928 to 1953 were reviewed and acts of a pertinent nature to this investigation noted. Major activities of the corporation have been treated separately under the various sections of the report. Acquisition of numerous linen businesses throughout the Southern States and expansion of territory served by the corporation have been its major objectives since its inception. ~~Matters of finance, disposition of stock in some instances, restrictive agreements with sellers of linen businesses and with employees, together with the general service operating practices of the corporation have also been of prime importance~~ as evidenced by numerous lawsuits in which National Linen and/or its officers and Directors have been a party. Several lawsuits will be identified and referred to generally in Section XIII-B of this report. Records reflect no specific information that National Linen allocated customers or divided a designated territory with other linen suppliers.

No indication of acquisition of customers from or loss of customers to other linen suppliers was noted, however WEINSTEIN and WARE inferred in interviews with them that free service, lower prices, purchase of businesses and other means were resorted to in a particular area where necessary to maintain or regain its customers as well as to acquire new customers.

It will be noted that WEINSTEIN in the initial interview with him stated that the corporation at no time, to the best of his knowledge, had ever given free service or had resorted to any unethical practices to retain, recover or acquire customers.

S. H. VICKNAIR, formerly an officer and director of National Linen, stated free service had been given by National Linen in Texas.

WEINSTEIN and WARE also stated businesses were acquired by National Linen by financing others in the purchase of a business after an agreement had been obtained with the person that National Linen could take over the business or business interest from them within a designated time or at its option at any future date.



In this regard, minutes of the quarterly meeting of the Board of Directors dated October 19, 1943, reflect that VICKNAIR and his wife BERNICE were authorized by National Linen to buy the Linen Service Company, Atlanta, Georgia. National Linen had an agreement with VICKNAIR to acquire the business from him at any time within three years therefrom. Minutes of a Board of Directors meeting dated February 24, 1945, reflect that National Linen exercised its option to purchase the Linen Service Company from VICKNAIR.

A copy of minutes reflecting the above as well as other records to be referred to hereinafter in this section have been made and designated as exhibit # 4.

It will be noted records reflect United Syndicate was formed by officers and directors of National Linen and others for the express purpose of buying the voting stock of United Linen Service Company, Los Angeles, California. Through the subsequent sale by the Syndicate of its United Linen Service Company holdings and the long term plan of National Linen to merge Linen Service Corporation of Texas with National Linen, National Linen was able to control United Linen Service Company which was a major linen service company in Los Angeles, California.

I. M. WEINSTEIN as well as other officers and directors, according to WEINSTEIN, have purchased stock in linen or laundry type businesses in numerous instances in their own name, in relatives names, fictitious names or in the name of another person in order to gain an interest or holdings in various businesses which <sup>shares</sup> were by agreement to be subsequently made available to National Linen.

Minutes of a Board of Directors meeting dated October 19, 1943, refer to a purchase of 25,994 shares of Consolidated Laundries, New York City, New York, by Directors I. M. WEINSTEIN, A. J. WEINBERG and J. B. JACOBS, and an offer by these officials to make this stock available to National Linen.

Further indication of the above practice is reflected in minutes of a Board of Directors meeting dated April 17, 1945, when a resolution was adopted relative to the purchase of 7,000 shares of the 25,000 outstanding shares of common stock of Galland Mercantile Laundry Company (Galland Linen Service), San Francisco, California, with the understanding that National Linen may at any time purchase Galland stock being purchased personally by I. M. WEINSTEIN.



Records do not reflect the specific identity of all instances where such activity has taken place except as treated elsewhere in this report.

In several instances where complaints have been lodged against National Linen relative to its business activities lawsuits have been filed.

By letter dated March 22, 1950, to the Raleigh Linen Service, which is an affiliated company of National Linen, WILLIAM A. DEES, JR., attorney for Sineath Inc., Goldsboro, North Carolina, made specific reference to derogatory remarks about Sineath, Inc., reportedly made by Mr. DUKE of the Raleigh Linen Service to operators of Rogers Jewelry Company, Raleigh, N. C., which remarks in effect conveyed the idea Sineath, Inc., would soon be going out of business. Similar remarks reportedly were made by National Linen representatives to operators of Barwick Tourist Camp, Goldsboro, N. C. DEES letter further mentioned price cutting by Raleigh Linen Service and an offer of free service to barber shops using the company's (Raleigh Linen) service in Freemont, N. C. Mention was also made in the letter of price cutting to the Dixie Lunch and to the Wayne Restaurant in Goldsboro, N. C.

No further information in this regard was located in the files of National Linen.

By letter to National Linen dated February 25, 1948, FRANK M. TATUM, 1002 West Pine Street, Hattiesburg, Mississippi, a stockholder of National Linen, complained about the merger of Galland Linen Service Company with National Linen stating that his objection was based on the fact that it was not a fair exchange with National Linen paying to Galland nearly \$200,000 more than the assets of that company were worth. The letter also pointed out the fact that the Board of Directors reportedly did not recommend the action.

By letter to I. M. WEINSTEIN dated May 10, 1949, MAURICE A. WEINSTEIN, attorney for Southern Linen Service, Inc., trading as Local Linen Service Company, Charlotte, North Carolina, stated that information had come to the attention of his client that certain representatives of National Linen had been making statements to customers of Local Linen Service deemed to be defamatory. The letter pointed out that evidence in MAURICE WEINSTEIN's possession indicated certain statements had been made impugning the financial reliability of Local Linen Service and further that representative of National Linen had been asserting that Local Linen Service was begging National Linen to buy it out.



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CHARLES D. BOLIN, St. Louis Crystal Water and Soda Company, 704 South Boyle Avenue, St. Louis, Missouri, which company was a stockholder of United Linen Service Company in a letter to HAROLD LARSON, attorney for United Linen dated March 27, 1947, expressed concern over his investment. He related information had come to his attention that United Linen was diverting its business to another company in which officers of United Linen were possibly interested in a financial way. BOLIN also expressed the opinion that action in the above and other matters affecting the operation of United Linen had not been done by the present management of United Linen. A copy of the above four letters have been included in exhibit # 5.

~~Instances of dissatisfaction of price increases and services~~  
of National Linen were noted, however, after careful consideration of the facts in each instance, complaints were considered to be normal and not unusual for a service industry.

In some instances adjustment of prices were made by National Linen. In this regard, complaints of high prices were many, however, there was no indication that prices charged were due to the inability of the customer to change to or obtain another supplier.

Records reflect the following loans totaling \$219,000 were made to National Service Corporation of Texas from 1939 to 1946:

| <u>Date</u> | <u>Amount</u>    |
|-------------|------------------|
| 9-20-39     | \$25,000         |
| 11-30-39    | 30,000           |
| 12-4-39     | 10,000           |
| 3-1-40      | 30,000           |
| 4-15-40     | 10,000           |
| 5-2-40      | 50,000           |
| 5-5-40      | 5,000            |
| 5-19-40     | 5,000            |
| 6-4-40      | 2,000            |
| 9-10-40     | 20,000           |
| 10-30-41    | 2,000            |
| 2-20-46     | 30,000           |
|             | <u>\$219,000</u> |

All of the above loans were repaid in cash or through the issuance of Linen Service Corporation stock to National Linen.



It is pointed out in regard to Linen Service Corporation of Texas, in particular, that loans by National Linen to Linen Service Corporation of Texas appeared to be made just before the capital stock of Linen Service Corporation was increased on various occasions. After the increase of capital stock, National Linen would then take an option to buy several thousand shares of stock from Linen Service Corporation of Texas in an amount equal to or exceeding the amount of Linen Service Corporation indebtedness to National Linen. The loan was thereafter repaid by Linen Service Corporation of Texas simultaneously without exercising the National Linen option to purchase its stock.

~~Minutes of a Board of Directors meeting of National Linen dated January 18, 1940 (exhibit # 6) in the above regard should be noted.~~

Meeting

Minutes of a Finance Committee dated November 12, 1946, reflects action of a similar nature to the above occurred in regard to Galland Linen Service Company when a loan of \$80,000 to Galland was approved. Minutes of a Board of Directors meeting dated July 15, 1947, reflect a proposal to merge Galland Linen with National Linen, National Linen at that time owned 66,500 shares of common stock of Galland. I. M. WEINSTEIN also owned 20,000 shares of common stock along with an undisclosed number of shares bought by WEINBERG, JACOBS, J. I. RADY and HERMAN GROSS who are also officers and/or directors of National Linen.

Two \$10,000 loans were made to United Linen Service Company on December 28, 1951, and September 18, 1952, and repaid on December 31, 1951, and September 26, 1952, respectively.

A note of Galland Linen Service in the amount of \$30,000 at the First National Bank, Atlanta, Georgia, was taken over by National Linen on March 31, 1947.



AT 60-149.

(B) Texas Linen Service Corporation.-- (Linen Service Corporation  
of Texas)

Texas Lines Service Corporation, 445 Highland Avenue, N. E., Atlanta, Georgia, (charter amended and name changed to Linen Service Corporation of Texas, December 3, 1948), was organized by National Linen and its charter filed and granted by the State of Delaware on October 10, 1938, with an authorized capital of 400,000 shares of common stock of no par value, and 4,000 shares of preferred stock of no par value.

Prior to the filing of the charter the following subscription (all subscribers affiliated with National Linen) were made to its common stock:

| <u>Name</u>  | <u>No. of Shares</u> |
|--|----------------------|
| National Linen Service Corporation   | 165,791              |
| B. C. McClellan, Chairman of the Board<br>of National Linen Service<br>Corporation                             | 5,212                |
| I. M. Weinstein, President of National<br>Linen Service Corporation  | 12,886               |
| J. B. Jacobs, Executive-Vice President of<br>National Linen Service Corporation                                | 13,234               |
| A. J. Weinberg, Vice-President and Treasurer<br>of National Linen Service<br>Corporation                       | 13,272               |
| Sidney W. souers, Director, and Chair-<br>man of Finance Committee of<br>National Linen Service<br>Corporation | 6,000                |
| S. H. Vicknair, Secretary and Assistant<br>Treasurer of National Linen<br>Service Corporation                  | 315                  |
| George W. Robertson, Director of National<br>Linen Service Corporation   | 200                  |



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| <u>Name</u>  | <u>No. of Shares</u> |
|--|----------------------|
| Herman Gross, Manager Atlanta Branch                                       | 767                  |
| J. H. Weinberg, Manager Birmingham, Alabama<br>Branch for himself and wife | 3,045                |
| Sam Zinkow, Manager Miami, Florida Branch                                  | 1,231                |
| Wm. Valloft, Manager, New Orleans, Louisiana<br>Branch                     | 535                  |
| John B. Goss, Manager Winston-Salem, North<br>Carolina Branch              | 664                  |
| Maurice N. Weinstein, Sales Manager  | 2,104                |
| Herbert J. Haas, General Counsel   | 2,000                |

The common stock of no par value was sold at \$1.00 per share and the amount of these subscriptions by individuals represented an equal number of shares owned by these persons in National Linen. The number of shares thus to be issued was 92,744 shares.

National Linen made the following additional purchases of common stock of Linen Service Corporation of Texas at \$1.00 per share:

|                       |                |
|-----------------------|----------------|
| (1) July 5, 1939      | 90,000 shares  |
| (2) October 23, 1939  | 125,000 shares |
| (3) February 28, 1940 | 100,000 shares |

National Linen from 1938 through 1940 purchased a total of 480,791 shares of common stock of Linen Service Corporation of Texas at \$1.00 per share.

In 1939 a registration statement was filed with the Securities and Exchange Commission by Linen Service Corporation of Texas for the sale of 400,000 shares of common stock. By amendment, the number of shares to be sold was subsequently reduced to 250,000 shares. After the effective date of the registration, each stockholder of Linen Service Corporation of Texas, other than National Linen, was permitted to purchase at \$1.00 per share, eleven additional shares of common stock of the corporation for each twenty-five shares owned. The remainder was offered to employees and the public generally. A total of 199,995 shares were sold from May, 1939 to June, 1939.



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During the ensuing years until 1947 when the corporation merged with National Linen, Linen Service Corporation of Texas, expanded its operation in the States of Texas and Oklahoma by acquisition of numerous linen businesses. One A. M. GROSS, now deceased, acting as agent for Linen Service Corporation of Texas, was instrumental in the purchase of several companies absorbed by Linen Service Corporation of Texas. WARE advised in this regard that GROSS (apparently portraying himself as an individual buyer to operate his own business) had successfully closed deals where owners had previously refused to sell to National Linen or Linen Service Corporation of Texas.

In 1939, ~~5,000 shares of common stock were delivered to GROSS in~~ payment of services rendered to Linen Service Corporation of Texas. The above stock was valued at \$5,000.

In 1940, 25 shares of preferred stock were issued to GROSS in payment for services rendered to Linen Service Corporation of Texas. These shares were valued at \$2500.00.

Schedules reflecting the identity of companies purchased by Linen Service Corporation of Texas are set forth on page 62, Section X-A of this report.

Correspondence files, minutes, and related records pertaining to Linen Service Corporation of Texas were reviewed and copies of pertinent records relating to the following matters, which are not being treated individually in this report, have been obtained and made a part of Exhibit # 7 .

- (1) Certificate of Incorporation, dated 10/10/38
- (2) Certificate of Amendment to Certificate of Incorporation regarding change of name of corporation, dated 12/3/38
- (3) Certificate of Amendment to Certificate of Incorporation regarding increase in amount of capital stock, dated 1/28/39
- (4) Certificate of Amendment to Certificate of Incorporation regarding increase in amount of capital stock, dated 12/4/39



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- (5) Certificate of Merger between National Linen and Linen Service Corporation of Texas, dated 2/28/47
- (6) Purchase of Stock of United Linen Supply Company, Los Angeles, California (approximately 99% of this corporation stock presently owned by National Linen)
- (7) Purchase of linen businesses
- (8) Agreements
- (9) ~~Loan of money from National Linen~~
- (10) Liquidation of \$100,000.00 debt to National Linen by issuance of common stock to National Linen
- (11) All documents relating to complete purchase of another business

Three letters dated July 16, 1942, July 31, 1942 and August 8, 1942, from the Trust Company of Georgia, Atlanta, Georgia, transfer agents for Linen Service Corporation of Texas to S. H. VICKNAIR, Secretary-Treasurer of Linen Service Corporation, deal with transfers of the corporation's stock on oral authority of VICKNAIR from one account to another without following the standard procedure in the handling of such transfers. The letters are set forth hereinafter.

"July 18, 1942

"Upon oral authority received from you a few days ago we transferred 20 shares of Linen Service Corporation of Texas preferred stock into the name of Mrs. Carrie L. Gershon, 105 Lauderdale Road, Nashville, Tennessee, and 5 shares into the name of Northwest Linen Company.

"We understand from our conversation of a few minutes ago that the 5 shares which were transferred into the name of Northwest Linen Company should have been transferred to I. M. Weinstein and as requested by you we are reissuing the stock accordingly. The above stock was represented by certificate No. 112 in the name of Northwest Linen Company. You informed us that this certificate No. 11 for 206 shares of the same stock in the name of Northwest Linen Company is scheduled to be presented to us at an early date for transfer.



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"As we advised you by telephone, we are glad to transfer all this stock in accordance with the authorization from you without making the usual requirements of the Northwest Linen Company as to evidence of its corporate authority to have the stock transferred.

"In order that our files may show we transferred this stock on your authorization, kindly sign and return to us the attached copy of this letter.

/s/ "B. L. McConnell  
Trust Officer

- - - - -

"August 8, 1942

"Upon oral authority received from you a few days ago, we transferred 176 shares of Linen Service Corporation of Texas, common stock, into the name of I. M. Weinstein, address of record, and thirty shares in the name of Sam Rosenberg, c/o Rose Printing Company, Tallahassee, Florida. The above mentioned was represented by Certificate No. 1101 in the name of Northwest Linen Company.

"As we advised you by telephone, we are glad to transfer all this stock in accordance with the authorization from you without making the usual requirements of the Northwest Linen Company as to evidence of its corporate authority to have the stock transferred.

"In order that your files may show transfer of this stock on your authorization, kindly sign and return to us the attached copy of this letter.

/s/ "A. D. Boylston, Jr.  
Trust Officer

- - - - -



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"July 31, 1942

"Upon oral authority received from you a few days ago, we transferred 276 shares of Linen Service Corp. of Texas Common Stock into the name of I. M. Weinstein, address of record, and thirty shares into the name of Sam Rosenberg, c.c., Rose Printing Co., Tallahassee, Fla.

"The above stock was represented by certificate #1101 in the name of Northwest Linen Company. You informed us that certificates #2662/2677 for 4,400 shares of the same stock in the name of Northwest Linen Company is scheduled to be presented to us at an early date for transfer.

"As we advised you by telephone, we are glad to transfer all this stock in accordance with the authorization from you without making the usual requirements of the Northwest Linen Company as to evidence of its Corporate authority to have the stock transferred.

"In order that our files may show we transferred this stock on your authorization, kindly sign and return to us the attached copy of this letter.

/s/ "R. L. McConnell  
Trust Officer"



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C. Galland Linen Service Company;  
United Linen Service Company;

Corporate minutes, correspondence and related records of the above companies were not available at National Linen for review.

Records of Galland are reported by P. G. WARE to be in the custody of TEVIS JACOBS, 333 Montgomery Street, San Francisco, California.

Records of United Linen Service Company are in possession of HAROLD LARSON, 602 Walter P. Story Building, 610 South Broadway, Los Angeles, California.



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XIII. AGREEMENTS AND RESTRICTIVE COVENANTS:  
LAW SUITS

A. AGREEMENTS AND RESTRICTIVE COVENANTS

National Linen agreements with sellers in regard to linen businesses purchased have been similar in makeup throughout the years of its existence. Each agreement contains or has attached to it a restrictive covenant signed by the seller which includes the following or similar provisions.

That for a period of ten (10) years from the date of the instrument they will not, for themselves, or on behalf of, or in conjunction with any other person, persons, partnership, or corporation, directly or indirectly, solicit, call for, and/or deliver towel and linen service to any of the customers of \_\_\_\_\_, a list of which customers is attached to the agreement dated \_\_\_\_\_, and made a part of the instrument, nor disclose to any person, persons, partnership, or corporation, the names of the customers on said list, nor the amount of business being done with any of them.

That for a period of ten (10) years from the date of the instrument, they will not, for themselves, or on behalf of, or in conjunction with any other person, persons, partnership, or corporation, directly or indirectly, solicit, divert, or take away any of the customers or business or patronage of party of the second part in the County of \_\_\_\_\_, or in any other County in which parties of the first part have conducted their business, or within a radius of \_\_\_\_\_ miles of \_\_\_\_\_ County.

That for a period of ten (10) years from the date of the instrument, they will not, for themselves, or on behalf of, or in conjunction with any other person, persons, partnership, or corporation, directly or indirectly, engage in any business under the name \_\_\_\_\_ (name of business being bought by National Linen) within a radius of \_\_\_\_\_ miles of said \_\_\_\_\_ County.



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That for a period of ten (10) years from the date of the instrument they will not, directly or indirectly, engage or become interested, financially or otherwise, as officer, director, stockholder, agent, employee, manager, owner, partner, financial backer, or creditor, in the towel and linen service business in \_\_\_\_\_ County; or within a radius of \_\_\_\_\_ miles of said County, except as a stockholder of party of the second part.

The parties to the covenant expressly understand that the obligation of each of the parties executing the restrictive covenant will be several as well as joint, and that the invalidity of any of the undertakings of any one of the said parties executing the restrictive covenant and/or the invalidity of any one of said covenants, shall not affect the validity of the restrictive covenant agreement as to the other party, or the validity of the other covenants of the restrictive covenant agreement and further that the provisions of the contract shall extend to the successors and assigns of National Linen.



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Copies of bills of sale and restrictive covenants relative to the following purchases of business by National Linen have been obtained for future reference and study and are designated as exhibit No. 9:

✓ Connersville Laundry and Dry Cleaners, Inc.  
United Linen Supply Company  
Southern Linen Supply Company  
Independent Linen Company  
McEwen's Linen Supply Company  
Pine Burr Linen Service  
Capital Linen Service Company  
Sunshine Laundry Company, Inc.  
Florida Linen Supply and Columbia Steam Laundry  
Atlanta Linen Supply Company (agreement between HERMAN GROSS and JESSIE GROSS, first party, and I. M. WEINSTEIN and A. J. WEINSHOG, second party.)  
Independent Linen Service Company, Inc., Birmingham, Alabama (Declaration of organization, minutes and related events leading up to purchase by National Linen.)

In addition to the above agreements and restrictive covenants in connection with the purchase of a business, National Linen also obtains restrictive agreements from its employees. Employee agreements in part restrict the employee, after his employment has been terminated for any reason, for a period of from one to three years for himself or on behalf of another person or company, from selling, diverting or taking away customers or business patronage of National Linen or from calling for or delivering towels, etc., to any such customers in a specified territory or for a designated number of miles from a plant, territory, county, or state in which National Linen does business, or to disclose any of the names or addresses of customers served by National Linen.

The above type agreement was in use by National Linen as of 1950.

Files reflect that as of March 1951 PEYTON M. RICHARDSON employed by the Greenville Linen Service (National Linen), Greenville, South Carolina until December 12, 1950, allegedly became affiliated with one JOHN HUTCHINS, laundry superintendent for the Star Laundry and Dry Cleaners, Greenville, South Carolina, to enter the linen supply business in Greenville and that RICHARDSON was soliciting accounts for the proposed new business in the Greenville area as of the above date. One customer of Greenville



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Linen Service reportedly had already been secured in violation of the above restrictive covenant. Violation of the agreement was pointed out by National Linen to RICHARDSON in letter to him dated March 10, 1951 wherein the company also advised him that further action would be taken by National Linen if he did not cease and desist from further violations of his agreement.

A copy of the complete restrictive agreement between National Linen and D. H. HODGES, employee of Atlanta Linen Supply Company, dated March 12, 1930, and EUGENE M. MITCHELL, Atlanta Linen Supply Company, dated March 17, 1937, are representative of employee agreements used by National Linen (exhibit No. 10).

#### B. LAW SUITS

National Linen and/or its officers and directors have been a party to numerous law suits since 1928 and no attempt is being made in this report to identify all suits, however, the following are suits believed to be representative of the type in which the corporation has been involved. Copies of pertinent documents pertaining to these suits have been designated as exhibit No. 11.

1. National Linen vs. Malcolm S. Newman  
Superior Court, Mecklenburg County  
Charlotte, North Carolina - 1948

This suit arose as a result of a contract or agreement between National Linen and NEWMAN (of the general type mentioned above) after NEWMAN left the employment of National Linen and subsequently opened his own business in Charlotte, North Carolina in August 1948.

The judge in this case held that the contract or agreement was too broad both as to territory and as to time.

2. National Linen vs. Dempsey Porter Mahathey  
dba Porter Linen Service, West Palm Beach, Florida

This case is similar in nature to No. 1 above.



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3. Texas Linen Service <sup>not</sup> (affiliated with National Linen)  
vs. Corpus Christi Linen-Service, Inc.  
Civil Action No. 1058 (9-22-52)  
Southern District of Texas, Corpus Christi, Texas

This suit alleges in substance that Corpus Christi Linen Service, Inc., a subsidiary of National Linen, has endeavored to eliminate Texas Linen Service as a competitor by offering long periods of free service, price cutting and price discrimination. As a result of these alleged actions Texas Linen Service claimed damage in the sum of \$30,000.

The final outcome of this case had not been determined as of December 1, 1953 according to T. G. WARE.

4. Daylight Laundry, Inc., Atlanta, Georgia  
vs. T. A. MARTIN, D. C. KNIGHT, National Linen,  
Etal, Fulton County Superior Court, Atlanta,  
Georgia, 1930, Docket 86049

Complete data relative to this suit was not available in files of National Linen, however, the plaintiff's complaint has been obtained and furnishes background data surrounding the early business activities of National Linen and affiliated companies relative to the acquisition of and/or alleged elimination of competitors in Atlanta, New Orleans and the surrounding areas.

The plaintiff charged that National Linen, etc., were planning and scheming to acquire a monopoly of the linen service business in Atlanta and vicinity and in New Orleans, Louisiana and vicinity through contracts, the exchange of stocks and other unlawful and illegal methods. Violations of the Clayton Act were charged. The contracts, agreements and combinations by the Atlanta Laundries, Inc., New Orleans Laundries, Inc., National Linen and the Empire Manufacturing Company were alleged to constitute an illegal combination, trust and conspiracy and restraint of trade and commerce among the several states in violation of the Sherman Antitrust Act.

Final action in this case was not reflected in the files of National Linen.



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5. National Linen vs. PERCY S. STORY  
Circuit Court of 13th Judicial Circuit of -  
Hillsborough County, Florida, Docket 39161-C

This case involves an employee's agreement with National Linen and is similar to No. 1 above under this section. In this case the judge ordered that the defendant be enjoined and restrained in behalf of any person, company, etc. from calling for or delivering towels, etc. or to directly or indirectly solicit or attempt to solicit towel or linen supply business from any person in Hillsborough County, Florida and from using or attempting to use route lists and addresses of customers of National Linen in Hillsborough County, Florida.

6. Alamo Linen Service, Houston, Texas  
vs. National Linen, etal (officers and directors)  
United States District Court, Southern District  
of Texas, Houston, Texas, 6-12-51

In this case the petitioner alleged in substance that National Linen violated the Sherman Antitrust Act in that it aspired to obtain or attempted to obtain a monopoly in the linen service trade in the state of Texas and particularly Houston, Texas in restraint of the free flow of trade. In furtherance of this scheme or plan National Linen allegedly cut its prices below the point at which a normal or reasonable profit could be made. Through such actions followed by teams of salesmen in the Houston area, National Linen worked toward eliminating or buying out its competitors.

The outcome of this case was not determined from available records of National Linen.

7. Mrs. ODILE V. TUCKER vs. National Linen

This case has been in the various courts for several years and has been carried to the Supreme Court of the United States.

No comment relative to the facts of this involved case is being made and it is being referred to in this report for reference purposes. Copies of available briefs filed with the United States Court of Appeals, 5th Circuit (14080) and the Supreme Court of the United States (835) has been designated as exhibit No. 12 of this report.



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XIV. PRICE LIST

✓ Available price lists of National Linen from 1945 to 1953, together with correspondence relating to price lists, were obtained and have been designated as Exhibit #13 of this report.

XV.

~~(1) TRADE ASSOCIATIONS~~

(2) ANNUAL REPORTS TO STOCKHOLDERS  
(National Linen, Linen Service Corporation  
of Texas, United Linen Supply Company,  
Galland Linen Service Company)

(3) FORMS OF CONTRACTS CURRENTLY IN USE WITH CUSTOMERS

(4) CONTRACTS WITH LABOR UNIONS

(See next page)



(1) TRADE ASSOCIATIONS

National Linen is currently a member of the Linen Association of America, Chicago, Illinois.

According to I. M. WEINSTEIN, membership is maintained in this association in order that the corporation may have representation in Washington, D. C. on legislation affecting the linen industry. WEINSTEIN related that National Linen was formerly a member of the Southwestern Linen Supply Association at Dallas, Texas; however, withdrew its membership a few years ago because the corporation was not in agreement with the association's policies.

(2) ANNUAL REPORTS TO STOCKHOLDERS

✓ Annual reports of National Linen from 1936 to 1953, inclusive, together with annual reports of Linen Service Corporation of Texas for the years 1940 through 1946, Galland Linen Service Company for the year 1947, and United Linen Service Company from 1940 through 1948, and for the year 1953, have been obtained and designated as Exhibit 8.

WARE advised he was unable to locate annual reports to stockholders prior to 1936 for National Linen, nor additional reports for the other companies mentioned above.

(3) FORMS OF CONTRACTS CURRENTLY IN USE WITH CUSTOMERS

WARE made available customers' contract forms currently used by Atlanta Linen Service, Atlanta, Georgia; Galland Linen Service, San Francisco, California, and City Linen Service, Los Angeles, California, and all reflect the following agreement substantially:

"We/I \_\_\_\_\_, address \_\_\_\_\_, agree to rent and receive and be responsible for such linens left in my/our possession by loss or by fire and the \_\_\_\_\_ Linen Service agrees to deliver and furnish all of our requirements and needs of our business in the following linen in good laundered conditions, at prices indicated in this contract for one (1) year from date, deliveries to be made weekly or oftener as required. Either party may discontinue the said service after the said period has expired, by giving thirty days written notice to the other, before such period expires, but unless so discontinued, the said contracts shall be renewed for a similar period and on the same terms.



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WARE stated each plant maintains its own individual customer contracts and that the contracts reflecting the individual plant name were of the same general type. WARE commented that the agreement with customers could (actually) be broken at any time by the customers merely be claiming poor, inadequate, or unsatisfactory service by the company. The agreements are not binding or legal under some State laws; however, National Linen still endeavors to obtain the agreements.

✓ The above mentioned contract forms have been included in Exhibit 8 .

(4) CONTRACTS AND LABOR UNIONS

Files reflected no contracts between National Linen and any labor union.

WARE stated, however, service employee groups in various plants were organized and were members of local labor unions.

The following plants currently have employee labor unions, however, National Linen does not have any affiliation with the various group functions as such:

1. Atlanta Linen Service, Atlanta, Ga., 8/9/53 - 8/9/55
2. Birmingham Linen Service, Birmingham, Ala., 9/1/53 - 8/31/55
3. Charlotte Linen Service, Charlotte, N. C., 9/7/53 - 9/7/55
4. Charleston Linen Service, Charleston, S. C., 9/1/53 - 9/1/55
5. Chattanooga Linen Service, Chattanooga, Tenn., 8/2/53 - 8/2/55
6. Greenville Linen Service, Greenville, S. C., 9/7/53 - 9/7/55
7. Jacksonville Linen Service, Jacksonville, Fla., 3/5/53 - 8/15/54
8. Southern Linen Service, Knoxville, Tenn., 5/26/52 - 5/25/54
9. Macon Linen Service, Macon, Ga., Appendix "B" only
10. Louisville Linen Service, Louisville, Ky., 9/7/53 - 9/7/55
11. Montgomery Linen Service, Montgomery, Ala., 4/30/53 - 8/31/54
12. Nashville Linen Service, Nashville, Tenn., 5/26/52 - 4/25/54
13. New Orleans Linen Service, New Orleans, La.
14. Norfolk Linen Service, Norfolk, Va., 6/15/53 - 6/15/54
15. Orlando Linen Service, Orlando, Fla.
16. Savannah Linen Service, Savannah, Ga.
17. Tampa Linen Service, Tampa, Fla.
18. City Linen Service, Los Angeles, Calif. - West Coast Plants



XVI. MISCELLANEOUS

T. G. WARE related in regard to the law suit brought against National Linen by Texas Linen Service in Corpus Christi, Texas, that National Linen gave free service to certain of its own customers to maintain business. He stated that Mr. SMOTHERS, who operates Texas Linen Service, heard that National Linen was sending a sales crew into the area to solicit business and that he immediately began cutting prices. WARE stated that the price structure in Corpus Christi was higher than National Linen's general average price throughout the country. WARE said that National Linen's prices were later cut below Texas Linen Service prices after Texas Linen had started a price war.

SIDNEY H. VICKNAIR, who operates Superior Aluminum Awning Company, Atlanta, Georgia, and whose official association with National Linen was terminated on December 1, 1953, advised during an interview on December 1, 1953, that National Linen had, in the past, given free service in Texas but that the corporation had no set policy in this regard. He said the corporation also maintains restrictive agreements with its customers, but that the agreements in several states actually have no legal effect but are entered into nevertheless for psychological reasons.

NAT LEVINE, Sales Manager of National Linen, stated the corporation has no policy permitting free service to customers. He continued that where a deviation in price may have been made by any plant manager or sales manager, it was done without official sanction of National Linen. From time to time competitors' prices have been met, he said, but a general average price for the corporation's various services is maintained.

It is pointed out in the above regard that LEVINE was appointed Sales Manager of the Corporation's Sales Promotion throughout the country in approximately June, 1953, and by his own statement is not cognizant of the general overall policy for the entire country actually in effect prior to June, 1953.

✓ Designated as Exhibit #14 of this report are documents relating to the Unfair Sales Act, an Anti-Trust Affidavit, and two letters dated October 21, 1948 and October 25, 1948, exchanged between JOE BONOWITZ,



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General Manager of Galland Linen Service, San Francisco, California, and S. H. VICKNAIR, Secretary of National Linen. These letters deal with the purchase of Splendid Linen Supply Company, San Francisco, California, and a restrictive agreement in connection with this purchase.

No specific comment is being made relative to the above, but/are being submitted in further support of this investigation for informational purposes. It is noted that JOE BONOWITZ after a long period of service with National Linen later terminated his association with the corporation. BONOWITZ later operated his own business, doing business as JOE BONOWITZ Linen Service, Incorporated, Chattanooga, Tennessee.

As of November 24, 1952, a law suit was outstanding between National Linen and JOE BONOWITZ, Incorporated, in Chattanooga, Tennessee. Records reflect that National Linen bought out BONOWITZ Linen Service in 1953.

ENCLOSURES TO BUREAU for Department of Justice

| <u>Exhibit No.</u> | <u>Description</u>  | <u>Page of Rept. Referred To</u> |
|--------------------|---|----------------------------------|
| 1                  | (1) Memorandum Regarding Conference<br>Relative to Merger of Southern Linen<br>Supply Co., Atlanta Laundries, Inc. and<br>Laundry and Dry Cleaners, Inc., in Office<br>of SIDNEY W. SOUERS, New Orleans, La.,<br>7/21/28<br>(2) Related Documents<br>(3) Certificate of Incorporation of National Linen   | 9                                |
| 2                  | Schedule of Salesmen, Route Managers and<br>Drivers-  | 16                               |
| 3                  | Box #1 - Two bundles of National Linen<br>Common Stock Accounts numbered 3-1; one<br>bundle National Linen Transfer Ledger<br>Records of 4 $\frac{1}{2}$ % Preferred Stock numbered<br>3-7; one bundle National Linen Transfer<br>Records of the National Bank of Commerce,<br>New Orleans, La., Certificate #368 through<br>750 for period 7/14/33 to 8/31/37, numbered<br>3-5 | 44                               |



(Continued Exhibit #3)

One bundle National Linen Closed Account Records for  $4\frac{1}{2}\%$  Preferred Stock numbered 3-7A; National Linen Active Accounts for  $4\frac{1}{2}\%$  Preferred Stock as of 11/1/53 numbered 3-7B; One bundle National Linen Transfer Records of Canal Bank and Trust Company, New Orleans, Louisiana, Certificate #1 through 367 for period 11/16/28 to 4/13/33, numbered 3-5

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~~Box #2 - Two bundles National Linen Active~~  
Common Stock Accounts as of 11/1/53 numbered 3-2A and 3-2B

Box #3 - One bundle of Linen Service Corp. of Texas Common and Preferred Stock Accounts numbered 3-4; One bundle of National Linen Voting Trust Certificate Accounts numbered 3-3; One bundle of National Linen Closed Accounts for 5% Preferred Stock (A) numbered 3-6A; One bundle of National Linen Transfer Ledger Records for 5% Preferred Stock (B) numbered 3-6B; One bundle of National Linen Active Accounts for 5% Preferred Stock (B) as of 11/1/53 numbered 3-6C; One bundle of National Linen Active Accounts for 5% Preferred Stock (A) as of 11/1/53 numbered 3-6D; One bundle of National Linen Transfer Records for 5% Preferred Stock (A) numbered 3-6E

Box #4 - 24 rolls of exposed and developed microfilm pertaining to photographed records pertaining to investigation set forth in this report; One bundle of \$7.00 Preferred Stock of National Linen



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One copy each of minutes of quarterly meeting of Board of Directors dated 10/19/43 regarding National Linen authorization for S. H. VICKNAIR and wife to purchase Linen Service Co. of Atlanta, Ga., etc.; One copy of minutes of Board of Directors dated 2/24/45 regarding exercise of option to acquire Linen Service Company from VICKNAIR; National Linen resolution to buy 7,000 shares of Galland Mercantile Laundry Company from I. M. WEINSTEIN being purchased by him, at any time, reflected by minutes of Board of Directors meeting 4/17/45

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Copies of four letters of complaint to (1) Raleigh Linen Service, Raleigh, N.C. dated 3/22/50 (2) National Linen Service Corporation dated 2/25/48 (3) I. M. WEINSTEIN, National Linen Service Corporation dated 5/10/49 (4) United Linen Company, Los Angeles, California dated 3/27/47

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One copy each of (1) Minutes of Finance Committee Meeting (Special) dated 11/20/46 regarding \$80,000 loan to Galland Linen Service Company (2) Minutes of Board of Directors Meeting, 7/15/47 regarding proposal to merge Galland Linen with National Linen (3) Minutes of Board of Directors meeting dated 4/17/45 regarding National Linen participation in purchase of 7,000 shares of Galland Linen Company stock (4) Minutes of Board of Directors meeting dated 4/18/39, 1/18/40 and 7/10/41 regarding loans and purchase of Linen Service Corp. of Texas stock (5) Minutes of Special meeting of Finance Committee dated 10/24/38 regarding National Linen loan of \$165,791 from C & S Bank, Atlanta, Ga., for payment of subscription to Linen Service Corp. of Texas stock

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Copies of Pertinent Documents relating  
to Linen Service Corp. of Texas

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- (1) Certificate of Incorporation
- (2) Certificate of Amendment of  
Certificate of Incorporation re  
Change of Corporate name
- (3) Certificate of Amendment of Certificate  
of Incorporation re increase in Capital  
Stock
- (4) Certificate of Amendment of Certificate  
of Incorporation re increase in Capital  
Stock
- (5) Certificate of Merger with National  
Linen
- (6) Agreement between Aetna Holding Co.  
and Linen Service Corp. of Texas to  
purchase common stock, etc.
- (7) Authorization to borrow \$50,000 from  
National Linen
- (8) Liquidation of \$100,000 debt to National  
Linen
- (9) Letters from Trust Company of Georgia,  
Atlanta, Ga., to Linen Service Corp.  
of Texas re oral authorization from  
corporate officer to transfer corporate  
stock from one account to another

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Annual Reports to Stockholders of (1) National 99, 100  
Linen 1936 to 1953, (2) Linen Service Corp. of  
Texas 1940 to 1946, (3) United Linen Supply  
Company 1940 to 1948 also 1953 and, (4) Galland  
Linen Service Company for the year 1947. (5) One  
customer contract form used by (A) Atlanta Linen  
Service, Atlanta, Ga., (B) City Linen Service,  
Los Angeles, California, (C) Galland Linen  
Service, San Francisco, California



|    |   |     |
|----|---|-----|
| 9  | Copies of Representative Bills of Sale and Restrictive Covenants relative to purchases of business by National Linen from eleven companies  | 94  |
| 10 | One copy of Company Restrictive Agreement between (A) D. H. HODGES, employee of Atlanta Linen Supply Company dated 3/12/30 and (B) EUGENE M. MITCHELL, employee of Atlanta Linen Supply Company dated 3/17/37   |     |
| 11 | One copy each of six representative suits between National Linen and competitors or former employees  | 95  |
| 12 | One copy of Brief -- Supreme Court of U. S. #835; Brief -- U. S. Court of Appeals #14080 and Reply Brief -- U. S. Court of Appeals #14080 and Law Suit of Mrs. ODILE V. HUBERT TUCKER vs. National Linen  | 97  |
| 13 | National Linen Price Lists and related correspondence 1947-1953   | 98  |
| 14 | One copy each of documents: (1) Letter from JOE BONOWITZ to S. H. VICKNAIR, Secretary, National Linen, dated 10/21/48; (2) Letter from S. H. VICKNAIR to JOE BONOWITZ dated 10/25/48; (3) Antitrust affidavit; (4) Unfair Sales Act (letter from JOSEPH F. HAAS to T. G. WARE, National Linen, dated 11/25/52 | 101 |



AT 60-149

ADMINISTRATIVE PAGE

In regard to S. H. VICKNAIR, former Secretary and a Director of National Linen who operates Aluminum Awning Company, Atlanta, Georgia, and who resides in Long Beach, Mississippi, and JOE BONOWITZ, Chattanooga, Tennessee, formerly manager of Galland Linen Service and later owner of JOE BONOWITZ Linen Service, Incorporated, Chattanooga, Tennessee, it is recommended that the advisability of interviews of both men concerning National Linen and its policies and activities be considered and possibly discussed with the Department. From the interview with VICKNAIR as of the date his duties as Director of National Linen were terminated on February 1, 1953, and from BONOWITZ' experiences as an employee and manager of National Linen as well as a competitor, it would appear logical that information of value may be readily available through them.

This case has been placed in a pending status in accordance with Bureau instructions in referenced letter to Atlanta dated September 28, 1953.

It should be noted that I. M. WEINSTEIN, President and Director of National Linen, died at his residence in Atlanta, Georgia on February 13, 1954.

L E A D

ATLANTA DIVISION

AT ATLANTA, GEORGIA

Will conduct such other investigation as the Bureau or the Department may request.

This case should remain in a pending status in accordance with Bureau instructions as reflected in Bureau letter to Atlanta dated 9/28/53, until further notice from the Bureau.

*Per Chattanooga tel. directory*

*Mar. 1954:*

- 107 -

*Joe Bonowitz*

*1317 Woodhill Dr.*

*tel # 63098*



AT 60-149

REFERENCES: Bulet to Atlanta dated 9/28/53.  
Report of SA EDWARD T. KASSINGER, Atlanta, dated 10/1/53.  
Atlanta let to Bureau dated 10/29/53.  
Atlanta let to Bureau dated 10/30/53.  
Atlanta tel to Bureau dated 11/3/53.  
Letter to Atlanta dated 11/5/53.  
New Orleans let to Bureau dated 11/6/53.  
Atlanta airtel to Bureau dated 11/13/53.  
Bureau airtel to Atlanta dated 11/16/53.  
Atlanta let to Bureau dated 12/1/53.  
Atlanta let to Bureau dated 1/1/54.



## ROUTING SLIP

FD-4

(5-12-52)

Date March 17, 1954

Memo To: Director, FBI (60-4325)

|                         |                                      |
|-------------------------|--------------------------------------|
| <u>SAC</u>              | Title: <u>NATIONAL LINEN SERVICE</u> |
| <u>ASAC</u>             | <u>CORP., ET AL.</u>                 |
| <u>Supervisor</u>       | <u>ANTITRUST</u>                     |
| <u>Agent</u>            |                                      |
| <u>Steno</u>            |                                      |
| <u>Clerk</u>            |                                      |
| <u>Chief Clerk</u>      |                                      |
| <u>Special Employee</u> | File No. <u>AT 60-149</u>            |

ACTION DESIRED

|                             |                              |
|-----------------------------|------------------------------|
| <u>Assign to</u>            | <u>Open Case</u>             |
| <u>Acknowledge</u>          | <u>Prepare Tickler</u>       |
| <u>Bring File</u>           | <u>Reassign to</u>           |
| <u>Call Me</u>              | <u>Recharge serials</u>      |
| <u>See Me</u>               | <u>Search and Return</u>     |
| <u>Correct</u>              | <u>Send serials</u>          |
| <u>Delinquent</u>           | <u>to</u>                    |
| <u>Expedite</u>             | <u>Submit new charge-out</u> |
| <u>File</u>                 | <u>Submit report by</u>      |
| <u>Leads need attention</u> | <u>Type</u>                  |
| <u>Read, Initial and</u>    | <u>Return Serials</u>        |
| <u>Return</u>               |                              |

Undeveloped leads in your district awaiting attention.  
Rerep SA J. DOYLE WILLIAMS, Atlanta, 3/15/54.

Following Invest. period inadvertently not included in rerep:

3/5,6,8,12/54

Request reports be amended to reflect above.  
Atlanta copies amended.

*Consolidation*  
S.A.C. H. O. HAWKINS  
Office Atlanta

(In intra office use return this with notation as to action taken or explanation.)



FEDERAL BUREAU OF INVESTIGATION  
FOI/PA  
DELETED PAGE INFORMATION SHEET  
FOI/PA# 1259131-0

Total Deleted Page(s) = 21  
Page 4 ~ Referral/Consult;  
Page 5 ~ Referral/Consult;  
Page 6 ~ Referral/Consult;  
Page 7 ~ Referral/Consult;  
Page 8 ~ Referral/Consult;  
Page 9 ~ Referral/Consult;  
Page 10 ~ Referral/Consult;  
Page 12 ~ Referral/Consult;  
Page 17 ~ Referral/Consult;  
Page 18 ~ Referral/Consult;  
Page 19 ~ Referral/Consult;  
Page 20 ~ Referral/Consult;  
Page 21 ~ Referral/Consult;  
Page 22 ~ Referral/Direct;  
Page 98 ~ Referral/Consult;  
Page 99 ~ Referral/Consult;  
Page 100 ~ Referral/Consult;  
Page 101 ~ Referral/Consult;  
Page 102 ~ Referral/Consult;  
Page 106 ~ Referral/Consult;  
Page 107 ~ Referral/Consult;

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FEDERAL BUREAU OF INVESTIGATION  
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FOI/PA# 1204215-1

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Page 19 ~ Referral/Consult;  
Page 20 ~ Referral/Consult;  
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## Office Memorandum • UNITED STATES GOVERNMENT

TO : MR. D. M. LADD

DATE: 1/18/46

FROM : Mr. E. G. Fitch

SUBJECT: REAR ADMIRAL SIDNEY WILLIAM SOUERS,  
UNITED STATES NAVAL RESERVE

|                |   |
|----------------|---|
| Mr. Tolson     | ✓ |
| Mr. E. A. Tamm |   |
| Mr. Clegg      |   |
| Mr. Coffey     |   |
| Mr. Glavin     |   |
| Mr. Ladd       |   |
| Mr. Nichols    |   |
| Mr. Rosen      |   |
| Mr. Tracy      |   |
| Mr. Carson     |   |
| Mr. Egan       |   |
| Mr. Gurnea     |   |
| Mr. Pennington |   |
| Mr. Quinn Tamm |   |
| Tele. Room     |   |
| Mr. Nease      |   |
| Miss Beahm     |   |
| Miss Gandy     |   |

Rear Admiral Souers, born in Dayton, Ohio, March 30, 1892, was graduated from Miami University, Oxford, Ohio, where he received the degree of Bachelor of Arts. Appointed a Lieutenant Commander in the United States Naval Reserve on April 29, 1929, he subsequently progressed in grade until his promotion as Rear Admiral, November 2, 1945, to rank from December 18, 1943. It should be pointed out that there was considerable controversy at the time Admiral Souers went up for Rear Admiral. You might remember that a list of prospectives was submitted to Congress not including any Naval Reserve officers. The President commented and inquired of the Navy Department why no Reservists were included when he believed that some certainly must be qualified. Upon resubmission of the list of eligibles, Admiral Souers was included.

From 1932 until July, 1940, Rear Admiral Souers was Senior Intelligence Officer at St. Louis, Missouri, handling duties involving investigations, the development of the intelligence organization, the procurement of officers, and public relations. Called to active duty on July 22, 1940, he was designated the Assistant District Intelligence Officer, Ninth Naval District, Great Lakes, Illinois. On February 3, 1942, he was transferred to duty as District Intelligence Officer, Sixth Naval District, Charleston, South Carolina, serving in that assignment until October 4, 1942, when he became District Intelligence Officer, Tenth Naval District, San Juan, Puerto Rico, and Intelligence Officer of the Caribbean Sea Frontier.

On July 24, 1944, Rear Admiral Souers reported to the Office of the Chief of Naval Operations, Navy Department, Washington, D. C., for assignment to intelligence duties and was assigned duty as Assistant Director, Office of Naval Intelligence. On November 8, 1945, Rear Admiral Souers was designated Deputy Chief of Naval Intelligence.

Rear Admiral Souers is entitled to the American Defense Service Medal, the American Area Campaign Medal, the World War II Victory Medal, and has the Naval Reserve Medal (ten years meritorious service).

His official address is 5841 Devonshire Street, St. Louis, Missouri.

In civil life, Rear Admiral Souers was Executive Vice-President and Director, General American Life Insurance Company, St. Louis, Missouri; Director and Chairman, Finance Committee, National Linen Service Corporation, Atlanta, Georgia; Chairman of Board, Linen Service Corporation of Texas, Houston, Texas; Executive, Delta Realty Company (cotton farming), Catron, Missouri. Previously, he was Director, The Aviation Corporation, New York; Director, Coca Cola Bottling Company, Chicago, Illinois; Executive Vice-President and Director, Canal Bank & Trust Company, New Orleans, Louisiana; President, Piggly Wiggly Stores, Incorporated, Memphis, Tennessee.

CDM:ems

52 FEB

1946

*This man is the one now  
in line to head World Intelligence.*  
K



June 7, 1946

Personal

Rear Admiral Sidney W. Souers  
Director of Central Intelligence  
National Intelligence Authority  
New War Department Building  
Washington, D. C.

Dear Admiral Souers:

I noted today the designation by the President of General Vandenberg to succeed you as the Director of Central Intelligence. I did want to write you this personal note to tell you how sorry I am to learn of your decision to leave this very important post. I know that in General Vandenberg there will be a worthy successor. However, your departure from this position will be a great loss. In the months that you have headed this new project you have made a great contribution to what I hope will be a sound and comprehensive coverage of the foreign intelligence field. While it was not my privilege to know you before you assumed this office, I can very frankly state that in you I have found a public servant of unselfish devotion and one who has the capacity to rise above the pettiness that so often intrudes in the administration of Government, particularly in a project as delicate as the direction of foreign intelligence.

I am therefore very sorry, indeed, that there will come at last a termination of our official relationship but I want you to feel that personally you will carry with you my very best wishes and my very sincere and wholesome respect. If I can at any time be of any service to you in any way please do not hesitate to let me know.

With expressions of my very best regards and highest esteem, I am

Sincerely,

31 JUN 13 1946

Mr. Tolson  
Mr. E. A. Tamm  
Mr. Clegg  
Mr. Glavin  
Mr. Ladd  
Mr. Nichols  
Mr. Rosen  
Mr. Tracy  
Mr. Carson  
Mr. Egan  
Mr. Gurnea  
Mr. Harbo  
Mr. Hendon  
Mr. Pennington  
Mr. Quinn Tamm  
Mr. Nease  
Miss Gandy

By messenger  
10:40 am - 6-13-46

JEH:HOB 50 JUN 18 1946 BY SPECIAL MESSENGER



## Office Memorandum • UNITED STATES GOVERNMENT

TO : The Director .

DATE: July 22, 1946

FROM : D. M. Ladd

SUBJECT: *Sidney W. Souers*

Admiral Souers called me at 4:30 p.m. today with reference to his earlier request for an appointment to see you on Tuesday. I informed him you were out of the city and would not return until the latter part of the week. I asked him for an address to which you could forward the autographed photograph which he had requested, and he asked that it be forwarded c/o General American Life Insurance Company, 1501 Locust Street, St. Louis, Missouri.

|                |  |
|----------------|--|
| Mr. Tolson     |  |
| Mr. E. A. Tamm |  |
| Mr. Clegg      |  |
| Mr. Glavin     |  |
| Mr. Ladd       |  |
| Mr. Nichols    |  |
| Mr. Rosen      |  |
| Mr. Tracy      |  |
| Mr. Carson     |  |
| Mr. Egan       |  |
| Mr. Gurnea     |  |
| Mr. Harbo      |  |
| Mr. Hendon     |  |
| Mr. Pennington |  |
| Mr. Quinn Tamm |  |
| Tele. Room     |  |
| Mr. Nease      |  |
| Miss Beahm     |  |
| Miss Gandy     |  |

DML:cmw

53 AUG 8 1946

RECORDED

162-80295-8

19 JUL 26 1946

EX-21



## Office Memorandum • UNITED STATES GOVERNMENT

TO : The Director

DATE: July 19, 1946

FROM : D. M. Ladd

SUBJECT:

*Sidney W. O.*

Admiral Souers, formerly head of the National Intelligence Authority, called me this afternoon and stated he would like to ask a favor of you. He stated that he had enjoyed very much working with you while he was in Washington and that he was returning to private life. Admiral Souers advised that he was leaving town early Wednesday morning and before leaving he would like very much to have an autographed photograph of yourself. He stated that if possible he would like to drop in sometime on Tuesday, shake hands with you for just two minutes and to pick up the autographed photograph.

I told him that you were out of the city, but I would convey the request to you and that I was sure you would be happy to give him an autographed photograph. He stated that he would call me on Monday to find out whether you would be back in the city, in order that he might drop in for "not more than two minutes" sometime when it was convenient on Tuesday.

DML:cmw

|                |  |
|----------------|--|
| Mr. Tolson     |  |
| Mr. E. A. Tamm |  |
| Mr. Clegg      |  |
| Mr. Glavin     |  |
| Mr. Ladd       |  |
| Mr. Nichols    |  |
| Mr. Rosen      |  |
| Mr. Tracy      |  |
| Mr. Carson     |  |
| Mr. Egan       |  |
| Mr. Gurnea     |  |
| Mr. Harbo      |  |
| Mr. Hendon     |  |
| Mr. Pennington |  |
| Mr. Quinn Tamm |  |
| Tele. Room     |  |
| Mr. Nease      |  |
| Miss Beahm     |  |
| Miss Gandy     |  |

RECORDED 62-80275-9  
F B I

31 JUL 30 1946

*Admiral Souers*  
*50 AUG 15 1946*  
*BRM:16*  
*154*

*DA*  
*En-25*  
*W*  
*W*

*W*  
*W*



①

1944-1945

I do wish that you could have seen your way clear to continue on in the position which you so capably filled and which I believe would have been ultimately brought to a successful culmination to the benefit of the security of our country.

With every good wish,

Sincerely,

Sincerely,  
S/ Edgar Hoover

Mr. Tolson ✓  
Mr. E. A. Tamm ✓  
Mr. Clegg ✓  
Mr. Glavin ✓  
Mr. Ladd ✓  
Mr. Nichols ✓  
Mr. Rosen ✓  
Mr. Tracy ✓  
Mr. Carson ✓  
Mr. Egan ✓  
Mr. Gurnea ✓  
Mr. Harbo ✓  
Mr. Hendon ✓  
Mr. Pennington ✓  
Mr. Quinn Tamm ✓  
Mr. Nease ✓  
Miss Gandy ✓

**RECEIVED**  
FBI  
**RECORDED**  
EX -

100-80295-10  
1B 1B II  
30 AUG 2 1946

EX - 50

Photo detached in  
Director's office

51 AUG 68





Federal Bureau of Investigation  
United States Department of Justice

St. Louis (1), Missouri  
August 9, 1946

PERSONAL

Mr. J. Edgar Hoover  
Director  
Federal Bureau of Investigation  
Washington, D. C.

Dear Mr. Hoover:

Admiral Sidney W. Souers called me today by telephone stating that he is in St. Louis for a very short time enroute to Asheville, North Carolina, and that he plans after a vacation to return to Atlanta, Georgia, where his principal financial interests are located. He states also that he will maintain a residence in St. Louis and will be here part of the time because of his position with the General American Life Insurance Company. Prior to entering the Navy, he was Executive Vice-President of the General American Life Insurance Company here in St. Louis. He had been in the Naval Reserve, and upon entering duty he was the first person to head ONI in St. Louis.

*Recommendation*

He spoke very complimentary of you and was most sincere in his comments about your administration of the affairs of the Bureau. He said he had a great deal of admiration for you and the personnel of the Bureau and he had told the President that the FBI must be supported to the fullest extent at all times. He also stated that President Truman had made very complimentary remarks about your administration of the Bureau. He stated that in his opinion the FBI is the most important organization in our Government at this time because of the splendid work they are doing in connection with the internal security of this country. He said that he received a letter from you upon leaving Washington which was most highly appreciated, and that you had been kind enough to furnish him with an autographed photograph. He said that during the time he was in the Navy he was most fortunate to have such close contact with the Bureau and its personnel.

He has always been highly cooperative with the St. Louis Office of the Bureau and has called at the office on a number of occasions. When he first became head of ONI in St. Louis, I met with him weekly to discuss intelligence matters.

In view of his very friendly attitude, I thought you would be interested in his comments.



COPIES DESTROYED  
169 NOV 13 1964

SEP 6 1946

GEN:hml

Very truly yours,

G. B. Norris  
Special Agent in Charge

|                |   |
|----------------|---|
| Mr. Tolson     | ✓ |
| Mr. E. A. Tamm | ✓ |
| Mr. Clegg      | ✓ |
| Mr. Glavin     | ✓ |
| Mr. Ladd       | ✓ |
| Mr. Nichols    | ✓ |
| Mr. Rosen      | ✓ |
| Mr. Tracy      | ✓ |
| Mr. Carson     | ✓ |
| Mr. Egan       | ✓ |
| Mr. Gurnea     | ✓ |
| Mr. Harbo      | ✓ |
| Mr. Hendon     | ✓ |
| Mr. Pennington | ✓ |
| Mr. Quinn Tamm | ✓ |
| Mr. Nease      | ✓ |
| Miss Gandy     | ✓ |

CARBON HAS BEEN ROUTED. HDE



September 1, 1947

Rear Admiral Sidney W. Souers  
Wardman Park Hotel  
2663 Woodley Road, N.W.  
Washington, D. C.

My Dear Admiral:

It was a real pleasure to learn of your recent appointment to the position of Executive Secretary of the National Security Council.

I want to take this opportunity to express to you my congratulations and the hope that you will be most successful and happy in your new assignment.

With best wishes and kind regards,

Sincerely,

J. Edgar Hoover

LLL:EHV

G.I.R.T.

RECORDED

62-86295-15

RECORDED

EX-44

|                |  |
|----------------|--|
| Mr. Tolson     |  |
| Mr. E. A. Tamm |  |
| Mr. Clegg      |  |
| Mr. Glavin     |  |
| Mr. Ladd       |  |
| Mr. Nichols    |  |
| Mr. Rosen      |  |
| Mr. Tracy      |  |
| Mr. Egan       |  |
| Mr. Gurnea     |  |
| Mr. Harbo      |  |
| Mr. Mohr       |  |
| Mr. Pennington |  |
| Mr. Quinn Tamm |  |
| Tele. Room     |  |
| Mr. Nease      |  |
| Miss Gandy     |  |

COMMUNICATIONS SECTION  
MAILED 3  
SEP 2 - 1947 P.M.  
FEDERAL BUREAU OF INVESTIGATION  
U. S. DEPARTMENT OF JUSTICE

SEP 17 1947

282



September 18, 1947

① Souers, Sidney W.

MEMORANDUM FOR MR. TOLSON  
MR. TAMM  
MR. LADD

10:45am

Admiral Sidney Souers telephoned me to thank me for my letter on his appointment as Executive Secretary of the National Security Council. He indicated that he would have a small staff, and stated that he wanted a group of outstanding, well qualified individuals. He went on to state that he wasn't going to have anyone that didn't "stand well" with the Bureau.

When he asked whom he should contact to make informal checks with the Bureau, I told him that he should have someone in his office get in touch with Mr. Ladd when he wants anything done, and we would take care of it immediately.

Very truly yours,

J. E. H.

John Edgar Hoover  
Director

JEH:JMH

SE 13

RECORDED  
&  
INDEXED

162-80295-16  
F B I  
34 SEP 19 1947

|                 |
|-----------------|
| SENT FROM D. O. |
| TIME 12:45 PM   |
| DATE 9-18-47    |
| BY [Signature]  |

SEP 26 1947 195

Mr. Tolson  
Mr. E. A. Tamm  
Mr. Clegg  
Mr. Glavin  
Mr. Ladd  
Mr. Nichols  
Mr. Rosen  
Mr. Tracy  
Mr. Carson  
Mr. Egan  
Mr. Gurnea  
Mr. Harbo  
Mr. Mohr  
Mr. Pennington  
Mr. Quinn Tamm  
Tele. Room  
Mr. Nease  
Miss Gandy



NATIONAL SECURITY COUNCIL  
WASHINGTON

September 18, 1947

|                |   |
|----------------|---|
| Mr. Tolson     | ✓ |
| Mr. E. A. Tamm | ✓ |
| Mr. Clegg      | ✓ |
| Mr. Glavin     | ✓ |
| Mr. Ladd       | ✓ |
| Mr. Nichols    | ✓ |
| Mr. Rosen      | ✓ |
| Mr. Tracy      | ✓ |
| Mr. Egan       | ✓ |
| Mr. Gurnea     | ✓ |
| Mr. Harbo      | ✓ |
| Mr. Mohr       | ✓ |
| Mr. Pennington | ✓ |
| Mr. Quinn Tamm | ✓ |
| Mr. Nease      | ✓ |
| Miss Gandy     | ✓ |

Honorable J. Edgar Hoover  
Director  
Federal Bureau of Investigation  
Department of Justice Building  
Washington 25, D. C.

Dear Mr. Hoover:

It was a pleasure to find your very kind letter awaiting me on my arrival in Washington. Your congratulations and good wishes are greatly appreciated.

One of the pleasures I find in serving in Washington is the opportunity it gives me to work closely with you and your splendid organization.

With best wishes and warmest personal regards,

Sincerely yours,

*Sidney W. Sowers*  
Sidney W. Sowers

62-80295-17

RECORDED  
EX-6

SEP 24 1947

*[Handwritten signature/initials]*

13 51 OCT 3 1947 286



## Office Memorandum • UNITED STATES GOVERNMENT

TO : D. M. LADD

FROM : E. G. Fitch

SUBJECT: NATIONAL SECURITY COUNCIL  
ADMIRAL SIDNEY W. SOUERS

DATE: 10/25/47

Mr. Tolson \_\_\_\_\_  
 Mr. E. A. Tamm \_\_\_\_\_  
 Mr. Clegg \_\_\_\_\_  
 Mr. Glavin \_\_\_\_\_  
 Mr. Ladd \_\_\_\_\_  
 Mr. Nichols \_\_\_\_\_  
 Mr. Rosen \_\_\_\_\_  
 Mr. Tracy \_\_\_\_\_  
 Mr. Carson \_\_\_\_\_  
 Mr. Egan \_\_\_\_\_  
 Mr. Gurnea \_\_\_\_\_  
 Mr. Harbo \_\_\_\_\_  
 Mr. Hendon \_\_\_\_\_  
 Mr. Pennington \_\_\_\_\_  
 Mr. Quinn Tamm \_\_\_\_\_  
 Tele. Room \_\_\_\_\_  
 Mr. Nease \_\_\_\_\_  
 Miss Beahm \_\_\_\_\_  
 Miss Gandy \_\_\_\_\_

This is to advise that the Office of the Executive Secretary of the National Security Council has moved from Room 224, Old State Department Building, to Room 216½, Old State Department Building, and that the telephone extension of Admiral Souers is now Executive 7491, Extension 473.

CC: Reading Room  
Communications Section

JFD:rhr

RECORDED

INDEXED

162-800-95-18  
F B II  
32 OCT 28 1947

EX-11

7-18-19

1947/19

R450



OFFICE OF DIRECTOR  
FEDERAL BUREAU OF INVESTIGATION  
UNITED STATES DEPARTMENT OF JUSTICE

Record of Telephone Call or Visitor

Mr. Tolson ☒  
Mr. E. A. Tamm ☒  
Mr. Clegg ☒  
Mr. Glavin ☒  
Mr. Ladd ☒  
Mr. Nichols ☒  
Mr. Rosen ☒  
Mr. Tracy ☒  
Mr. Egan ☒  
Mr. Gurnea ☒  
Mr. Harbo ☒  
Mr. Jones ☒  
Mr. Mohr ☒  
Mr. Pennington ☒  
Tele. Room ☒  
Mr. Nease ☒  
Miss Holmes ☒  
Miss Gandy ☒

*Returned call.*  
*Slone*  
XX. Admiral Souers

called--phoned thru White House  
operator

Phone No. \_\_\_\_\_

Hour 4:10 PM Date January 23, 1948

REMARKS

When advised of the Director's absence from the office he requested the Director to return his call upon the Director's return to the office. The Admiral declined to speak to an assistant.

RECORDED

162-80295-19  
F B I

EX-100

31 JAN 26 1948

rgk

71 JAN 29 1948



Miami, Florida  
December 22, 1949

Dear Admiral Sidney W. Sowers  
Wardman Park Hotel  
2600 Woodley Road, N. W.  
Washington, D. C.

My dear Admiral:

Missy Ladd has just told me on the tele-  
phone of your call and I am sorry not to have been  
in town to talk with you and to extend my congratu-  
lations on your new position. We all are very  
happy that it does not take you away from Washington  
and that we will still have the privilege and  
pleasure of seeing you from time to time.

Wishing you a very Merry Christmas and  
the best of everything in the New Year, I am

Sincerely,

John F. Edgar, Director  
Hailed by the Director

Mr. Tolson \_\_\_\_\_  
Mr. Clegg \_\_\_\_\_  
Mr. Glavin \_\_\_\_\_  
Mr. Ladd \_\_\_\_\_  
Mr. Nichols \_\_\_\_\_  
Mr. Rosen \_\_\_\_\_  
Mr. Tracy \_\_\_\_\_  
Mr. Egan \_\_\_\_\_  
Mr. Gurnea \_\_\_\_\_  
Mr. Harbo \_\_\_\_\_  
Mr. Mohr \_\_\_\_\_  
Mr. Pennington \_\_\_\_\_  
Mr. Quinn Tamm \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Mr. Nease \_\_\_\_\_  
Miss Gandy \_\_\_\_\_

JEH:HWC:tch

Address and salutation per Reading Room.



OFFICE OF DIRECTOR  
FEDERAL BUREAU OF INVESTIGATION  
UNITED STATES DEPARTMENT OF JUSTICE

Date July 24 1950 Time 4:40PM

Admiral Sidney Souers

tele thru operator White House

Phone No. \_\_\_\_\_

Mr. Tolson ✓  
Mr. Ladd ✓  
Mr. Clegg \_\_\_\_\_  
Mr. Glavin \_\_\_\_\_  
Mr. Nichols ✓  
Mr. Rosen \_\_\_\_\_  
Mr. Tracy \_\_\_\_\_  
Mr. Harbo \_\_\_\_\_  
Mr. Belmont \_\_\_\_\_  
Mr. Jones \_\_\_\_\_  
Mr. Mohr \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Mr. Nease \_\_\_\_\_  
Miss Holmes \_\_\_\_\_  
Miss Gandy \_\_\_\_\_

## REMARKS

When advised of the Director's absence from the City the Admiral consented to speak to the Acting Director. After checking he was referred to Mr. Ladd, who will advise the Director.

RECORDED - 6

CC-Mr. Ladd

tch.

G. I. R. -2

62-10295-21

JUL 26 1950

37

FILE

R141  
63 AUG 10 1950



# Office Memorandum • UNITED STATES GOVERNMENT

TO : THE DIRECTOR

DATE: FROM : D. M. Ladd *DL*

August 25, 1950

SUBJECT: ADDRESS BY ADMIRAL SOUERS BEFORE NATIONAL ACADEMY

Tolson \_\_\_\_\_  
 Ladd \_\_\_\_\_  
 Clegg \_\_\_\_\_  
 Glavin \_\_\_\_\_  
 Nichols \_\_\_\_\_  
 Rosen \_\_\_\_\_  
 Tracy \_\_\_\_\_  
 Harbo \_\_\_\_\_  
 Mohr \_\_\_\_\_  
 Tele. Room \_\_\_\_\_  
 Nease \_\_\_\_\_  
 Gandy \_\_\_\_\_

I called Admiral Souers on August 24th and extended to him on your behalf an invitation to address the graduating class of the National Academy on Friday, September 29th. Admiral Souers stated he was afraid he was not a good enough speaker and indicated that the President had commented in the past that he was the only one of his advisers who kept in the background. I told him to the contrary that you thought he would make a very good talk and were very anxious to have him address this Academy session. He asked for time to think it over. *Sp-10-*

Subsequently, on the afternoon of August 25th, Admiral Souers called me and stated he had mentioned the invitation to the President, who had been very complimentary of the FBI Training Academy and stated he thought it was a very fine school. He told Admiral Souers to go right ahead. *nl*

In this regard Admiral Souers stated there was only one thing that might interfere, and that was that the President for some time had been considering sending him abroad, but there was nothing definite about this. Admiral Souers therefore indicated that he would like very much to accept the invitation. He suggested that Mr. Nichols get in touch with Pat Coyne with reference to the details of the talk.

Mr. Clegg and Mr. Nichols have both been advised.

DML:CSH

*DL* **RECORDED**  
**SEP 11 1950**

RECORDED - 81

INDEXED - 81

62-80295-22  
SEP 6 1950  
3

52 SEP 11 1950



h  
Mr. M. Joseph Lynch

August 31, 1950

Director, FBI

GRADUATION EXERCISES  
45th SESSION, FBI NATIONAL ACADEMY  
SEPTEMBER 29, 1950

①  
Admiral Sidney W. Souers, Special Consultant to the President, has accepted an invitation to address the graduating class of the FBI National Academy on September 29, 1950. It is desired that you arrange to escort Admiral Souers to the graduation exercises and that you and he be in Conference Room C at the rear of the Auditorium by 10:15 A. M. on September 29. PTO -

JSR:mjp  
mjp

RECORDED - 25

62-80395-23  
SEP 1 1950  
FBI  
RECEIVED DIRECTOR  
FBI  
SEP 1 1950

MAILED 2  
SEP 5 1950  
COMM - FBI

1 22  
Tolson  
Ladd  
Clegg  
Glavin  
Nichols  
Rosen  
Tracy  
Harbo  
Belmont  
Mohr  
Tele. Room  
Nease  
Gandy

28 SEP 13 1950



August 28, 1950

PERSONAL AND CONFIDENTIAL  
VIA SPECIAL MESSENGER

Rear Admiral Sidney W. Souers  
Special Consultant to the President  
Executive Office Building  
Washington, D. C.

My dear Admiral:

It was a real pleasure for me to learn that you will be with us on Friday, September 29, 1950, to deliver the graduation address on the occasion of the graduation of the Forty-fifth Session of the FBI National Academy. The ceremonies will be held in the Departmental Auditorium located on Constitution Avenue between Twelfth and Fourteenth Streets, N. W., and will begin promptly at 10:30 A. M.

By way of background, I wish to advise that the FBI National Academy was established by this Bureau on July 29, 1935, for the purpose of affording training to selected representatives of state, county and local law enforcement agencies. The primary purpose of the Academy is to train these officers to become police instructors and police executives. The course of training lasts for a period of twelve weeks and three such courses are held yearly. With the graduation of the 56 members of the Forty-fifth Session, there will be 2,252 graduates.

I assure you that the members of the present session of the Academy as well as the personnel of the FBI feel deeply honored because of your acceptance to deliver the graduation address. If there is any further information which you would like to have, I would be pleased to have a representative of this Bureau call upon you.

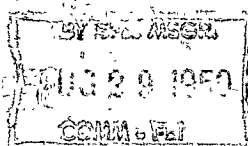
With expressions of my highest esteem and best regards,

Sincerely yours,

J. Edgar Hoover

JSR:mjp

Tolson \_\_\_\_\_  
Ladd \_\_\_\_\_  
Clegg \_\_\_\_\_  
Glavin \_\_\_\_\_  
Nichols \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tracy \_\_\_\_\_  
Harbo \_\_\_\_\_  
Belmont \_\_\_\_\_  
Mohr \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Nease \_\_\_\_\_  
Gandy \_\_\_\_\_





October 3, 1950

PERSONAL AND CONFIDENTIAL  
VIA SPECIAL MESSENGER

Rear Admiral Sidney E. Souers  
Special Consultant to the President  
Executive Office Building  
Washington, D. C.

My dear Admiral:

Attached are four photographs taken during and after the Graduation Exercises of the 45th Session of the FBI National Academy, September 29, 1950. I thought you might like to have these as a memento of the occasion.

With expressions of my highest esteem and best regards,

Sincerely,  
J. Edgar Hoover

RECORDED - 4

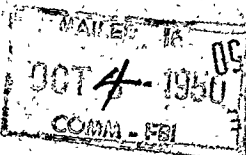
EX-100

OCT 6 1950

Enclosure - photographs showing: 1- Souers addressing the exercises, 2- Souers, the Director, Oursler and Father Lloyd, 3- Souers, the Director and Oursler, 4- Souers, the Director, Goodwin and Oursler.

REW:ehh:mab

Tolson \_\_\_\_\_  
Ladd \_\_\_\_\_  
Clegg \_\_\_\_\_  
Glavin \_\_\_\_\_  
Nichols \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tracy \_\_\_\_\_  
Harbo \_\_\_\_\_  
Belmont \_\_\_\_\_  
Mohr \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Nease \_\_\_\_\_  
Gandy \_\_\_\_\_



OCT 3 5 27 PM '50  
U.S. DEPT. OF JUSTICE  
COMM - FBI

55 OCT 16 1950



September 29, 1950

W  
Rear Admiral Sidney W. Souers  
Special Consultant to the President  
Executive Office Building  
Washington, D. C.

My dear Admiral:

It was a real pleasure for all of us to have you address the graduating class of the FBI National Academy this morning. I thought your remarks were very timely and of extreme interest to the entire audience. We, of course, feel honored by your participation in our graduation exercises, and I know that the members of the graduating class, as well as all other persons present this morning, will long remember your splendid address.

With expressions of my highest esteem and best regards,

Sincerely yours,

J. Edgar Hoover

JSR:lls

RECORDED - 58

2 OCT 1 1950

RECEIVED OCT 1 1950

62-80295-226  
OCT 6 1950

RECEIVED READING ROOM  
OCT 13 1950

SEP 29 1 08 PM '50

U.S. DEPT. OF JUSTICE

MAILED 12  
SEP 29 1950  
COMM - FBI

Tolson \_\_\_\_\_  
Ladd \_\_\_\_\_  
Clegg \_\_\_\_\_  
Glavin \_\_\_\_\_  
Nichols \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tracy \_\_\_\_\_  
Harbo \_\_\_\_\_  
Belmont \_\_\_\_\_  
Mohr \_\_\_\_\_  
Tele. Room \_\_\_\_\_

OCT 13 1950



THE WHITE HOUSE  
WASHINGTON

|             |                                     |
|-------------|-------------------------------------|
| Mr. Tolson  | <input checked="" type="checkbox"/> |
| Mr. Ladd    | <input checked="" type="checkbox"/> |
| Mr. Clegg   | <input checked="" type="checkbox"/> |
| Mr. Glavin  | <input checked="" type="checkbox"/> |
| Mr. Nichols | <input checked="" type="checkbox"/> |
| Mr. Rosen   | <input checked="" type="checkbox"/> |
| Mr. Tracy   | <input checked="" type="checkbox"/> |
| Mr. Harbo   | <input checked="" type="checkbox"/> |
| Mr. Belmont | <input checked="" type="checkbox"/> |
| Mr. Mohr    | <input checked="" type="checkbox"/> |
| Tele. Room  | <input checked="" type="checkbox"/> |
| Mr. Nease   | <input checked="" type="checkbox"/> |
| Miss Gandy  | <input checked="" type="checkbox"/> |

October 11, 1950

Dear Mr. Hoover:

I have received your kind and thoughtful communication of October 3, 1950, enclosing the several photographs which were taken at the recent graduation exercises of the F.B.I. National Academy.

I shall cherish these photographs, not only as a memento of the occasion, but also as a reminder of my enjoyable association over the years with you and your associates in the F.B.I.

Please accept my expressions of highest esteem and best regards.

Sincerely yours,

  
SIDNEY W. SOUERS

Honorable J. Edgar Hoover, Director  
Federal Bureau of Investigation  
United States Department of Justice  
Washington 25, D. C.

RECORDED - 116  
OCT 13 1950

58 OCT 20 1950



THE WHITE HOUSE  
WASHINGTON

October 3, 1950

|                |   |
|----------------|---|
| Mr. Tolson     | ✓ |
| Mr. [redacted] | ✓ |
| Mr. Clegg      | ✓ |
| Mr. Glavin     | ✓ |
| Mr. Nichols    | ✓ |
| Mr. Rosen      | ✓ |
| Mr. Tracy      | ✓ |
| Mr. Harbo      | ✓ |
| Mr. Belmont    | ✓ |
| Mr. Mohr       | ✓ |
| Tele. Room     | ✓ |
| Mr. Nease      | ✓ |
| Miss Gandy     | ✓ |

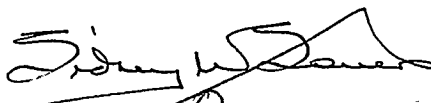
Dear Mr. Hoover:

I am most appreciative of the kind comments contained in your letter of September 29, 1950 concerning my participation in the recent graduation exercises of the F.B.I. National Academy.

Being deeply cognizant of the exemplary contributions which you, the F.B.I. and the National Academy are constantly making to the nation's security and the cause of law enforcement, I felt especially privileged in being invited to address the Academy on that occasion.

Please accept my expressions of highest esteem and best regards.

Sincerely yours,

  
SIDNEY W. SOUERS

Honorable J. Edgar Hoover, Director  
Federal Bureau of Investigation  
U. S. Department of Justice  
Washington 25, D. C.

RECORDED - 102

OCT 17 1950

EX-26

52 NOV 1 1950

162-60295-128  
PERS. FILES



## Office Memorandum • UNITED STATES GOVERNMENT

TO : Mr. Nichols

DATE: October 3, 1950

FROM : M. A. Jones

SUBJECT: REAR ADMIRAL SIDNEY W. SOUERS  
ADDRESS: 45TH SESSION, FBI NATIONAL ACADEMY  
PUBLICITY

|            |                                     |
|------------|-------------------------------------|
| Tolson     | <input checked="" type="checkbox"/> |
| Ladd       | <input type="checkbox"/>            |
| Clegg      | <input type="checkbox"/>            |
| Glavin     | <input checked="" type="checkbox"/> |
| Nichols    | <input checked="" type="checkbox"/> |
| Rosen      | <input type="checkbox"/>            |
| Tracy      | <input type="checkbox"/>            |
| Harbo      | <input type="checkbox"/>            |
| Belmont    | <input type="checkbox"/>            |
| Mohr       | <input type="checkbox"/>            |
| Tele. Room | <input type="checkbox"/>            |
| Nease      | <input type="checkbox"/>            |
| Gandy      | <input type="checkbox"/>            |

In connection with your memo to Mr. Tolson dated October 2, 1950, commenting on Pat Coyne's request for newspaper clippings on Admiral Souers' address, we have located the local press comment and also that in the New York Times and New York Herald Tribune. This is all we have located at Washington newstands. Thirteen other representative and regional papers were checked but did not carry the story in their September 30, 1950 issues. Sunday papers, for the most part are sold out. Nothing has appeared in Communist papers. We have located no editorial comment to date.

To assure complete coverage it is suggested the attached teletype be sent to thirteen offices requesting submission of wire service or local mention of Souers' remarks. If we do not do this, since the field does not submit clippings of wire stories, it is my feeling we will have little other than that obtained to date to present to Mr. Coyne.

Attachment

REW:mcq

G. I. R. -7

RECORDED - 30

NOV 2 1950

58 NOV 6 1950

10-4

19

I don't think we should do this

I agree.

Not sent; all copies destroyed

B&H-4



## Office Memorandum • UNITED STATES GOVERNMENT

TO : MR. TOLSON

DATE: October 10, 1950

FROM : L. B. NICHOLS

SUBJECT:

✓  
Tolson ✓  
Ladd ✓  
Clegg ✓  
Glavin ✓  
Nichols ✓  
Rosen ✓  
Tracy ✓  
Harbo ✓  
Belmont ✓  
Mohr ✓  
Tele. Room ✓  
Nease ✓  
Gandy ✓

You will recall that Pat. Coyne asked that we furnish clippings reflecting the coverage of Admiral Souers' address before the National Academy Graduation Exercises on September 29.

At the time Mr. Coyne made this call, I told him that we would not receive clippings which emanated as a result of the wire service coverage as such clippings were not sent to the Bureau but that we would be on the lookout for clippings. You will recall that it was felt undesirable to ask 13 offices to send clippings covering the Graduation Exercises.

I talked to Coyne and told him that we had not received clippings from the field, that obviously the papers had carried the wire service version of Admiral Souers' speech but that we did have clippings from the New York and Washington papers.

Mr. Coyne stated that he had those and we could forget the matter. He did ask if the Daily Worker or any other Communist papers had made reference to the speech.

I told him that we had been watching for this and that no reference had been made.

LBN:mb

RECORDED - 30

62-80295-30  
NOV 2 1950

CRIM. DIV.

58 NOV 6 1950



## Office Memorandum • UNITED STATES GOVERNMENT

TO : MR. TOLSON

FROM : L. B. NICHOLS

SUBJECT:

DATE: Oct. 2, 1950

Tolson ☒

Ladd ☐

Clegg ☐

Glavin ☐

Nichols ☒

Rosen ☒

Tracy ☐

Harbo ☐

Mohr ☐

Tele. Room ☐

Nease ☐

Gandy ☐

*Sidney W.*  
 Pat ~~Boyer~~ called. Admiral ~~Souers~~ is very much interested in the type of coverage given his speech and Pat wondered if we would have any clippings. I told Pat we did not require the field to send in clippings on news stories emanating from Washington carried on the news service tickers but we would check and let them know if we received any clippings although I knew the story was given pretty good coverage.

He also stated the Admiral would be interested in knowing if the Daily Worker or any of the Communist newspapers made any reference to the speech. I have asked Mr. Jones to start checking on this.

LBN:FML

CC - Mr. Jones

RECORDED - 30

INDEXED - 30

comply

H. J.

NOV 2 1950

OCT 5

OCT 23

memo to Tolson  
 10/10/50  
 LBN  
 JND

58 NOV 6 1950



November 15, 1950

①  
Rear Admiral Sidney W. Souers  
Special Consultant to the President  
Executive Office Building  
Washington, D. C.

My dear Admiral:

It gives me a great deal of pleasure to  
enclose a copy of the November issue of our employees  
magazine the Investigator as I thought you might like  
to see the photograph and item that appear on page  
twenty-seven.

With expressions of my highest esteem and  
best regards,

RECORDED - 22

62-10295-32  
Sincerely yours,

NOV 18 1950

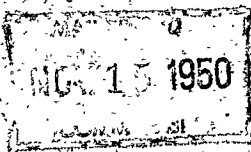
49

J. Edgar Hoover

Enclosure

Photograph issue of the Investigator, 1950

62-10295-32



NOV 15 3 32 PM '50

U.S. DEPT. OF JUSTICE

FBI

RECEIVED

- Mr. Tolson
- Mr. Ladd
- Mr. Clegg
- Mr. Glavin
- Mr. Nichols
- Mr. Rosen
- Mr. Tracy
- Mr. Harbo
- Mr. Belmont
- Mr. Mohr
- Tele. Room
- Mr. Nease
- Miss Gandy

RECEIVED  
FBI  
NOV 15 2 41 PM '50  
U.S. DEPT. OF JUSTICE  
L.R. 4



THE WHITE HOUSE  
WASHINGTON

November 16, 1950

My dear Mr. Hoover:

I am very appreciative of your kind letter of November 15, 1950 with which you so thoughtfully enclosed the November issue of the Investigator containing the picture which was taken of us following the recent graduation exercises of the F.B.I. National Academy.

In addition to expressing my thanks for this memento I wish to commend you and your associates on your publication of such a fine magazine which, I am sure, contributes to the excellent esprit de corps which I have observed consistently in F.B.I. personnel.

With warmest regards,

Sincerely,

  
SIDNEY W. SOUERS

The Honorable J. Edgar Hoover, Director  
Federal Bureau of Investigation  
United States Department of Justice  
Washington, D. C.

G. I. R. -7

RECORDED - 17

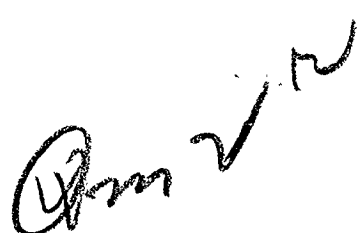
59 DEC 1 1950

EX-76

NOV 22 1950

24

|             |   |
|-------------|---|
| Mr. Tamm    | ✓ |
| Mr. Ladd    | ✓ |
| Mr. Clegg   | ✓ |
| Mr. Glavin  | ✓ |
| Mr. Nichols | ✓ |
| Mr. Rosen   | ✓ |
| Mr. Tracy   | ✓ |
| Mr. Harbo   | ✓ |
| Mr. Belmont | ✓ |
| Mr. Mohr    | ✓ |
| Tele. Room  | ✓ |
| Mr. Nease   | ✓ |
| Miss Gandy  | ✓ |



162-80295-33



December 2, 1950

Dear Admiral Sidney V. Sowers  
Special Consultant to the President  
Executive Office Building  
Washington, D. C.

My dear Admiral:

I am delighted to enclose three copies  
of the December, 1950, issue of our FBI Law En-  
forcement Bulletin.

There is presented on page nine of this  
issue a portion of your address delivered on the  
occasion of the graduation exercises of the Forty- a  
fifth Session of the FBI National Academy on Sep-  
tember 29, 1950.

It is a pleasure to make these enclosures  
available to you.

RECORDED - 17

DEC 7 1950

With expressions of our highest esteem and  
best regards,

Sincerely yours,

J. Edgar Hoover

Enclosure

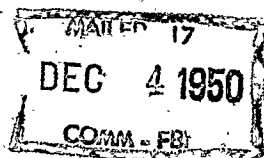
ARA:cht

NOTE: Address and closing per Reading Room.

REC'D - Tolson's Office

Tolson  
Ladd  
Clegg  
Glavin  
Nichols  
Rosen  
Tracy  
Harbo  
Belmont  
Mohr  
Tele. Room  
Nease  
Gandy

59 DEC 10 1950



DEC 2 4 02 PM '50  
RECEIVED READING ROOM  
F B I  
U. S. DEPT. OF JUSTICE



W

THE WHITE HOUSE  
WASHINGTON

December 6, 1950

Dear Mr. Hoover:

I have before me your kind letter of December 2, 1950, enclosing several copies of the December issue of the FBI Law Enforcement Bulletin, which contain excerpts from the address which I delivered on the occasion of the recent graduation exercises of the FBI National Academy. 8-10-1

I am deeply appreciative of your thoughtfulness in making these enclosures available to me. At the same time, after reviewing the various articles contained therein, I wish to commend you on your regular publication of a periodical of this type for I am sure that it is of inestimable value to all levels of law enforcement.

With kind personal regards,

Sincerely,

*127 6/50  
no action  
12/8/50*

*[Signature]*  
SIDNEY W. SOUERS

The Honorable J. Edgar Hoover, Director  
Federal Bureau of Investigation  
United States Department of Justice  
Washington, D. C.

RECORDED - 78

162-80295-35  
DEC 9 1950

EX-116

51 DEC 13 1950

|             |   |
|-------------|---|
| Mr. Tolson  | ✓ |
| Mr. Ladd    | ✓ |
| Mr. Clegg   | ✓ |
| Mr. Glavin  | ✓ |
| Mr. Nichols | ✓ |
| Mr. Rosen   | ✓ |
| Mr. Tracy   | ✓ |
| Mr. Harbo   | ✓ |
| Mr. Belmont | ✓ |
| Mr. Mohr    | ✓ |
| Tele. Room  | ✓ |
| Mr. Nease   | ✓ |
| Miss Gandy  | ✓ |



cc: Mr. Ladd  
Mr. Belmont  
Mr. Dooley

February 8, 1951

PERSONAL AND CONFIDENTIAL  
BY SPECIAL MESSENGER

Rear Admiral Sidney W. Souers  
Special Consultant to the President  
Executive Office Building  
Washington, D. C.

My dear Admiral:

I thought the President and you  
might be interested in the attached material

[Redacted]

With expressions of my highest esteem  
and best regards,

Sincerely yours,  
J. Edgar Hoover

RECORDED - 95  
Enclosure

FEB 10 1951

AED:esb

RECEIVED  
FEB - 8 1951  
COMM-FBI

5 FEB 24 1951

RECEIVED  
FBI  
U.S. DEPT. OF JUSTICE  
FEB 8 10 22 AM '51



## Office Memorandum • UNITED STATES GOVERNMENT

TO : THE DIRECTOR

DATE: May 28, 1951

FROM : D. M. Ladd

SUBJECT:

Sidway W.

While discussing other matters with Admiral Souers today, he brought up the question as to whether the Bureau hadn't, on occasions, received information concerning irregularities on the part of Government operations over and beyond violations of Federal Statutes. He stated what he had in mind was instances like the Vice President of the Republic Steel Company serving the Government as a dollar-a-year man and in conjunction with his operations on a Government board, either NSRB (National Security Resources Board) or a similar agency, making a contract whereby Republic Steel would have an opportunity to allocate more steel to the automobile industry. He stated that the President was very much concerned about possible unethical practices in various Government agencies in view of the tremendous spending program. He stated that the President has often expressed a desire for some committee like the Old Truman Watchdog Committee who used to keep President Roosevelt advised in advance of possible scandals; that the President had been hesitant to ask the FBI to make any check inasmuch as it is his opinion that the Bureau should investigate primarily where there was a Federal violation.

I told Admiral Souers that when the Bureau received any information of this nature, we usually advised the Attorney General of the facts.

The Admiral inquired whether it would be possible to informally advise him of such instances. He further stated that in the event it was possible there might be rare occasions when he on behalf of the President would want to ask the Bureau to make a very discreet check on activities of this nature.

*we should of course do this if requested*

Admiral Souers asked me to call this to your attention and give it some thought and he would give it further thought and might talk to you some time about it.

RECOMMENDATION

I would recommend that in the event we receive any such information, that at the time it is sent to the Attorney General by memorandum, that a blind memorandum be prepared for delivery through Liaison to Admiral Souers on an informal basis.

RECORDED - 109

162-80295-37

JUN 9 1951

all papers  
in Security Div  
DML:daa  
5/31/51  
6/5/51  
6/6/51

adm Souers adm

JUN 13 1951

Agree

5728

J.H.

5-31-51  
Memo to Sec. Chief  
JUN 13 1951  
Re



## Office Memorandum • UNITED STATES GOVERNMENT

TO : THE DIRECTOR

DATE:

FROM : D. M. Ladd *DL*

June 5, 1951

SUBJECT:

|            |  |
|------------|--|
| Tolson     |  |
| Ladd       |  |
| Clegg      |  |
| Glavin     |  |
| Nichols    |  |
| Rosen      |  |
| Tracy      |  |
| Harbo      |  |
| Belmont    |  |
| Mohr       |  |
| Tele. Room |  |
| Nease      |  |
| Gandy      |  |

*Sidney M.*  
I returned Admiral Souers' call. He stated he was anxious to come over at your convenience to sit down and chat with you. He is anxious to have a chance to discuss the mechanics by which he can request certain inquiries on the part of the Bureau from time to time, on behalf of the President. Admiral Souers asked that I get this message to you, and he would appreciate an opportunity to drop in to "think out loud" with you about this matter.

I indicated to the Admiral that you were out of town and I did not know exactly when you would return.

DML:CSH

*I can see him  
tomorrow morning  
if that is convenient  
for him.*

RECORDED - 109

EX. - 52

62-80295-38  
JUN 9 1951  
13

*The Ladd  
checked  
for*

*CRIMINAL*

185  
56 JUN 13 1951



DO-6

OFFICE OF DIRECTOR  
FEDERAL BUREAU OF INVESTIGATION  
UNITED STATES DEPARTMENT OF JUSTICE

June 5, 1951

*Sidney W*  
Mr. Ladd called Admiral Souers and he will be in your office to see you at 11:15 tomorrow morning. He indicated that he is going to bring Pat Coyne with him.

The appointment was not made earlier since the Admiral is to see the President at 10:00.

GAN

Mr. Tolson \_\_\_\_\_  
Mr. Ladd \_\_\_\_\_  
Mr. Clegg \_\_\_\_\_  
Mr. Glavin \_\_\_\_\_  
Mr. Nichols \_\_\_\_\_  
Mr. Rosen \_\_\_\_\_  
Mr. Tracy \_\_\_\_\_  
Mr. Harbo \_\_\_\_\_  
Mr. Alden \_\_\_\_\_  
Mr. Belmont \_\_\_\_\_  
Mr. Laughlin \_\_\_\_\_  
Mr. Jones \_\_\_\_\_  
Mr. Mohr \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Mr. Nease \_\_\_\_\_  
Miss Holmes \_\_\_\_\_  
Miss Gandy \_\_\_\_\_

RECORDED - 109 | 62-80295-39

JUN 9 1951

13

EX. - 52

56 JUN 13 1951

*cc*  
ORIGINAL  
*[Signature]*



July 3, 1951

My dear Admiral,

I have just learned of your illness and the fact that you have been receiving treatment at the Naval Hospital.

May I extend a wish for your speedy recovery.

With kind personal regards,

Sincerely,

J. Edgar Hoover

Rear Admiral Sidney W. Souers  
Naval Hospital  
Bethesda, Maryland

(Original rewritten to place address in accordance with Bureau regulations - per Reading Room) PC

DML:dad

Tolson  
Ladd  
Clegg  
Glavin  
Nichols  
Rosen  
Tracy  
Harbo  
Belmont  
Mohr  
Tele. Room  
Nease  
Gandy

U.S. DEPT. OF JUSTICE  
FBI  
RECEIVED READING ROOM

RECORDED - 107

COMM-FBI  
JUL 11 1951  
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JUL 11 1951

61 JUL 26 1951



THE WHITE HOUSE  
WASHINGTON

July 16, 1951

My Dear Edgar:

Your kind note was received while I was at the hospital, and I sincerely appreciate your thoughtfulness.

I am coming along in fine shape and hope shortly to be back on the job.

With warmest personal regards,

Sincerely,

*Sidney*

SIDNEY W. SOUERS

The Honorable J. Edgar Hoover, Director  
Federal Bureau of Investigation  
United States Department of Justice  
Washington 25, D. C.

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162-80295-41

JUL 25 1951

18

EX-141

62 AUG 3 1951

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|                   |
|-------------------|
| Mr. Tolson.....   |
| Mr. Ladd.....     |
| Mr. Clegg.....    |
| Mr. Glavin.....   |
| Mr. Nichols.....  |
| Mr. Rosen.....    |
| Mr. Tracy.....    |
| Mr. Harbo.....    |
| Mr. Aiden.....    |
| Mr. Belmont.....  |
| Mr. Laughlin..... |
| Mr. Mohr.....     |
| Tele. Room.....   |
| Mr. Nease.....    |
| Miss Gandy.....   |

*25/12*

*Robert*

*W.H.*

*DR*

*5/11*



## Office Memorandum • UNITED STATES GOVERNMENT

TO : Mr. Ladd *DL*

FROM : G. H. Scatterday *GH*  
*Sidney B*

SUBJECT: VISIT OF ADMIRAL SOUERS  
 SEPTEMBER 19, 1951

DATE: September 18, 1951

Tolson \_\_\_\_\_  
 Ladd \_\_\_\_\_  
 Clegg \_\_\_\_\_  
 Glavin \_\_\_\_\_  
 Nichols \_\_\_\_\_  
 Rosen \_\_\_\_\_  
 Tracy \_\_\_\_\_  
 Harbo \_\_\_\_\_  
 Belmont \_\_\_\_\_  
 Mohr \_\_\_\_\_  
 Tele. Room \_\_\_\_\_  
 Nease \_\_\_\_\_  
 Gandy \_\_\_\_\_

At 3:55 p.m. Mrs. McClanahan in the Director's Office telephonically advised that in connection with the visit of Admiral Souers to the Director tomorrow that the Director desired a memorandum on information in the Bureau's files concerning George M. Elsey, who was to accompany Admiral Souers. Mrs. McClanahan advised that the only background information available is that Elsey is an Administrative Assistant to the President and was very active in the Navy during the last war.

At 4:00 p.m. I advised Mr. Keay of the Director's request, instructing him to expedite this memorandum.

ACTION

For your information.

GHS:kmb

*kmb*ADDENDUM (GHS:kmb)

I telephonically advised Mr. Keay that this memorandum must be prepared by 9:00 a.m. tomorrow.

RECORDED - 38

INDEXED - 38

EX-79

SEP 21 1951

18

162-80295-42

*SEP*



## Office Memorandum • UNITED STATES GOVERNMENT

TO : The Director

DATE: September 18, 1951

FROM : Mr. Ladd *DL/V*SUBJECT: SUMMARY FOR DISCUSSION OF CRIMINAL SITUATION  
WITH ADMIRAL SOUERS AND MR. GEORGE ELSEY*Sidney*

|            |                                     |
|------------|-------------------------------------|
| Tolson     | <input checked="" type="checkbox"/> |
| Ladd       | <input checked="" type="checkbox"/> |
| Clegg      | <input checked="" type="checkbox"/> |
| Glavin     | <input checked="" type="checkbox"/> |
| Nichols    | <input checked="" type="checkbox"/> |
| Rosen      | <input checked="" type="checkbox"/> |
| Tracy      | <input checked="" type="checkbox"/> |
| Tele. Room | <input checked="" type="checkbox"/> |
| Nease      | <input checked="" type="checkbox"/> |
| Gandy      | <input checked="" type="checkbox"/> |

There is attached hereto a summary memorandum which you may wish to use in connection with your discussion with Admiral Souers and Mr. George Elsey, Assistant to the President, about the criminal situation. Broadly the memorandum points out the primary responsibility of local law enforcement over crime conditions which currently exist. It also points out that there is no need for a national police force and that there should be increased enforcement on a local level rather than a usurpation of State police powers by the Federal Government. This memorandum sets forth a number of instances wherein the FBI is now aiding local authorities and contains numerous suggestions whereby local law enforcement agencies may better cope with the problems in their communities.

There is also attached hereto a memorandum prepared by Mr. Clegg relating to police training and police conferences containing suggestions with reference to the expansion of the National Academy and other training programs of the Bureau. The information from this memorandum of Mr. Clegg's has been incorporated in and made a part of the main memorandum which is attached hereto.

Attachments

DML:jh:rt

112  
ENCL  
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EX-115

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September 18, 1951

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RE: CRIMINAL SITUATION

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# APPENDIX I

REPORT OF THE AMERICAN BAR ASSOCIATION  
COMMISSION ON ORGANIZED CRIME  
CONCLUSIONS AND RECOMMENDATIONS  
DATED SEPTEMBER 1, 1951



APPENDIX II

RECOMMENDATIONS OF THE SPECIAL COMMITTEE  
TO INVESTIGATE ORGANIZED CRIME  
IN INTERSTATE COMMERCE  
THIRD INTERIM REPORT, MAY 1, 1951

APPENDIX III

TABULATION OF POLICE SALARIES AND THEIR  
COMPARISON WITH OTHER SALARIES



I  
INTRODUCTION



September 18, 1951

FOR DISCUSSION  
RE CRIMINAL SITUATION

I. INTRODUCTION

A false picture has been permitted to arise in the United States today--a picture which erroneously portrays the conception that the Federal Government is responsible for the crime wave which currently exists in this country.

The Constitution of the United States grants to the Federal Government certain limited powers. These include the power to legislate, prosecute, and to adjudicate crimes relating to these delegated powers granted under the Constitution. By virtue of Article 10 of the Constitution the limitation of these powers is clearly outlined for "powers not delegated to the United States by the Constitution, nor prohibited by it to the States, are reserved to the States respectively, or to the people." The primary responsibility for the suppression and control of crime, therefore, rests with the States.

The American system of law enforcement is based on the mutual cooperation of national, state and local agencies, each working within the democratic framework of government. This nation has no need for a national police force. The present system of law enforcement, national, state and local, is the best system. The peace officer must be the servant of the people--protecting their interests and responding to their will. The law enforcement agency must be an integral part of the community. Otherwise, the American system of democratic government would be defiled.

The Final Report of the Special Committee to Investigate Organized Crime in Interstate Commerce (Kefauver Committee, 8-31-51, report) clearly enunciates the responsibility for the suppression of crime on a local level. It stated in its general observations that "The committee's study of selected samples of medium-size cities was necessarily less spectacular than in the large cities, but a vitally important fact was established, namely, that the same pattern of crime conditions found in the large cities exists in Main Streets throughout America. Crime must be attacked at the local level and it is from the local level that the committee has received a flood of pleas for information, guidance, and help."

Typical examples are:

1. The Miami area described by the Kefauver Committee in the following language: "The principal activity of organized criminal groups in the Miami area at the time of the committee hearings



was gambling.\*\*\*\*\* Testimony disclosed that the largest organized bookmaking operation in the Miami area was conducted by the S. and G. Syndicate, a group of five local bookmakers. \*\*\*\*\* By 1948, this business, according to its own books, controlled concessions at 200 hotels and grossed over \$26,500,000 in bets."

2. The same committee in this report stated, "The largest bookmaking operations in the St. Louis area was the Carroll-Mooney enterprise operated from 318 Missouri Avenue, East St. Louis, Illinois. Its annual volume of bets might reasonably be approximated at \$20,000,000."
3. As to the crime conditions in New York, the hearings, according to the committee report, covered "many facets, including the links between crime and politics, crime on the waterfront, large scale bookmaking and gambling operations, narcotics racketeering, operations at the Roosevelt Raceway, gambling conditions in Saratoga, and links between gambling in New York and New Jersey."

In further support of the same contention, the Commission on Organized Crime of the American Bar Association issued a report on September 1, 1951, and stressed the need for concentration on the problems of controlling organized crime at the State and local levels.

The wide powers granted to State and local law enforcement agencies are in definite contrast to the limited jurisdiction of the FBI. The FBI obtains its jurisdiction from specific Federal Statutes enacted by the Congress. Its jurisdiction is limited to the investigation of these specific violations outlined in the Federal Statutes. In the absence of a specific Federal Statute, the FBI, therefore, is not authorized to conduct any investigation of what is strictly a local violation. There are, however, many cooperative functions designed for the purpose of coordinating and assisting State and local law enforcement agencies in the more efficient administration of their local law enforcement obligations. Illustrative of these has been the establishment of the FBI National Academy.



II

PART FEDERAL GOVERNMENT PLAYS IN  
FIELD OF CRIME PREVENTION

U.S. Govt.  
Part in Crime Prev.



## II. PART FEDERAL GOVERNMENT PLAYS IN FIELD OF CRIME PREVENTION

The FBI, in its investigative jurisdiction and in its cooperative functions, assists state and local authorities.

### A. FBI Investigative Cooperative Functions

#### 1. Assistance rendered in locating criminals (Unlawful Flight Statutes)

Certain criminal investigative jurisdiction of the FBI is based solely on a Federal statute directly designed to permit the FBI to assist the states. On May 18, 1934, there was enacted solely as a cooperative matter a statute providing Federal assistance in the locating of the roving class of criminals responsible for so many crimes of violence, whose apprehension, local and state officials could not effect due to their inadequate resources or boundary limitations. The statute, with amendments, now provides a penalty for any individual who flees in interstate or foreign commerce to avoid prosecution or custody or confinement after conviction for the crimes of murder, kidnaping, burglary, robbery, mayhem, rape, assault with a dangerous weapon, or extortion accompanied by threats of violence or an attempt to commit any of these offenses. To assist the states in their prosecutions by making available to them fugitive witnesses, this statute also provides a penalty for any individual who flees to avoid giving testimony in any criminal proceedings in which there has been charged the commission of an offense punishable by imprisonment in a penitentiary. Although a penalty is provided for the violation of this statute, it is customary to make a fugitive available to the state jurisdiction for prosecution, reconfinement, or for testimony.

#### 2. Acts which are both Federal and state violations

Many of the Federal crime statutes within the FBI's jurisdiction cover offenses which are also crimes under state laws. For example, the Federal offenses of Kidnaping, Extortion, Bank Robbery, and others are offenses within the various state jurisdictions.



In addition there are listed the following:

- Theft from interstate shipment.
- Interstate transportation of stolen motor vehicle or aircraft.
- Interstate transportation of stolen cattle.
- Interstate transportation of stolen property.
- Interstate transportation of gambling devices.
- Interstate transportation of lottery tickets.
- Interstate transportation of obscene matter.
- White slave traffic act.

3. Federal gambling ship statute.

The Federal legislation penalizing the operation of gambling ships is of direct assistance to the state. The gambling ships operating outside of state jurisdiction on the high seas falls within the Federal statute.

The above statutes are illustrative of the Federal cooperation which is given state and local authorities. It is noted that these Federal statutes do not relate to the control of gambling, and its various facets as such. The gambling problem is a local one. If the laws against gambling, presently on the state and local statute books, were earnestly and vigorously enforced, organized gambling could be greatly curbed and eventually eliminated. Failure on the part of local law enforcement agencies to vigorously enforce legislation, which they have on the statute books, gives rise to the demand for Federal action or Federal legislation.



B. The FBI's Function as a Cooperative Agency  
With State and Local Agencies.

1. The National Academy and training of local law enforcement officials.

In 1935 the FBI National Academy was organized for the benefit of all police agencies including sheriff offices and state police agencies in the United States and its territories. Two sessions are held each year consisting of a maximum of 80 officers in each session. The training course of 12 weeks covers numerous aspects of administration, enforcement, detection, crime prevention and specialized fields of law enforcement. The purpose of the Academy is primarily to train police executives and police instructors. At the present time there are 2,369 graduates of the National Academy who are situated in all parts of the country. For example, there are 205 graduates in California, 141 in New York, 110 in Massachusetts, 107 in New Jersey, 94 in Pennsylvania, 89 in Virginia.

FBI Field Police Schools - Special Agents of the FBI who are trained and qualified as police instructors conduct police schools throughout the United States. These schools afford police officers instruction in police organization and administration, supervisory personnel courses, general enforcement, traffic enforcement, fingerprinting, juvenile delinquency, defensive tactics, homicide, firearms, burglary, robbery and auto theft. During the calendar year of 1950, 2,782 separate police schools were held throughout the United States.

Availability of Field Police Schools - The FBI will aid in organizing a police school in setting up the curriculum and in teaching such subjects as requested by law enforcement agencies. Assistance will also be afforded by the FBI in obtaining other instructors qualified to teach on specialized subjects. Training schools for the larger police departments are held solely for that department. When smaller police departments desire training they are usually handled on a zone or regional basis with several police departments united in one FBI training school.



There are 767 Special Agents in the FBI who are trained and qualified as police instructors. Five hundred thirty-one of this number are qualified in specialized subjects. Movies and other visual aids are utilized in these training schools.

FBI Law Enforcement Conferences - FBI Law Enforcement Conferences are held annually throughout the United States on a regional basis. Schools are attended by police executives and ranking officials of police agencies. The purpose of these conferences is to aid in coordinating the activities of Federal, state and local law enforcement agencies. One hundred fifty-four such conferences were held in 1950, each in a different city. The FBI organizes the conferences, arranges the program and conducts the conferences with the assistance of participating local and state law enforcement agencies.

## 2. Identification Division.

The Identification Division of the FBI, as a central repository for fingerprint files available to all law enforcement agencies in the United States, makes it possible for police agencies to have a means of determining whether a person, whose fingerprints are submitted for search, has any previous criminal history or is wanted on another charge.

The Single Fingerprint Section, General Appearance File, and Nickname Files assist in making identifications of many dangerous and notorious gangsters, although only partial identity is submitted by local authorities as to the perpetrator of the crime. Wanted notices for local police are posted on the names or fingerprints of persons wanted for local violations, as well as for persons reported missing.

Assistance is also rendered to local authorities in the identification of unknown deceased individuals where local police have no clue as to the deceased's identity.



3. The FBI Laboratory and its facilities.

The FBI Laboratory make scientific examinations of numerous types in connection with criminal cases. Many of these examinations are made for local and state authorities. The scientists who conduct the examinations are available to testify as expert witnesses to their findings in Federal, State and local courts. Facilities of the FBI Laboratory are available to any duly constituted law enforcement agency without charge.

4. Uniform Crime Reports.

The FBI acts as a service agency in collecting and publishing crime statistics on a nation-wide basis which provide a valuable index for local police against which they may measure the efficiency of their own department as well as keep abreast of crime trends and to know where they may best concentrate their local energies. This publication issued two times each year, is distributed to law enforcement agencies and others interested in crime statistics.

5. Referral of information of interest to other Federal agencies and state and local authorities.

During the course of our official duties, the FBI receives daily numerous complaints and information concerning violations of law which do not fall within its investigative jurisdiction. Recognizing the proper agency that should handle these violations, the FBI channels this information to the proper Federal agency and local law enforcement authority for appropriate action.



## C. Functions of Other Federal Agencies

There are in addition to the Federal Bureau of Investigation a number of other Governmental agencies which conduct investigations in the criminal field. The principal agencies, together with a brief statement of their functions are set forth below:

1. Bureau of Customs - An agency of the Treasury Department which has as its principal function the assessment and collection of import duties and the prevention of smuggling.
2. Bureau of Internal Revenue - The Intelligence Unit of this organization which is also a part of the Treasury Department is responsible for the investigation of cases involving alleged evasion of taxes.
3. Bureau of Narcotics - Of the Treasury Department is charged with the investigation, detection and prevention of violations of narcotic laws.
4. United States Secret Service - Another investigative agency within the Treasury Department, is charged with the responsibility of protecting the President and suppression of counterfeiting.
5. Immigration and Naturalization Service - Of the Department of Justice investigates alleged violations of laws relating to the admission, exclusion and deportation of aliens.
6. Bureau of Chief Post Office Inspector - Of the Post Office Department has jurisdiction in all matters relative to depredations upon the mails and reported violations of the postal laws such as schemes to defraud.
7. Office of Compliance and Investigation - Is the investigative arm of the Department of Agriculture and investigates most of the violations relating to laws administered by that Department.
8. Compliance Divisions - National Production Authority and Economic Stabilization Agency are charged with the enforcement of priority regulations and wage and price controls respectively.



III

SUGGESTIONS ~~AND~~ RECOMMENDATIONS TO ASSIST  
IN CONTROLLING ORGANIZED CRIME BY STATE  
AND LOCAL LAW ENFORCEMENT AGENCIES

III  
SUG. & RECOM.  
of Assistance



III. SUGGESTIONS AND RECOMMENDATIONS TO ASSIST IN COMBATING ORGANIZED CRIME BY STATE AND LOCAL LAW ENFORCEMENT AGENCIES

A. FBI Academy for Law Enforcement similar to West Point and Annapolis.

It is recommended that there be established near Washington, a training center where dormitories, classrooms, ranges, mess halls and general Academy facilities for training FBI Agents and local, county and state enforcement officials can be established. Of course, it would be necessary to obtain appropriations from Congress to acquire land and to erect the necessary buildings and facilities for such a project.

It is further suggested that Congress appropriate funds to pay the expenses of transportation and attendance of one representative carefully chosen from each Congressional District in order to attain proper distribution and proportionate training of local, county and state officials. If appropriations were available to pay the necessary expenses, this would permit officers to attend longer sessions of training than the present 12 weeks. It is possible that this training could be extended to a six months course. A longer course in turn would provide for more flexibility in training to meet current needs throughout the country. (Separate facilities of this nature would take care of any further problem which might arise out of our being forced to leave the military base at Quantico).

In addition to the establishment of the training center, additional training facilities and programs can be instituted. As for example:

1. With appropriate funds there can be produced a larger number of sound motion pictures for police training purposes.
2. With the necessary funds the FBI can organize and operate in various sections of the country more law enforcement conferences. These conferences in turn are to be participated in by local, county and state officials. They would cover such things as gambling, prostitution, vice and sex offenses, confidence schemes, and narcotics violations, with the aid of Federal and state narcotic agencies.



3. With the necessary funds there can be promoted more specialized schools for the rank and file officer on homicide, burglary, robbery, auto theft, traffic enforcement, juvenile delinquency, firearms, offensive tactics and arrest, and civil rights violations.

B. Use of Local State Grand Juries

- \* Local State Grand Juries should be regularly convened to inquire into crime and vice conditions in the individual communities.

C. Inauguration of Local and State Crime Commissions

Local and State crime commissions as well as independent citizen groups should be established to focus and keep the spotlight of public attention on local crime and vice conditions. (This is also recommended by the American Bar Association, Commission on Organized Crime, in its report dated September 1, 1951.)

D. Local Action Against Unethical Lawyers

Action should be taken by local groups, including bar associations, to eliminate the lawyer who advises and counsels criminals and otherwise assists them in evading the law. (This was also recommended by American Bar Association.)

E. Civil Service System to Raise Minimum Standards

A civil service system of employment and promotion should be established in each police department to insure that the personnel will meet minimum standards. The pay of local police officers which is now inadequate in most instances should be increased to attract more capable personnel and to minimize the temptation to accept payoffs and take graft. (This was also recommended by the Special Committee to Investigate Organized Crime in Interstate Commerce in its Third Interim Report dated May 1, 1951.) (See Appendix 3 re Police Salaries.)

F. Model Gambling Code

A model gambling code should be formulated by the Attorney General in cooperation with the various states



to tighten and improve the control of gambling activities.  
(This was also recommended by the American Bar Association.)

G. State and Local Civic Action

State and local civic, bar and church organizations should actively encourage persons of integrity and ability to seek public office.

H. Divorce Political Control from Law Enforcement

Local prosecutors and police officials should be divorced from political control and domination.

I. Local Bar Association Studies

Local bar associations should make periodic studies of the effectiveness of local enforcement agencies, including police, and make recommendations to improve their effectiveness. (The American Bar Association Commission on Organized Crime, in its report of September 1, 1951, recommended that its own work be continued.)

Attached hereto are:

1. Conclusions and recommendations from the report of the American Bar Association Commission on Organized Crime dated September 1, 1951. (Appendix 1)
2. Recommendations of the Special Committee to Investigate Organized Crime in Interstate Commerce in its Third Interim Report dated May 1, 1951. (Appendix 2)
3. Tabulation of Police Salaries and Their Comparison with Other Salaries. (Appendix 3)



APPEXDIX I

REPORT OF THE AMERICAN BAR ASSOCIATION  
COMMISSION ON ORGANIZED CRIME  
CONCLUSIONS AND RECOMMENDATIONS  
DATED SEPTEMBER 1, 1951



## APPENDIX I

### REPORT OF THE AMERICAN BAR ASSOCIATION COMMISSION ON ORGANIZED CRIME CONCLUSIONS AND RECOMMENDATIONS DATED SEPTEMBER 1, 1951

The report of this Commission indicates that because of the limitations of Federal jurisdiction and the ability of organized crime to circumvent State and local laws, attention should be concentrated on the problem of controlling organized crime at the State and local level. Several recommendations are set forth intended to accomplish this:

1. The preparation and submission to the various States of a model gambling code designed to prohibit modern forms of gambling and modern methods of conducting gambling operations.

2. Greater State supervision over local law enforcement agencies. The adoption of uniform law enforcement policies and an improvement in the functioning of local law enforcement agencies with the State reasserting its primary responsibility for the functioning of law enforcement agencies. Under this recommendation, the Commission suggests model State statutes to establish a greater measure of State supervision over criminal prosecutions and the functions of local police departments, specialized State services in crime detection, identification and criminal statistics, together with State inspection and audit services to local law enforcement agencies.

3. A vigorous campaign by State and local bar associations to eliminate the lawyer who actively cooperates with criminals, advises them on how to evade the criminal law, or otherwise participates in the activities of those violating the criminal laws. The Commission recommended that the American Bar Association take the leadership in developing the facts and formulating specific methods to deal with these individuals.

4. The Commission recommends that official crime commissions be appointed in each State to make analyses of local problems of organized crime and the efficiency of law enforcement agencies in combating them. It suggests the formation of continuing independent citizens' groups in States and metropolitan areas to keep the public advised as to crime conditions and the effectiveness of public officials in dealing with them.



5. The Commission recommended that its work be continued for another year in order that further studies might be made and other efforts made to assist in solving the problem of curbing organized crime.



APPEXDIX II

RECOMMENDATIONS OF THE SPECIAL COMMITTEE  
TO INVESTIGATE ORGANIZED CRIME  
IN INTERSTATE COMMERCE  
THIRD INTERIM REPORT, MAY 1, 1951



## APPENDIX II

### RECOMMENDATIONS OF THE SPECIAL COMMITTEE TO INVESTIGATE ORGANIZED CRIME IN INTERSTATE COMMERCE THIRD INTERIM REPORT, MAY 1, 1951

The following is a brief statement reflecting the recommendations made by this Committee:

1. That Congress should continue the work of the Committee for a limited period to check organized crime in interstate commerce.
2. A racket squad should be organized in the Department of Justice.
3. Appropriate legislation should be enacted to set up an independent Federal Crime Commission in the executive branch of the Government.
4. The Bureau of Internal Revenue should maintain on a current and continuing basis a list of known gangsters, racketeers, gamblers, and criminals whose income tax returns should receive special attention by a squad of trained experts.
5. The Bureau of Internal Revenue should enforce the regulations which require taxpayers to keep adequate books and records of income and expenses.
6. Gambling casinos should be required to maintain daily records of money won and lost to be filed with the Bureau of Internal Revenue.
7. The law and the regulations of the Bureau of Internal Revenue should be amended so that no wagering losses, expenses, or disbursements of any kind, including salaries, rent, and so forth, incurred in or as a result of illegal gambling shall be deductible for income tax purposes.
8. The transmission of gambling information across state lines by any means of communication for gambling purposes should be outlawed.
9. The internal revenue laws and regulations should be amended to require any person engaged in an illegitimate business netting in excess of \$2,500 a year for any of five years previously, to file a net-worth statement of his assets.



10. The transmission of bets or wagers, or the transmission of moneys in payment of bets or wagers, across a state line by any method should be prohibited.

11. Interstate Transportation of Gambling Devices Statute should be enlarged to include interstate transportation of other gambling devices such as punchboards, roulette wheels, and so forth.

12. The penalties against the illegal sale, distribution, and smuggling of narcotics should be increased.

13. The immigration laws should be amended to facilitate deportation of criminal and other undesirable aliens.

14. The Immigration Act of February 5, 1917, should be amended to provide punishment for smuggling, concealing, or harboring aliens not entitled by law to enter or reside in the United States.

15. The Attorney General should be authorized to revoke suspensions of deportation and to make such revocation ground for the cancellation of certificates of naturalization granted aliens who have succeeded in getting their immigration status recognized but who are later found to be ineligible for such relief.

16. The personnel of Federal law-enforcement agencies should be increased. Inequities in the salaries of law-enforcement officers, many of whom are woefully underpaid, should be eliminated.

17. The Federal law with respect to perjury should be tightened.

18. The Attorney General of the United States should be given authority to grant immunity from prosecution to witnesses whose testimony may be essential to an inquiry conducted by a grand jury, or in the course of a trial or of a congressional investigation.

19. The committee favors the passage of legislation providing for constructive service by publication or otherwise upon a witness whose testimony is desired who evades personal service upon him.



20. Racketeers should be prevented from entering the liquor industry. Legislation should be passed which will extend the same Federal protection to local-option states as is now extended to the wholly dry states against the illicit transportation of liquor into the dry areas.

21. The committee recommends that the present Federal regulation and application forms which require a listing of individual owners, partners, and holders of Alcohol Tax Unit permits, be amended, so that, in addition to the present requirements, the names of all beneficial owners will be stated; also that the application forms require the disclosure of all previous arrests and convictions. A report should be filed with the Alcohol Tax Unit of every change in such interests or in management as such occurs.

22. The committee recommends that the Interstate Commerce Commission be required by law to consider the moral fitness of applications for certificates of necessity and convenience as one of the standards in acting upon applications for such certificates or transfers of certificates.

23. Establishment of National Crime Coordinating Council. This conference is to foster the establishment of local crime commissions; to serve as a clearinghouse of information to the local commissions; to inquire into and study the patterns and innovations of organized crime in order that the results of its studies may be made available to legislative bodies; and to sponsor meetings for the purpose of exchanging ideas and information regarding local crime conditions.

24. Continuation of crime investigation by the Congress, with the specific recommendation that inquiry be made into crime conditions in the District of Columbia and adjoining areas.

25. Coordinate information regarding narcotics in order that law-enforcement, civic, educational, and religious agencies may turn for information regarding the subject of narcotics.

26. The formation of a Narcotics Bureau training squad within the Treasury Department to train local law-enforcement officers in the specialized techniques of narcotics law enforcement.



27. The staff of the Federal Narcotics Bureau should be increased by a minimum of forty Agents.

28. A nation-wide educational program relating to the effects of narcotic drugs should be developed.

29. Federal laws should be enacted increasing the penalties that the courts may impose upon convicted drug peddlers.

30. The facilities for treatment of drug addicts in Federal institutions should be increased to permit accommodation of more women patients and segregation of young addicts.

31. The Narcotics Bureau should notify the appropriate national unions of all narcotics law convictions of seamen and longshoremen.

32. The Coast Guard should be empowered and required to cancel the sailing papers of any seaman convicted of violating narcotics laws.

33. The United Nations should work toward the adoption of measures that will prohibit the growing of opium poppy plants in any country in the world.

34. The Attorney General should call annual conferences on crime and the committees of these conferences, such as the Legislative Committee, should have more frequent conferences to study and propose Federal legislation to combat organized crime.



APPEXDIX III

TABULATION OF POLICE SALARIES AND THEIR  
COMPARISON WITH OTHER SALARIES



### APPENDIX III

#### TABULATION OF POLICE SALARIES AND THEIR COMPARISON WITH OTHER SALARIES

##### Police Salaries, 1950:

Law enforcement officers grossly underpaid. Compensation very inadequate for quality of service they render to the community.

Average police salaries for 1950 were  
(Municipal Year Book, 1950):

##### Entrance Salary of Patrolmen:

|                     |         |
|---------------------|---------|
| Cities over 500,000 | \$3,077 |
| 250,000 to 500,000  | 2,742   |
| 100,000 to 250,000  | 2,700   |
| 50,000 to 100,000   | 2,689   |
| 25,000 to 50,000    | 2,663   |
| 10,000 to 25,000    | 2,520   |

##### Maximum Salary of Patrolmen:

|                     |         |
|---------------------|---------|
| Cities over 500,000 | \$3,534 |
| 250,000 to 500,000  | 3,205   |
| 100,000 to 250,000  | 3,108   |
| 50,000 to 100,000   | 3,000   |
| 25,000 to 50,000    | 2,940   |
| 10,000 to 25,000    | 2,760   |

##### Salary of Police Chief:

|                     |          |
|---------------------|----------|
| Cities over 500,000 | \$10,315 |
| 250,000 to 500,000  | 6,292    |
| 100,000 to 250,000  | 5,500    |
| 50,000 to 100,000   | 5,082    |
| 25,000 to 50,000    | 4,400    |
| 10,000 to 25,000    | 3,660    |

Police salaries very low when compared with those in other fields:



|                          |                      |         |
|--------------------------|----------------------|---------|
| Average Entrance Salary  | Government Messenger | \$1960  |
| "                        | "                    | "       |
| "                        | "                    | "       |
| "                        | "                    | "       |
| "                        | Typist               | 2450    |
| "                        | Stenographer         | 2875    |
| *Average Yearly Earnings | Brick Mason          | 6011.20 |
| *"                       | "                    | "       |
| "                        | "                    | "       |
| "                        | Carpenter            | 5116.80 |

\*(Latest report Bureau of Labor Statistics (January 25, 1951) shows average hourly rate for bricklayers as \$2.89 and average hourly rate for carpenters as \$2.46. Above yearly salaries computed on basis of 8 hour day, 5 day week and 52 week year with paid vacation.)



November 7, 1951

11:27

MEMORANDUM FOR MR. TOLSON  
MR. NICHOLS

I called SAC R. W. Wall of Miami and told him that Admiral Sidney W. Souers, the Special Consultant to the President on security matters, is leaving tomorrow with the President to go to Key West. I told him that Admirals Souers would be in Miami off and on for about ten days and then may later come down and join the President again. I stated that I had told the Admiral this morning that if he had any occasion where he would need a little help, transportation or car or any other assistance that he should just call Mr. Wall. I stated that he had been a very good friend of the Bureau and I wanted Mr. Wall to take care of him should he call. Mr. Wall stated he would be glad to do this.

Very truly yours,

*(Signature)*  
John Edgar Hoover  
Director

cc-Mr. Nease

11:27

|                 |                    |
|-----------------|--------------------|
| SENT FROM B. O. |                    |
| TIME            | 12:11 PM           |
| DATE            | 11-7-51            |
| BY              | <i>(Signature)</i> |

RECORDED - 65  
EX-118

NOV 8 1951

80295-44

57 NOV 13 1951

- Tolson
- Ladd
- Clegg
- Glavin
- Nichols
- Rosen
- Tracy
- Harbo
- Alden
- Belmont
- Laughlin



November 7, 1951

MEMORANDUM FOR MR. TOLSON  
MR. NICHOLS

11:19

While talking to Admiral Sidney Souers on another matter today, he mentioned that he was going to Key West, Florida tomorrow and would be there for about ten days. I told the Admiral that if he got to Miami, he should by all means call our Special Agent in Charge, Mr. Wall, for any assistance he might need. I told the Admiral that I would contact Mr. Wall sometime today and request that he extend any courtesies. The Admiral thanked me and promised to call the Miami Office if necessary.

Very truly yours,

John Edgar Hoover  
Director

JEH:mpd

RECORDED - 65  
EX-118

|                 |
|-----------------|
| SENT FROM D. O. |
| TIME 5:21 PM    |
| DATE 11-7-51    |
| BY [Signature]  |

57 NOV 13 1951

Tolson \_\_\_\_\_  
Ladd \_\_\_\_\_  
Clegg \_\_\_\_\_  
Glavin \_\_\_\_\_  
Nichols \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tracy \_\_\_\_\_  
Harbo \_\_\_\_\_  
Alden \_\_\_\_\_  
Belmont \_\_\_\_\_  
Laughlin \_\_\_\_\_  
Mohr \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Nease \_\_\_\_\_  
Gandy \_\_\_\_\_

45

80295



FEDERAL BUREAU OF INVESTIGATION  
UNITED STATES DEPARTMENT OF JUSTICE

CC-150

To: COMMUNICATIONS SECTION.

Transmit the following message to:

NOVEMBER 7, 1951

SAC, MIAMI

URGENT

REAR ADMIRAL SIDNEY D. SQUERS, PERSONAL ADVISOR TO THE PRESIDENT.  
INFORMATION CONCERNING. ADMIRAL SQUERS DEPARTING WITH PRESIDENT  
TRUMAN NOVEMBER EIGHT NEXT BY AIR FOR KEY WEST, FLORIDA. SQUERS  
WILL LEAVE PRESIDENT AT KEY WEST AND TRAVEL BY AUTOMOBILE TO  
MIAMI BEACH WHERE HE WILL BRIEFLY VISIT HIS MOTHER WHO RESIDES  
AT EVERGLADES HOTEL. SQUERS HAS INDICATED HE WILL MAKE PERSONAL  
CALL UPON YOU LATE TOMORROW AFTERNOON PAREN NOVEMBER EIGHT  
NINETEEN FIFTYONE PAREN IF TIME PERMITS. SQUERS MOST COOPERATIVE  
AND VERY FRIENDLY TO FBI. RENDER EVERY POSSIBLE COURTESY.

HOOVER

CDD:mf's

RECORDED - 5

NOV 9 1951

COPIES DESTROYED

169 NOV 13 1964

Mr. Tolson  
Mr. Clegg  
Mr. Glavin  
Mr. Ladd  
Mr. Nichols  
Mr. Rosen  
Mr. Tracy  
Mr. Egan  
Mr. Gurnea  
Mr. Harbo  
Mr. Mohr  
Mr. Pennington  
Mr. Quinn Tamm  
Tele. Room  
Mr. Nease  
Miss Gandy

FEDERAL BUREAU OF INVESTIGATION  
U. S. DEPARTMENT OF JUSTICE  
COMMUNICATIONS SECTION

NOV 7 1951

TELETYPE

INITIALED  
DIRECTOR'S OFFICE

57 NOV 19 1951

SENT VIA

Per



## Office Memorandum • UNITED STATES GOVERNMENT

TO : THE DIRECTOR

FROM : D. M. LADD

SUBJECT: REAR ADMIRAL SIDNEY W. SOUERS  
PERSONAL ADVISOR TO THE PRESIDENT

DATE: November 7, 1951

Tolson ✓  
Ladd ✓  
Clegg ✓  
Glavin ✓  
Rosen ✓  
Tracy ✓  
Harbo ✓  
Belmont ✓  
Mohr ✓  
Tele. Room ✓  
Nease ✓  
Gandy ✓

While discussing other matters with Admiral Souers at 3:30 P.M. this date, the Admiral advised he contemplated leaving early tomorrow with President Truman for the President's scheduled vacation at Key West, Florida.

Admiral Souers stated that upon arriving in Key West he intended travelling by automobile to Miami, Florida, where he would briefly visit his mother, who resides at the Everglades Hotel, Miami Beach, Florida.

Inspector DeLoach indicated to Admiral Souers that the FBI would be most happy to render him any assistance possible during his sojourn in Key West and Miami Beach. He stated that he knew of nothing that we could do for him at the present moment, however, that he contemplated calling upon our Special Agent in Charge in Miami, Mr. Robert W. Wall, late tomorrow afternoon if at all possible. Admiral Souers was advised that Mr. Wall would be alerted and would be most happy to see him.

ACTION:

There is attached a teletype to SAC Wall instructing him to render all available assistance and every courtesy to Admiral Souers.

## ATTACHMENT

CDD:mfs

11/8  
Mr. [unclear] advised  
[unclear]  
65 NOV 26 1951 7176

AB  
2  
RECORDED - 44  
EX-62

162-80295-47  
NOV 14 1951  
10

CRIME REC.

al  
[unclear]



May 9, 1952

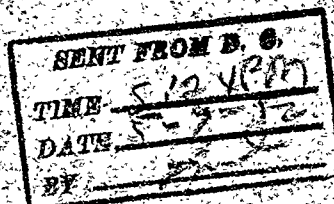
3:31

MEMORANDUM FOR MR. TOLSON  
MR. NICHOLS  
MR. LADD

Admiral Sidney W. Souers, Special Consultant to the President, called to express his disappointment at not being able to attend the showing of "Walk East on Beacon" inasmuch as he had already made previous plans covering that date. He stated he regretted very much having to forego this pleasure and I told him I understood perfectly and perhaps he would be able to come another time if a showing is again held.

Very truly yours,

*K/ JEH*  
John Edgar Hoover  
Director



cc-Mr. Holloman

MAY 10 1952

26

RECORDED - 13

JUN 11 1952

F122  
61 MAY 12 1952

Tolson \_\_\_\_\_  
Ladd \_\_\_\_\_  
Clegg \_\_\_\_\_  
Glavin \_\_\_\_\_  
Nichols \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tracy \_\_\_\_\_  
Harbo \_\_\_\_\_  
Alden \_\_\_\_\_  
Belmont \_\_\_\_\_  
Laughlin \_\_\_\_\_  
Mohr \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Nease \_\_\_\_\_  
Gandy \_\_\_\_\_



THE WHITE HOUSE  
WASHINGTON

May 27, 1952

Dear Edgar:

I have just finished reading with great interest your recent article on Civil Liberties and Law Enforcement and I am sincerely appreciative of your thoughtfulness in sending it to me.

The high standards and excellent example which you have set for the field of law enforcement is, in my opinion, one of the finest contributions which has been made in our efforts to strike a proper balance between the protection of the national security and the safeguarding of civil liberties.

I associate myself completely with your view that the best protection of civil liberties is alert, intelligent and honest law enforcement, and I commend you for the many splendid contributions which you have made toward the attainment of that goal.

Sincerely yours,

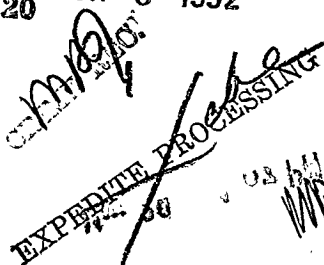
  
SIDNEY H. SOUERS

RECORDED - 75

Honorable J. Edgar Hoover  
Director, Federal Bureau of Investigation  
U. S. Department of Justice  
Washington 25, D. C.

EX-3

62-802-95-49  
20 JUN 6 1952

  
EXPEDITE PROCESSING

ack 5-29-52  
lpp



|              |                                     |
|--------------|-------------------------------------|
| Mr. Tolson   | <input checked="" type="checkbox"/> |
| Ladd         | <input type="checkbox"/>            |
| Mr. Nichols  | <input checked="" type="checkbox"/> |
| Mr. Belmont  | <input type="checkbox"/>            |
| Mr. Clegg    | <input type="checkbox"/>            |
| Mr. Glavin   | <input type="checkbox"/>            |
| Mr. Harbo    | <input type="checkbox"/>            |
| Mr. Rosen    | <input type="checkbox"/>            |
| Mr. Tracy    | <input type="checkbox"/>            |
| Mr. Laughlin | <input type="checkbox"/>            |
| Mr. Mohr     | <input type="checkbox"/>            |
| Tele. Room   | <input type="checkbox"/>            |
| Mr. Holloman | <input type="checkbox"/>            |
| Miss Gandy   | <input checked="" type="checkbox"/> |

RECEIVED  
F B I  
U S DEPT OF JUSTICE

MAY 28 8 05 AM '52  
MAY 28 10 05 AM '52  
MAY 28 4 59 PM '52  
U.S. DEPT. OF JUSTICE

MR. JONES  
U.S. DEPT. OF JUSTICE  
F B I  
RECEIVED-DIRECTOR  
F B I  
RECEIVED - NICHOLS  
U.S. DEPT. OF JUSTICE

MAY 28 4 07 PM '52  
RECEIVED - JONES  
F B I  
U.S. DEPT. OF JUSTICE



RECORDED - 75

May 29, 1952

62-80295-49

EX-3

Rear Admiral Sidney W. Souers  
Special Consultant to the President  
Executive Office Building  
Washington, D. C.

G.I.R.-6

My dear Admiral:

Your note of May 27, 1952, has been received, and it is very thoughtful of you to furnish your comments regarding my article "Civil Liberties and Law Enforcement: The Role of the FBI."

Your opinion means a great deal, and I hope very much that our work in this field will continue to meet with your approval and support.

Sincerely yours,  
J. Edgar Hoover

NOTE: Address and salutation per mailing list.

HPL:bbm

JUN 2 9 50 AM '52

U.S. DEPT. OF JUSTICE  
DIRECTOR

JUN 2 - 1952  
COMM - FBI

61 JUN 18 1952

RECEIVED READING ROOM

JUN 29 6 10 PM '52

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loman  
dy



~~SECURITY INFORMATION - CONFIDENTIAL~~ (U)

cc - Mr. Ladd  
cc - Mr. Belmont

August 11, 1952

~~PERSONAL AND CONFIDENTIAL~~ (U)  
VIA LIAISON

Dear Admiral Sidney W. Sowers  
Special Consultant to the President  
Executive Office Building  
Washington 25, D. C.

My dear Admiral:

I thought you would be interested in the attached summary concerning pertinent activities of the Communist Party, USA, during the period January 1 to June 30, 1952.

This summary is divided into two sections. The first section deals with the Communist Party activity in specific fields of endeavor on a national basis. The second section deals with the pertinent phases of activities within each of the thirty districts of the Communist Party and territorial possessions of the United States.

You will note that copy number 5 has been designated for your personal and confidential use.

With assurances of my highest regards,

Sincerely yours,

RECORDED-20

75. MAR 28 8 30 AM '52

62-80275-50

To Admiral Sowers

8/13/52 JDE

Attachment

cc - Liaison Unit  
JJH:ubs

~~SECURITY INFORMATION - CONFIDENTIAL~~ (U)

Tolson  
Ladd  
Nichols  
Belmont  
Clegg  
Glavin  
Harbo  
Rosen  
Tracy  
Laughlin  
Mohr  
Tele. Rm.  
Holloman  
Gandy

60 AUG 25 1952

RECEIVED  
FBI  
JUL 8 2 48 PM '52

Handwritten signatures and initials, including a large signature and the initials "AB" and "JDE".



THE WHITE HOUSE  
WASHINGTON

December 5, 1952

Mr. Tolson \_\_\_\_\_  
Mr. Ladd \_\_\_\_\_  
Mr. Nichols \_\_\_\_\_  
Mr. Belmont \_\_\_\_\_  
Mr. Clegg \_\_\_\_\_  
Mr. Glavin \_\_\_\_\_  
Mr. Harbo \_\_\_\_\_  
Mr. Rosen \_\_\_\_\_  
Mr. Tracy \_\_\_\_\_  
Mr. Laughlin \_\_\_\_\_  
Mr. Mohr \_\_\_\_\_  
Mr. Winterrowd \_\_\_\_\_  
Tel. Room \_\_\_\_\_  
Mr. Holloman \_\_\_\_\_  
Miss Gandy \_\_\_\_\_

Dear Edgar:

I am most appreciative of your warm and gracious letter of December 1st, and of your presence on the occasion of the presentation by the President.

Such kind and generous comments coming from you whom I respect as one of the most outstanding and capable public servants of recent times are especially comforting and gratifying. Over the years your trusted friendship, unstinting cooperation and great ability have been a source of real strength and encouragement to me.

One of the regrets I will feel in leaving the Washington scene will be the lack of occasion to work with you. I am comforted, however, in the knowledge that our internal security in the future, as in the past, will be fully safeguarded by you and your very capable and efficient organization.

I pray devoutly that for years and years to come God may endow you with good health and strength to continue the exemplary services to your country which you have given so faithfully and unselfishly during your long tenure as a most honorable public servant.

With warmest personal regards,

Sincerely,

*Sidney W. Souers*  
SIDNEY W. SOUERS

The Honorable J. Edgar Hoover, Director  
Federal Bureau of Investigation  
Department of Justice  
Washington, D. C.

DEC 16 1952

60 DEC 31 1952

RECORDED - 22

EX-130



January 16, 1953

10:25

MEMORANDUM FOR MR. TOLSON

MR. LADD

MR. NICHOLS

SIDNEY SOUERS

Mr. Patrick Coyne, Internal Security Representative for the National Security Council, called to advise me that Admiral Sidney W. Souers was winding up his affairs today. He indicated that James Lay was out of town and he, Coyne, and Lay's Deputy, Ed Gleason, were planning on taking the Admiral out to lunch today and he wanted to invite Mr. Tolson, Mr. Ladd and myself to the luncheon. He stated he realized it was very short notice but that it had been unavoidable. I told him I understood and would certainly like to attend the luncheon but unfortunately I was tied up this noon and were it not for that I would be glad to join them. I stated that Admiral Souers was one of the grandest men and one of the most unselfish men in Government service and I would appreciate it if he would express these sentiments to Admiral Souers in my absence. Mr. Coyne stated he would be very glad to do this.

Very truly yours,

John Edgar Hoover  
Director

Tolson \_\_\_\_\_  
Ladd \_\_\_\_\_  
Nichols \_\_\_\_\_  
Belmont \_\_\_\_\_  
Clegg \_\_\_\_\_  
Glavin \_\_\_\_\_  
Harbo \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tracy \_\_\_\_\_  
Laughlin \_\_\_\_\_  
Mohr \_\_\_\_\_  
Tele. Rm. \_\_\_\_\_  
Holloman \_\_\_\_\_  
Gandy \_\_\_\_\_

G. I. R. &  
JHE:EH

RECORDED-84

EX-123

162-80295-52  
JAN 22 1953

|                 |         |
|-----------------|---------|
| SENT FROM D. O. |         |
| TIME            | 1:16 PM |
| DATE            | 1-16-53 |
| BY              | wfp     |

78 JAN 26 1953



meq/10-1

January 19, 1953

70287

3 I.R.-8

①  
Rear Admiral Sidney W. Souers  
The Westchester  
4000 Cathedral Avenue, Northwest  
Washington, D. C.

My dear Admiral:

With the impending advent of the new Administration, I wanted to send you this personal note to tell you how much I have appreciated the splendid cooperation and assistance you have given this Bureau and me in your capacity as Special Consultant to the President.

Your unselfish devotion to duty has been a source of great inspiration to those of us who have been fortunate enough to know you and certainly typifies the finest spirit of Government service.

I deeply regret that I was unable to join you, Mr. Patrick Coyne and Mr. Ed Gleason for lunch on January 16, 1953; however, as I advised Mr. Coyne, I already had made a commitment which left me no choice but to deny myself the pleasure of being with you.

At any rate, I do hope the future will bring you continuing success and every possible happiness.

Sincerely yours,  
Edgar

NOTE: Inquiry made in Director's office did not reflect that letter of this type already has been sent to Souers.

Address given to The Westchester which revealed Souers left for St. Louis on 1-17-53 for month's stay. He left no forwarding address, but expected to return.

Tolson \_\_\_\_\_  
Ladd \_\_\_\_\_  
Nichols \_\_\_\_\_  
Belmont \_\_\_\_\_  
Clegg \_\_\_\_\_  
Glavin \_\_\_\_\_  
Harbo \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tracy \_\_\_\_\_  
Laughlin \_\_\_\_\_  
Mohr \_\_\_\_\_  
Winterrowd \_\_\_\_\_  
Tele. Rm. \_\_\_\_\_  
Holloman \_\_\_\_\_  
Gandy \_\_\_\_\_

FEB 20 1953:rcw

RECORDED-102

67-827-53  
JAN 27 1953

Return 12/24/53 229

RA



RECORDED-21

62-80245-54

DATE: January 14, 1954

TO: Legal Attache  
Mexico City, Mexico

~~CONFIDENTIAL~~ (U)  
AIR POUCH

FROM: John Edgar Hoover, Director, Federal Bureau of Investigation

SUBJECT: REAR ADMIRAL SIDNEY SOUERS

For your information, there is attached a copy of a letter from SAC St. Louis concerning Admiral Souers' planned visit to Mexico City.

Admiral Souers is a close personal friend of mine, and he was a Special Consultant to former President Truman. Through your sources, you should ascertain where Admiral Souers is staying in Mexico City, get in touch with him and inform him that you will be pleased to aid him in any way possible during his visit. Advise the Bureau as to details of your contact.

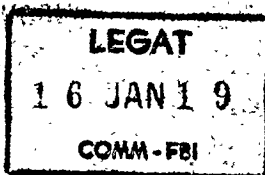
Attachment

cc - Foreign Liaison Desk

Tolson \_\_\_\_\_  
Ladd \_\_\_\_\_  
Nichols \_\_\_\_\_  
Belmont \_\_\_\_\_  
Clegg \_\_\_\_\_  
Glavin \_\_\_\_\_  
Harbo \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tracy \_\_\_\_\_  
Gearty \_\_\_\_\_  
Mohr \_\_\_\_\_  
Winterrowd \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Holloman \_\_\_\_\_  
Miss Gandy \_\_\_\_\_

HPL:paerc

5 FEB 2 1954



RECEIVED READING ROOM  
F B I  
JAN 14 4 22 PM '54  
U.S. DEPT. OF JUSTICE





**Federal Bureau of Investigation**  
**United States Department of Justice**

Post Office Drawer V, Plaza Station  
St. Louis 1, Missouri

January 11, 1954

|                |   |
|----------------|---|
| Mr. Tolson     | ✓ |
| Mr. Ladd       | ✓ |
| Mr. Nichols    | ✓ |
| Mr. Belmont    | ✓ |
| Mr. Clegg      |   |
| Mr. Glavin     |   |
| Mr. Harbo      |   |
| Mr. Rosen      |   |
| Mr. Tracy      |   |
| Mr. Mohr       |   |
| Mr. Winterrowd |   |
| Tele. Room     |   |
| Mr. Holloman   |   |
| Miss Gandy     |   |

PERSONAL & CONFIDENTIAL

Mr. John Edgar Hoover  
Director  
Federal Bureau of Investigation  
Washington, D. C.

Dear Mr. Hoover:

I thought you would be interested to know that  
Admiral Sydney Souers called me on January 8, 1954.

He stated that he was on his way to Mexico  
City and would be there for approximately two weeks.  
He told me that he was living at the Park Plaza Apart-  
ment Hotel here in St. Louis and, as you know, he is  
Chairman of the Board of the General American Life  
Insurance Company.

He wishes to be remembered to you and asked me  
to advise you that he was on his way to Mexico City.

Sincerely,

*J. E. Milnes*  
J. E. Milnes

cy

*let to  
Legal Attache  
Mexico City  
1-14-54  
APL*

RECORDED-21

62-80295-54  
JAN 20 1954

*Souers chg  
on Bar me  
1-14-54  
mg*



EXP. PROC.  
JAN 18 1954



# AIRGRAM

Mr. Tolson *48a*  
Mr. Ladd *48a*  
Mr. Nichols *48a*  
Mr. Belmont  
Mr. Clegg  
Mr. Glavin  
Mr. Harbo  
Mr. Rosen  
Mr. Tracy  
Mr. Mohr  
Mr. Trotter  
Mr. Winterrowd  
Tele. Room  
Mr. Holloman  
Miss Gandy

*C*  
[REDACTED]  
AT MEXICO CITY, MEXICO. RECEIVED VIA AIRGRAM.

b7E

RE REAR ADMIRAL SIDNEY SOUERS. RE BULET JANUARY 14 LAST.  
LOCAL EFFORTS TO LOCATE ADMIRAL SOUERS AT LEADING HOTELS AND  
THROUGH CHECK OF AIRLINE RECORDS NEGATIVE. OFFICE OF NAVAL  
ATTACHE THIS EMBASSY HAS NO INFORMATION BUT WILL ADVISE UPON  
RECEIPT OF ANY INFORMATION TO EFFECT SOUERS HAS ARRIVED MEX-  
ICO. IN ABSENCE FURTHER INSTRUCTIONS FROM BUREAU NO FURTHER  
ACTION BEING TAKEN HERE.

JOHN N. SPEAKES

RECEIVED:

1-25-54

11:26 AM

MAP

RECORDED-88 *162-80295-55*  
EX-102 *JAN 27 1954*

*cc: Mr. Nichols  
cc: Mr. Harris  
[Signature]*

*55*

*ccx*



## Office Memorandum • UNITED STATES GOVERNMENT

TO : Mr. Nichols

DATE: January 26, 1954

FROM : M. A. Jones

SUBJECT: REAR ADMIRAL SIDNEY SOUERS

Tolson \_\_\_\_\_  
 Ladd \_\_\_\_\_  
 Nichols \_\_\_\_\_  
 Belmont \_\_\_\_\_  
 Clegg \_\_\_\_\_  
 Glavin \_\_\_\_\_  
 Harbo \_\_\_\_\_  
 Rosen \_\_\_\_\_  
 Tracy \_\_\_\_\_  
 Laughlin \_\_\_\_\_  
 Mohr \_\_\_\_\_  
 Winterrowd \_\_\_\_\_  
 Tele. Rm. \_\_\_\_\_  
 Holloman \_\_\_\_\_  
 Gandy \_\_\_\_\_

By letter dated January 14, 1954, Legal Attache Mexico City was informed that SAC St. Louis had advised the Bureau that Admiral Souers mentioned that he was leaving for a brief visit to Mexico City. No address for Admiral Souers in Mexico was available. Legal Attache Mexico City was advised to ascertain where Admiral Souers was staying, was instructed to get in touch with him and was told to offer the Admiral assistance while in Mexico.

By airgram of January 22, 1954, Legal Attache Mexico City advised they had checked leading hotels and airlines, as well as Office of Naval Attache at the American Embassy but could find no information indicating that Admiral Souers had arrived in Mexico. Legal Attache advised they were taking no further action UACB.

RECOMMENDATION:

It is noted that Naval Attache will advise our representatives in the event they receive word regarding Admiral Souers' whereabouts in Mexico, and, therefore, it is recommended no further action be taken to locate Admiral Souers.

RECORDED-88

EX-102

162-80295-56

JAN 27 1954

HPL:ljc

55 FEB 3 1954



March 31, 1954

70286

Rear Admiral Sidney W. Souers, U.S.N., Retired  
Park Plaza Apartment Hotel  
St. Louis, Missouri

My dear Admiral:

I want to send you this personal note to extend my congratulations upon your election as Chairman of the Board of Directors of the General American Life Insurance Company.

This expression of confidence is certainly a real tribute to your ability, and I am sure that you will render valuable service to the Company in this position. Please accept my best wishes for every success in connection with your new responsibilities.

Sincerely yours,

J. Edgar Hoover

NOTE: Bufiles reflect we have enjoyed limited cordial correspondence with Admiral Souers who is now retired. He is also Chairman of the Board of Directors of the National Linen Service Corporation of Atlanta, Georgia. This Company is currently being investigated by the Bureau upon instructions from the Department on allegations that the Company and controlled companies are reported to have indulged in monopolistic and restrictive practices in Georgia and elsewhere to prevent competition. Address and salutation per mailing list.

EX - 104

RECORDED - 23

COMM - FBI

APR 1 1954

MAILED 31

ELT:grs

Miss Gandy  
Holloman  
Tele. Room  
Winterrowd  
Mohr  
Gandy  
Tracy  
Jensen  
Boo

AR 31  
RECEIVED  
FBI  
MAR 31 1954

APR 2 1954

APR 9 1954

62-80295-57  
JAN 2 1954  
JAN 2 1954  
JAN 2 1954



Mr. Tolson ✓  
 Mr. Boardman ✓  
 Mr. Nichols ✓  
 Mr. Belmont ✓  
 Mr. Glavin ✓  
 Mr. Harbo ✓  
 Mr. Rosen ✓  
 Mr. Tamm ✓  
 Mr. Tracy ✓  
 Mr. Mohr ✓  
 Mr. V. Howard ✓  
 Tele. Room ✓  
 Mr. Holloman ✓  
 Miss Gandy ✓

THE BOARD OF DIRECTORS OF THE  
 GENERAL AMERICAN LIFE INSURANCE COMPANY

ANNOUNCES THE ELECTION OF

WALTER W. HEAD

AS HONORARY CHAIRMAN

SIDNEY W. SOUERS

AS CHAIRMAN OF THE BOARD

JANUARY 26, 1954

Powell B. McHale  
 PRESIDENT

ml  
 ack 3-31-54  
 elt

4/10

NOT RECORDED  
 13 APR 2 1954

58 APR 7 1954

3-30-54  
 ml  
 mg

Souers  
 e 69  
 3-31-54  
 mg/ml



## Office Memorandum • UNITED STATES GOVERNMENT

TO : Mr. Tolson

FROM : L. B. Nichols

DATE: March 10, 1955

SUBJECT:

Tolson ✓  
Boardman ✓  
Nichols ✓  
Belmont ✓  
Harbo ✓  
Mohr ✓  
Parsons ✓  
Rosen ✓  
Tamm ✓  
 Sizoo ✓  
Winterrowd ✓  
Tele. Room ✓  
Holloman ✓  
Gandy ✓

G. I. R. 2

By reference from the Director's Office, I talked to Rear Admiral Sidney W. Souers, who was calling from St. Louis. He first of all inquired of the Director, asked that his very best regards be extended to the Director and also asked that the Director not hesitate to call upon him if a situation ever arises wherein he could help out. I told him the Director would be most appreciative.

Souers pointed out that the better people in St. Louis County had finally gotten their dander up and had appointed a five-man commission; that some of the most respected men in town were on the commission and were to survey the St. Louis County Police Department and take steps to put it on a workable basis; that one of Souers' very close friends, who is President of a life insurance company, has come to Souers to see if some help could be solicited. Souers then pointed out that the Director had already written Mr. Metcalf stating that we did not have anyone whom we could suggest to take over as Superintendent of Police. Souers stated that he, of course, was very familiar with the FBI National Police Academy and that he knew some very fine men had graduated from the Academy. He said that he had told the Commission that what they should do was look around and find a good Academy graduate. He then asked me how he could get a list of Academy graduates in the vicinity whom they could talk to with a view of getting suggestions.

I told him that we, of course, could not recommend or single out any individual who graduated from the Academy since it would be unfair to the Department as anyone whom we would feel confident in recommending would be occupying a key position and it would be unfair to the community who sent the individual to the academy for us to recommend that he be put into another job. Souers stated he fully understands that, but all he wanted was to have the names of a few National Academy men; that he could talk to and get a line on someone who would be acceptable. He then inquired who has graduated from the Academy in St. Louis.

I told him that we had had numerous graduates and ranking officers were Chief Inspector Curtis Brostron, Captain Nick Bosh, Jr., Captain Andrew T. Aylward and Captain Joseph J. Gallagher. He then inquired whether there was

cc - Mr. Harbo

RECORDED - 73

62-80295-59

LBN:ptm  
(4)

128

13 MAR 15 1955

66 MAR 17 1955

UNRECORDED COPY FILED IN 62-232



Memo for Mr. Tolson from L. B. Nichols

anybody on the State Highway Patrol. I told him there were four graduates there and the ranking officers were Major Edmund I. Hockaday, <sup>and</sup> Captain Kenneth K. Johnson.

He then inquired whether there were any ranking officers from the Kansas City Police Department who were graduates of the Academy. I told him the ranking officers were Junior Inspector Edward Murphy Davis, who had also been in the Bureau at one time, Director of the Police Academy Raymond W. Hensley and former Director of Personnel Darrel H. Chiles.

I told Souers that he should understand that giving him these names of individuals in his vicinity was not to be construed as any specific recommendation. He stated he thoroughly understood.

Right. As a matter of fact this St. Louis County outfit before contacting had first shopped around & failed & it was then that they wrote us.

L.



C.I.R.-7

April 11, 1955

MEMORANDUM FOR MR. TOLSON

On April 8, 1955, Admiral Sidney Souers called to pay his respects. Admiral Souers commented that in connection with his business in St. Louis, he has come in contact with many Agents of the Bureau who interview him in regard to contacts for positions. Admiral Souers stated that he has always been impressed by the excellent training and the impressive manner of the Special Agents of this Bureau.

I assume that Admiral Souers is on our mailing lists. If he is not, please see that his name is placed thereon.

Very truly yours,

*J. E. H.*  
John Edgar Hoover  
Director

RECORDED - 30

EX-112

62-80295-60  
24 APR 12 1955

Tolson \_\_\_\_\_ JEH:mpd  
Boardman \_\_\_\_\_  
Nichols \_\_\_\_\_  
Belmont \_\_\_\_\_  
Harbo \_\_\_\_\_  
Mohr \_\_\_\_\_  
Parsons \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tamm \_\_\_\_\_  
 Sizoo \_\_\_\_\_  
Winterrowd \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Holloman \_\_\_\_\_  
Gandy \_\_\_\_\_

70  
APR 13 1955

SENT FROM D. O.

TIME 1:07 PM

DATE 4/11/55

BY RLG



*July 10*

62-80295-62

May 3, 1955

RECORDED - 113

70283

Rear Admiral Sidney W. Souers  
Chairman  
General American Life Insurance Company  
Saint Louis 3, Missouri

Dear Admiral:

It was very kind of you to write as you did on April 26, 1955, to bring us up to date on the developments. Naturally, we all hope everything works out for the good of the cause and that the high expectations of your associates will be realized.

It was certainly good seeing you on the occasion of your recent visit to Washington, and I have heard the Director comment several times on how much he enjoyed seeing you.

With every good wish,

Sincerely,

L. B. Nichols

- ☒ Tolson
- ☒ Boardman
- ☒ Nichols
- ☒ Belmont
- ☒ Harbo
- ☒ Mohr
- ☒ Parsons
- ☒ Rosen
- ☒ Tamm
- ☒ Sizoo
- ☒ Winterrowd
- ☒ Tele. Room
- ☒ Holloman
- ☒ Gandy

LBN:arm  
(3)

*sent 5/10/55*

*RECEIVED*  
*MAILED*  
*MAY 17 1955*

100-45707-1 UNRECORDED COPY FILED IN 62-80295-62



4-11 (2-10-55)

FEDERAL BUREAU OF INVESTIGATION

K, 1955

TO:

|                         |                         |
|-------------------------|-------------------------|
| ___ Director            | ___ Mr. Sizoo, 5744     |
| ___ Mr. Tolson, 5744    | ___ Miss Gandy, 5633    |
| ___ Mr. Boardman, 5736  | ___ Mr. Holloman, 5633  |
| ___ Mr. Belmont, 1742   |                         |
| ___ Mr. Harbo, 5256     | ___ Records Section     |
| ___ Mr. Mohr, 5517      | ___ Pers. Records, 6631 |
| ___ Mr. Parsons, 7621   | ___ Reading Room, 5531  |
| ___ Mr. Rosen, 5706     | ___ Mail Room, 5533     |
| ___ Mr. Tamm, 4130 IB   | ___ Teletype, 5644      |
| ___ Mr. Keay, 1742      | ___ Code Room, 4642     |
|                         | ___ Mechanical, B-114   |
| ___ Mr. Nichols, 5640   | ___ Supply Room, B-118  |
| ___ Mr. McGuire, 5642   | ___ Tour Room, 5625     |
| ___ Mr. Wick, 5634      |                         |
| ___ Mr. DeLoach, 5636   | ___ Miss Lurz           |
| ___ Mr. Morgan, 5625    | ___ Mrs. Marsh          |
|                         | ___ Miss McNally        |
| ___ Mr. Jones, 4236     | ___ Miss Mathers        |
| ___ Mr. Leonard 6222 IB | ___ Miss Carter         |
| ___ Mr. Waikart, 7204   | ___ Miss Cosart         |
| ___ Mr. Eames, 7206     |                         |
| ___ Mr. Wherry, 5537    |                         |

7028a

|                   |                            |
|-------------------|----------------------------|
| ___ See Me        | ___ Note & return          |
| ___ For your info | ___ For appropriate action |

L. B. Nichols  
Room 5640, Ext. 691





SAINT LOUIS (3)

70285

SIDNEY W. SOUERS  
CHAIRMAN

April 26, 1955

Mr. L. B. Nichols  
Assistant to the Director  
Federal Bureau of Investigation  
Washington 25, D. C.

Dear Lou:

It was grand seeing you in Washington and I appreciate so much your kindness in giving me some background information relative to one of your former Academy graduates.

My associate who is on the St. Louis County Board of Police Commissioners made a check in Philadelphia and confirmed the differences which existed there between the Commissioner and the Mayor and after weighing all the facts in the case, the Board of Policy Commissioners decided to go ahead with Colonel DuBois.

It is my understanding that Judge Aschemeyer made it clear to the gentleman that they expected him to cooperate fully with the FBI and of course the other police agencies presently existing in St. Louis County.

This entire matter was handled with utmost discretion.

With kindest personal regards,

Sincerely  
RECORDED - 113

*Sidney W. Souers*  
Sidney W. Souers

MAY 6 1955

ack. 5/3/55  
LBN

SWS:leh

*This is a tough assignment and it wasn't easy to attract a good man. They have no pension plan and being a new set up it will require a real salesman to set up a well rounded county police force. They felt DuBois was the best of available men. Hope he works out well.*  
*SWS.*

PERS. FILES

UNRECORDED COPY FILED IN



This is a tough assignment and it wasn't easy to attract a good man. They have no pension plan and being a new set up it will require a real salesman to set up a well rounded county police force. They felt DuBois was the best of available men. Hope he works out well.

SWS

70285

RECEIVED  
FBI  
U S DEPT OF JUSTICE

MAY 12 2 11 PM '55

MR. JONES

MAY 4 8 39 AM '55

RECEIVED-HARBO



*pr* RECORDED - 108  
*pr*  
INDEXED-108

May 16, 1955

62-81295-63

Rear Admiral Sidney W. Souers,  
U.S.N., Retired  
4440 Lindell Boulevard  
St. Louis 8, Missouri

My dear Admiral:

It was most thoughtful of you to send me  
a copy of the 1954 ~~Annual Report of the General~~  
~~American Life Insurance Company~~, and I certainly  
appreciate your kindness.

With personal regards,

Sincerely yours,

J. Edgar Hoover

COMM - FBI  
MAY 16 1955  
MAILED 25

NOTE: Correspondent is on the Special Correspondents  
Mailing list.

MAY 16 10 57 AM '55  
RECEIVED READING ROOM  
FBI  
U.S. DEPT. OF JUSTICE

- Tolson \_\_\_\_\_
- Boardman \_\_\_\_\_
- Nichols \_\_\_\_\_
- Belmont \_\_\_\_\_
- Harbo \_\_\_\_\_
- Mohr \_\_\_\_\_
- Parsons \_\_\_\_\_
- Rosen \_\_\_\_\_
- Tamm \_\_\_\_\_
- Sizoo \_\_\_\_\_
- Winterrowd \_\_\_\_\_
- Tele. Room \_\_\_\_\_
- Holloman \_\_\_\_\_
- Gandy \_\_\_\_\_

GEM: epr  
(3)

*ker*

*gem*

*JMN*

66 MAY 23 1955



DO-6

OFFICE OF DIRECTOR  
FEDERAL BUREAU OF INVESTIGATION  
UNITED STATES DEPARTMENT OF JUSTICE

Mr. Tolson ✓  
Mr. Boardman ✓  
Mr. Nichols ✓  
Mr. Belmont ✓  
Mr. Harbo ✓  
Mr. Mohr ✓  
Mr. Parsons ✓  
Mr. Rosen ✓  
Mr. Tamm ✓  
Mr. Jones ✓  
Mr. Sizoo ✓  
Mr. Winterrowd ✓  
Tele. Room ✓  
Mr. Holloman ✓  
Miss Holmes ✓  
Miss Gandy ✓

oml (Spec. comm.)  
5-16-55  
GEM

4/ger



May 12 9 12 AM '55  
RECEIVED-NICHOLS  
F B I

May 11 5 58 PM '55  
RECEIVED-FBI  
U.S. DEPT. OF JUSTICE  
TOLSON-DIRECTED-RECEIVED  
F B I  
U.S. DEPT. OF JUSTICE  
May 11 4 54 PM '55



<sup>0</sup>  
SIDNEY W. SOUERS

CHAIRMAN OF THE BOARD  
GENERAL AMERICAN LIFE INSURANCE COMPANY  
SAINT LOUIS

MD

M

62-80295-63

11 MAY 17 1955

RECORDED - 108

1 ENCL  
106 M

ENCLO. BEHIND FILE



March 26, 1956

RECORDED - 40

EX-121

Rear Admiral Sidney W. Souers,  
U. S. N., Retired  
4440 Lindell Boulevard  
St. Louis 8, Missouri

My dear Admiral:

Many thanks for your cordial letter  
of March 20, 1956, and I deeply appreciate your  
courtesy in writing. Your kind words are always  
most welcome and encouraging.

Sincerely yours,

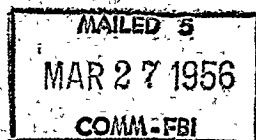
/s/ Edgar

MAR 26 12 00 PM '56  
RECEIVED READING ROOM  
FBI  
U.S. DEPT. OF JUSTICE

NOTE: Address and salutation per Special Correspondents' List.  
Souers is thanking the Director for sending a copy of the Director's  
interview with Finan Lancaster--which was published in "The Pilot"--  
a Catholic newspaper in Boston on 2/18/56.

Tolson \_\_\_\_\_  
Boardman \_\_\_\_\_  
Nichols \_\_\_\_\_  
Belmont \_\_\_\_\_  
Harbo \_\_\_\_\_  
Mohr \_\_\_\_\_  
Parsons \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tamm \_\_\_\_\_  
Sizoo \_\_\_\_\_  
Winterrowd \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Holloman \_\_\_\_\_  
Gandy \_\_\_\_\_

TED:bs  
(3)



38 APR 3

1956



GENERAL AMERICAN LIFE INSURANCE COMPANY

SAINT LOUIS

March 20, 1956

SIDNEY W. SOUERS  
CHAIRMAN

Mr. Tolson ☒  
Mr. Nichols ☒  
Mr. Boardman ☒  
Mr. Belmont ☒  
Mr. Mason ☒  
Mr. Mohr ☒  
Mr. Parsons ☒  
Mr. Rosen ☒  
Mr. Tamm ☒  
Mr. Nease ☒  
Mr. Winterrowd ☒  
Tele. Room ☒  
Mr. Holloman ☒  
Miss Gandy ☒  
*[Signature]*

The Honorable J. Edgar Hoover  
Director, Federal Bureau of Investigation  
Washington 25, D. C.

Dear Edgar:

Your kindness in sending me a copy of the memo covering your interview by Rev. Finan Lancaster is greatly appreciated. *hw 10-1*

The interview covered a wide range of subjects although there is a strong correlation between them. Although it will not be easy, perhaps we can do something about juvenile delinquency since the problem can be understood.

The difficult thing about combatting communism is the lack of full understanding of its dangers by such a large segment of the people, not to mention certain officials in high places. The latest tact being pursued by the Kremlin is going to make your job even more difficult and place our country in greater danger because it will fool a lot of our people and I fear some of our officials. They will think the present gang and Communism are becoming decent--that their objectives have undergone a change for the better now that they have repudiated Stalin and his works, when we know that under their doctrine the objective of world conquest never changes even though their tactics might be modified as appears to be the situation now. *[Handwritten mark]*

Also I find myself in full agreement with your comments regarding the Church. It is faced with a serious challenge with the problems of juvenile delinquency and godless Communism.

RECORDED - 40

Thanks again and with warm personal regards,

Sincerely, MAR 29 1956

*[Signature]*  
Sidney W. Souers

SWS:lhb

*only (on Spec Concepts List)  
CUE  
3/26/56  
TED*

EX-121



May 10, 1956

RECORDED - 79

62-80295-65

INDEXED - 79

EX-126

Rear Admiral Sidney W. Souers,  
U.S.N., Retired  
4440 Lindell Boulevard  
St. Louis 8, Missouri

My dear Admiral:

I have received the 1955 Annual Report of  
the General American Life Insurance Company which you  
so thoughtfully forwarded. It was very courteous of  
you to send it to me, and I enjoyed reviewing it.

Sincerely yours,

Edgar

NOTE: Address per Special Correspondents' List.

COMM - FBI  
MAY 11 1956  
MAILED 26

Tolson \_\_\_\_\_  
Boardman \_\_\_\_\_  
Nichols \_\_\_\_\_  
Belmont \_\_\_\_\_  
Harbo \_\_\_\_\_  
Mohr \_\_\_\_\_  
Parsons \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tamm \_\_\_\_\_  
 Sizoo \_\_\_\_\_  
Winterrowd \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Holloman \_\_\_\_\_  
Gandy \_\_\_\_\_

TED:jac  
(3)

U.S. DEPT. OF JUSTICE  
FBI  
RECEIVED READING ROOM  
MAY 10 4 14 PM '56

MAY 22 1956

John

TWD



OFFICE OF DIRECTOR  
FEDERAL BUREAU OF INVESTIGATION  
UNITED STATES DEPARTMENT OF JUSTICE

May 8, 1956

The attached was sent to the  
Director from General American  
Life Insurance Company, 1501  
Locust Street, Saint Louis 3,  
Missouri.

Attachment  
hmb (1)

Mr. Tolson \_\_\_\_\_  
Mr. Nichols \_\_\_\_\_  
Mr. Boardman \_\_\_\_\_  
Mr. Belmont \_\_\_\_\_  
Mr. Mason \_\_\_\_\_  
Mr. Mohr \_\_\_\_\_  
Mr. Parsons \_\_\_\_\_  
Mr. Rosen \_\_\_\_\_  
Mr. Tamm \_\_\_\_\_  
Mr. Jones \_\_\_\_\_  
Mr. Nease \_\_\_\_\_  
Mr. Winterrowd \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Mr. Holloman \_\_\_\_\_  
Miss Holmes \_\_\_\_\_  
Miss Gandy \_\_\_\_\_

① Ted

Let to Sowers  
(only -  
Spec cars hit)  
5-10-56  
TED



MAY

RECEIVED - NICHOLS  
F B I

RECEIVED - DIRECTOR  
F B I

MAY 8 10 05 AM '56

RECEIVED - NICHOLS  
F B I

MAY 8 11 09 AM '56



SIDNEY W. SOUERS

CHAIRMAN OF THE BOARD  
GENERAL AMERICAN LIFE INSURANCE COMPANY  
SAINT LOUIS

ENCLOSURE

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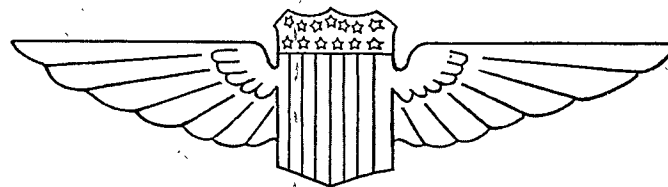
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74-1-4392-6

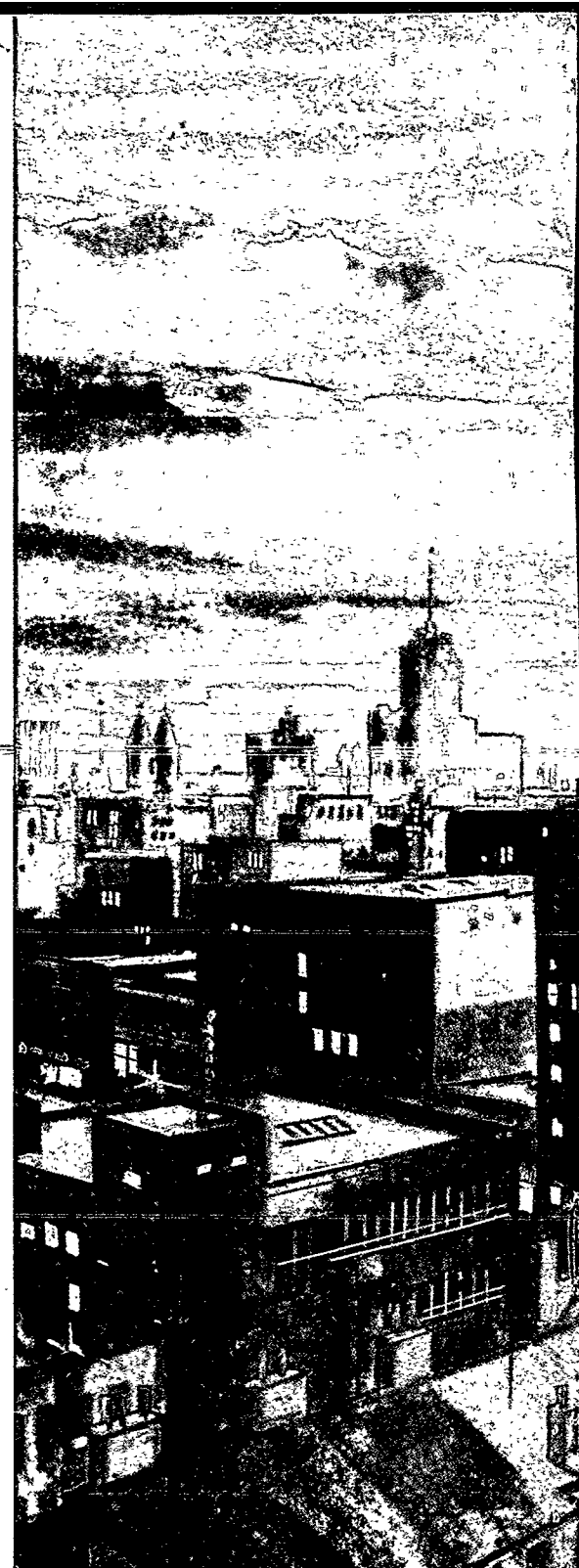
14 MAY 16 1956



*General American Life Insurance Company*



62-80295-66





# Notice to policyholders

The General American Life Insurance Company is owned entirely by its policyholders and operated solely in their interests. Policyholders are entitled to vote, either in person or by proxy, at the annual meeting which is held at 9:00 a. m. on the fourth Tuesday of January at the Home Office of the company in St. Louis, Missouri.





# *annual report*

1956

GENERAL AMERICAN LIFE INSURANCE COMPANY • ST. LOUIS, MISSOURI



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## The Record Shows

| December 31, 1956   | % Increase<br>Over 1955 | In 10 years                            | % Increase<br>Over 1946 |
|---|-------------------------|--|-------------------------|
| INSURANCE IN FORCE  |                         |  |                         |
| \$2,276,943,147 .....   | 10.7%                   | ... An increase of \$1,431,996,275 ... | 169.5%                  |
| TOTAL ASSETS  |                         |  |                         |
| 233,869,706 .....   | 4.3%                    | ... An increase of 80,944,115 ...      | 52.9%                   |
| ANNUAL PREMIUM INCOME   |                         |  |                         |
| 54,648,257 .....  | 10.7%                   | ... An increase of 33,991,612 ...      | 167.0%                  |
| POLICY BENEFIT PAYMENTS   |                         |  |                         |
| 44,283,671 .....  | 9.2%                    | ... An increase of 28,908,512 ...      | 188.0%                  |
| NEW ORDINARY INSURANCE<br>SALES   |                         |  |                         |
| 112,794,500 .....   | 30.5%                   | ... An increase of 82,682,600 ...      | 274.6%                  |
| ANNUAL GROUP PREMIUMS   |                         |  |                         |
| 36,994,488 .....  | 8.9%                    | ... An increase of 27,801,532 ...      | 302.4%                  |
| NEW GROUP LIFE SALES  |                         |  |                         |
| 201,082,097 .....   | 115.3%*                 | ... An increase of 187,474,369 ...     | 1377.7%                 |
| NEW PERSONAL ACCIDENT<br>AND SICKNESS PREMIUMS                                |                         |  |                         |
| 206,022 .....   | 15.4%                   | ... An increase of 139,559 ...         | 210.0%                  |
| DIVIDENDS AND EXPERIENCE RATING<br>CREDIT PREMIUM REFUNDS TO<br>POLICYHOLDERS |                         |  |                         |
| 7,207,383 .....   | 3.2%                    | ... An increase of 5,169,937 ...       | 253.7%                  |
| SURPLUS   |                         |  |                         |
| 10,550,191 .....  | 8.7%                    | ... An increase of 8,550,191 ...       | 427.5%                  |

\*Exclusive of participation in a congressionally-authorized group insurance program on U. S. Government employees.

## Progress Report 1946-1956



1956  
*Annual Report of  
the President*





T

he year 1956 was in many respects the most satisfying in the history of the General American Life Insurance Company. New sales records for each of our multiple lines of insurance—as well as substantial increases over 1955 sales—bring to fruition a program of agency-building and Home Office efficiency that began six years ago.

In itself, the fact that 1956 sales were up is no cause for special elation. More life insurance was purchased in the United States in 1956 than in any previous year. The important fact that makes the 1956 production record noteworthy for our policyholders is that it contains sales increases substantially larger than those for the insurance industry as a whole.

The first page of this report provides an interesting comparison of 1956 results with those in 1955 and in 1946. Perhaps a more significant past year would be 1950 for it was then that General American Life began a systematic program that has produced the 1956 results. In 1950, our group insurance operations were doing well, but we had been selling ordinary life insurance at the rate of only about \$30,000,000 a year. This unbalance between ordinary and group sales was only part of the problem. Our Home Office staff was large in relation to the size of our ordinary life business, and too many of our general agents were personal producers rather than agency builders.

A life insurance company is a service institution and the value of that service is measured by its cost. In 1950, we concluded that if the Company was to achieve its goal of furnishing insurance at low cost, it needed to (1) increase ordinary sales volume substantially and (2) decrease unit or per-policy costs of administration.

The systematic program developed and executed since 1950 has sharply reduced administrative costs. Today, the Home Office staff

has been reduced by 15.5% under what it was at the beginning of 1950, although our insurance in force has doubled and our sales of ordinary life have almost quadrupled. Perhaps the key element in the Company's program was its change from personal-producing general agents to agency-building general agents. In 1949, just before this program started, the Company had only four agencies which produced \$1,000,000 or more in ordinary life insurance a year. In 1956, there were 40, an increase of 900% over 1949 and of 33.3% over 1955.

The combination of higher sales and more efficiency that the 1950 program has brought to the Company has helped make it possible to increase dividends to policyholders on most policies issued since 1933, and to make sweeping rate reductions.

In common with other life insurance companies, the year 1956 saw General American Life playing a dual role in our modern economy. On the one hand, the Company has encouraged the combined small savings of thousands of policyholders, so they may provide themselves and their dependents with financial protection and long-term security. On the other hand, the prudent investment of their savings is helping to finance the continued expansion of business and industry. The accumulation of these savings serves as a strong anti-inflationary force.

The types and amounts of investments held by the Company, and a detailed account of our financial condition and operations are reflected in the later pages of this report.

General American Life will continue to be dedicated to increased service at the lowest possible cost to its policyholders. I express my deep appreciation for the results of 1956 to those whose support and effort made it possible, to our policyholders, our Board of Directors, our officers and our associates in the field and in the Home Office.

*Powell B. McHale*  
PRESIDENT



## Protection Through

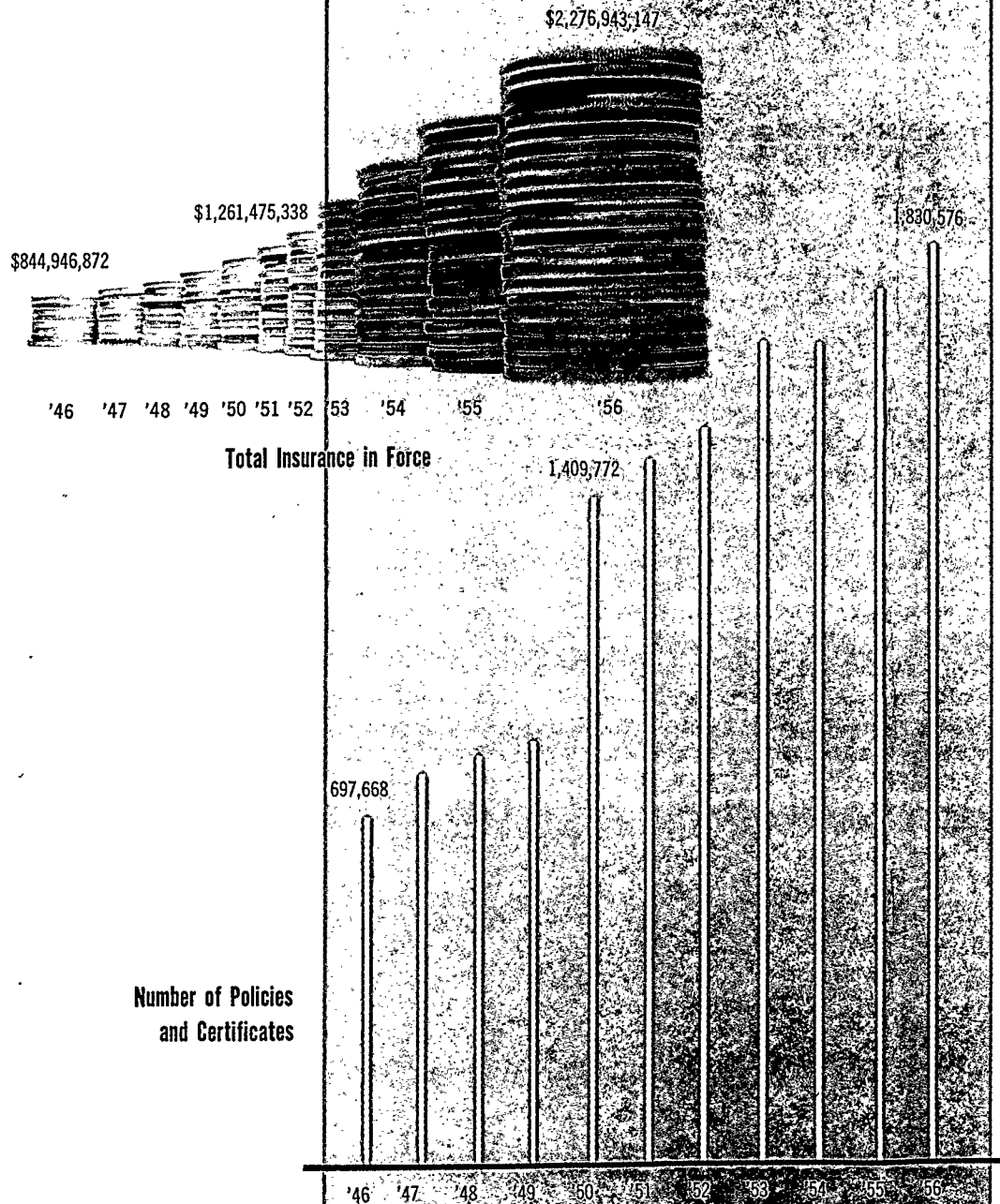
## Multiple Lines of Insurance

General American Life offers a variety of insurance coverage through its multiple lines of ordinary life insurance, group insurance, and personal accident, sickness and hospitalization insurance. The 1956 sales in each of these lines set new all-time records for our Company.

The Company's total life insurance in force—ordinary and group—reached \$2,276,943,147 as of December 31, 1956. This is \$219,522,133, or 10.7% more insurance in force than at the end of 1955, the first year when this significant measure of growth passed the two billion dollar mark. And it is \$1,220,586,147, or 115.5% more than the \$1,056,357,000 insurance in force with General American Life at the end of 1949—immediately prior to the initiation of an intensive program to increase Home Office efficiency and build up our agency organization.

Premium income also reached a new high in 1956. The Company received a total of \$54,648,257.35 from its various lines of insurance protection. This is \$5,261,406, or 10.7% more than in 1955.

The number of policies and certificates outstanding, a measure of our service to people, reached 1,830,576 as of December 31, 1956. This is 83,523 more than our previous high of 1,747,053 at year-end 1955. In the last ten years, the Company's outstanding policies and certificates have almost tripled in number—from the 1946 total of 697,668.





## Individual Life Insurance

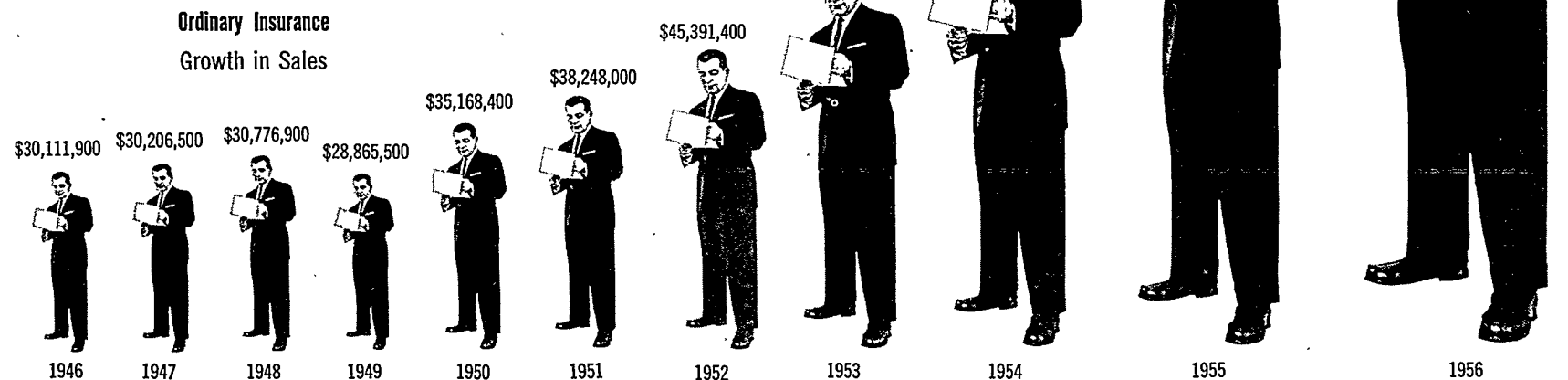
The year 1956 reaped the benefits of a momentum resulting from the realization of ordinary (individual) life sales goals that were set in 1952. At that time, the Company's annual sales of this key form of insurance were modest in relation to the size of our group insurance business and Home Office staff.

The 1952 program called for a year-by-year increase in our ordinary life sales, culminating in an \$80,000,000 goal for 1955. When that goal was more than met, \$110,000,000 was fixed as the objective for 1956. On November 26, 1956, the sale of a \$10,000 Masterplan policy brought the year's ordinary sales to more than \$100,000,000 for the first time in the history of the Company. It was a day marked by special ceremony in the Home Office.

At year-end, our ordinary life sales had reached the very satisfying total of \$112,794,500. This was \$26,385,100, or 30.5% above 1955, our best previous year. The industry-wide increase was 16%. The present annual volume is nearly four times as large as our ordinary life sales in 1949, the last year before we began our agency-building program.

The rapid growth in sales has been soundly based. The average size of ordinary life policy sold has increased each year. In 1949, the average size sold to adults was \$5,249. In 1956, it was \$10,002.

On July 1, 1956, primarily because of the larger average size of policy now being sold, the outlook for termination dividends on Economaster, our preferred risk plan, was improved as much as 70% at some ages. The Company also continued the liberal dividend scale for ordinary policies placed into effect in 1955.

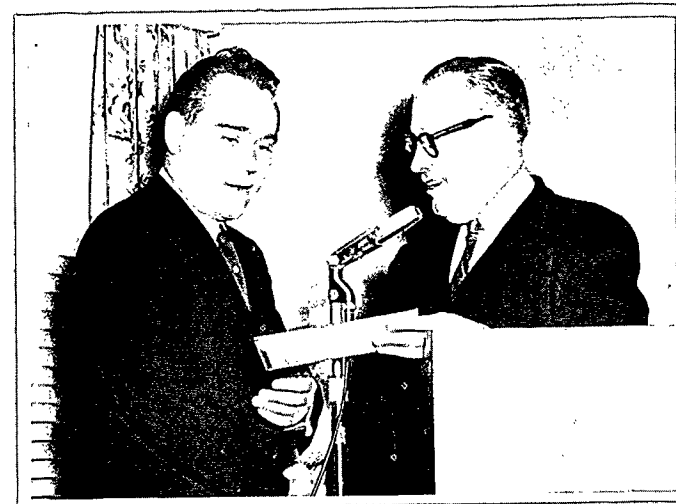




## *The Purposes of Individual Life Insurance*

"When someone's counting on you...you can count on life insurance" is the theme of the cooperative advertising campaign America's life insurance companies are conducting through the Institute of Life Insurance to make clear the basic function of our product. For the dependents of policyholders, our product in its various forms helps to replace lost family income—provide an education—or pay off a mortgage. And it helps the policyowner himself to meet emergencies—to provide capital for business opportunities—or to assure a regular income for retirement that he cannot outlive.

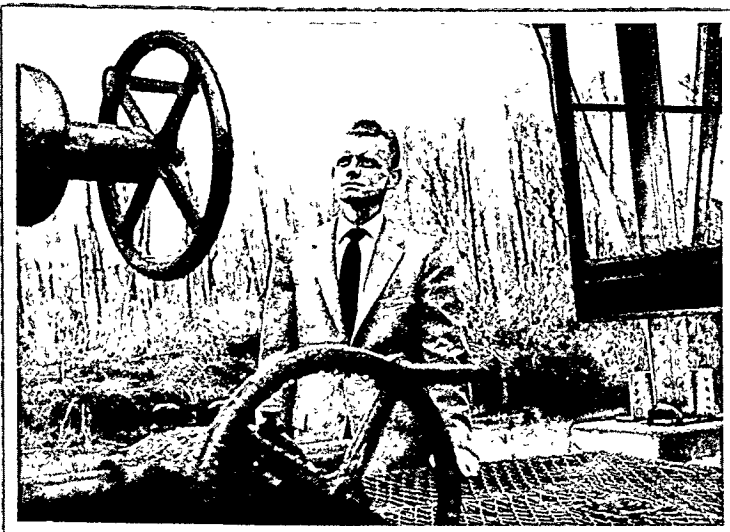
Different kinds of policies have been developed to meet different needs. General American Life offers a wide variety of coverages. Accounting for 56.3% of total individual life sales in 1956 were our two most popular forms of coverages—Masterplan, an unusual combination of savings and protection for both adults and children; and Economaster, a consistently low-cost preferred risk policy introduced 20 years ago which has proven especially attractive to protect businesses from the losses resulting from the death of partners, stockholders and key executives.



### *Masterplan for Adults*

*Clifford H. Goforth (left), field representative for McDonnell Aircraft Corporation, wanted both savings and protection as the foundation of his personal insurance program—and found the answer in a \$10,000 Masterplan contract. His investment turned out to be the sale that put General American Life's annual ordinary sales over the \$100,000,000 mark for the first time. To commemorate the event, President McHaney (right) presented the Masterplan contract to Mr. Goforth with almost 500 cheering home office associates looking on.*





### *Economaster*

*M. Lyle Cashion, Jr. of Jackson, Miss., head of a well-established oil production and drilling company, peers through one of its drilling rigs, knowing that ten of his key men and his company have greater security through the purchase of Economaster policies on their lives. Purchased on the "Split-Dollar" plan under which the employee and the company participate in both cost and benefits, the Cashion program offers an excellent example of Economaster's extraordinary usefulness in business insurance cases. This low net cost preferred risk policy, long a leader in its field, builds up cash values rapidly.*



### *Masterplan for Children*

*After reading about Masterplan for Children in an advertisement in Time magazine, Limin Kung of Honolulu dropped by the office to find out more. Field associate Allen Chang was soon able to demonstrate to Mr. Kung's satisfaction the many attractive features of Masterplan as a savings and protection program for his children. Result: A Masterplan on Limin, Jr. and Lani pictured here with their father and mother on the beach at Waikiki.*



### *Mortgage Redemption*

*Here is a simple case history of how our mortgage redemption coverage insures family security—with quiet, automatic efficiency.*

*Mr. Sidney M. Milne, a Post Office clerk, first obtained a General American Life mortgage to finance his suburban home. In 1950, he purchased a General American Life mortgage redemption policy to protect his wife if she became a widow. Last year Mr. Milne died unexpectedly at 53. Mrs. Milne used the benefits from this policy to pay off the rest of her mortgage.*

*Here is Mrs. Milne by the residence she now owns, as her husband intended, free and clear.*



## *Group Insurance*

General American Life was one of the pioneer underwriters of group insurance. The oldest group policy the Company now administers was issued in 1920 when group insurance was a new form of coverage. Since then, our group business has grown to where 740,000 men and women hold a total of more than 1,500,000 General American Life group insurance certificates.

General American Life is one of the ten largest companies in the United States writing employer-employee types of group insurance, a form of coverage enjoyed by more than 32 million employees of American business and industry. Group insurance furnishes low-cost protection because it can be administered on a mass basis. The premiums are collected through either employers or labor or other organizations.

The year 1956 was the 18th consecutive year in which General American Life's group premiums increased. For 1956, premium income from all forms of group insurance was \$36,994,488—\$3,010,191, or 8.9% more than in 1955, and 3 times greater than group premiums ten years ago. The firms whose names and trademarks are reproduced on the next page are representative of

many who do their group insurance business with General American Life.

The best known group coverage is group life insurance, the first form of group insurance developed and one that in 1956 accounted for 43.9% of the Company's total group premium income. New group life sales during 1956 totaled \$201,082,097. This is a substantial 115% increase over 1955 group life sales, excluding the amount which General American Life obtained in 1955 as its proportionate share of a congressionally-authorized group insurance program for United States government employees underwritten by a number of companies.

The year's group life sales brought our group life insurance in force as of December 31, 1956 to \$1,629,372,447—an increase of \$151,581,533, or 10.3% over year-end 1955.

Another major form of group coverage is group casualty insurance—various forms of protection against the financial hazards of accident and illness, including medical expenses and hospitalization. New Group casualty premiums during 1956 were \$1,938,132, an increase of 27.8% over 1955, and 317.5% over 1949.



EL PASO NATIONAL BANK

TENSION ENVELOPE CORPORATION



GRAPHIC ARTS ASSOCIATION OF ST. LOUIS, INC.

CARPENTERS' DISTRICT COUNCIL OF ST. LOUIS - SHOPS AND MILLS WELFARE FUND



\$36,994,488



CHRYSLER CORPORATION



Pittenger Publishing Company

UNION ELECTRIC COMPANY

Carpet, Linoleum and Resilient Tile Layers Local No. 419



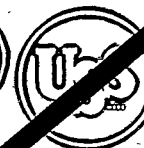
Coca-Cola \$33,984,297 St. Louis

LEO LFC CREDIT CORPORATION

Brown-Sage Company Bank Building Corporation

Retail Bakers' Insurance Trust Fund BAKERY AND CONFECTIONERS WORKERS UNION LOCAL No. 5

UNIVERSAL MATCH CORPORATION \$29,527,041



AARDING-WILLIAMS

Commerce Trust Company

COOK PAINT & VARNISH COMPANY

Alligator

Automotive, Petroleum and Allied Industries Employees Welfare Fund



BUTCHERS SAUSAGE MAKERS AND PACKING HOUSE WORKERS LOCAL NUMBER 645 WELFARE FUND \$21,632,218

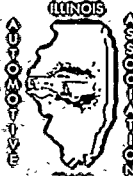
ARKANSAS POWER & LIGHT COMPANY

SHOPP BROS. BRIDGE & IRON COMPANY

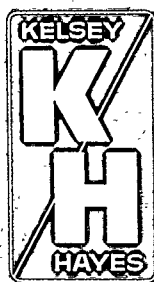
SCOTT L. STEEL CO.

DETROIT TEACHERS CREDIT UNION

Famous-Barr Co.



Angelica UNIFORMS \$16,332,693

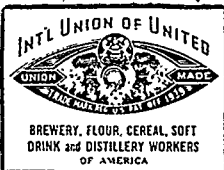


CAMPBELL-EVALD COMPANY

BOTTLERS' LOCAL UNION No. 187 \$13,519,373



PITTSBURGH STEEL COMPANY LOCAL 29 JOURNEYMEN AND APPRENTICES PLUMBING AND PIPE FITTING INDUSTRY



\$12,463,966

ILLINOIS LUMBER AND MATERIAL DEALERS ASSN.

BIRMINGHAM SLAG COMPANY A DIVISION OF VULCAN MATERIALS COMPANY

MCDONNELL Aircraft Corporation

CARWOOD

WINDER, GEORGIA



The Boatmen's

NATIONAL BANK OF SAINT LOUIS

FOLLANSBEE-STEEL CORPORATION



\$ 9,192,956

SCOTT, FORESMAN AND COMPANY

1946 1947 1948 1949 1950 1951 1952 1953 1954 1955 1956



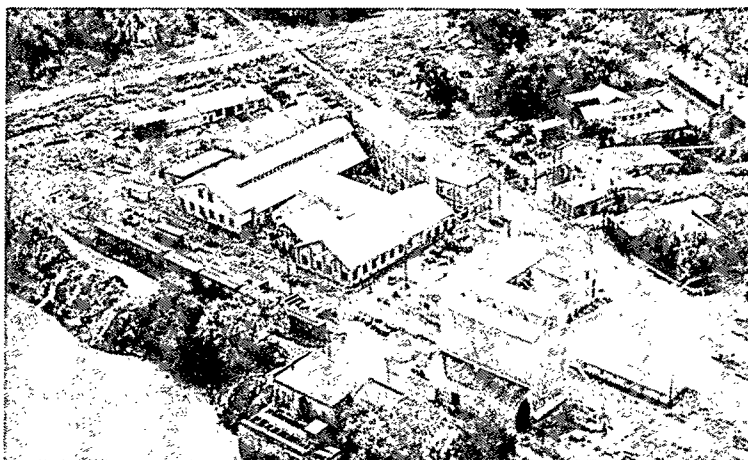
## Mass Protection for Individuals

Our group policyholders are as varied as the wide scene of American enterprise. For example, in just the first few weeks of 1956, the Company's group coverage was extended to the employees of a manufacturer of soot and smog catchers, a moving and storage firm, a manufacturer of printing inks, a bank, a theater chain, an automobile dealer, a furniture company, a spice importer, a catering company, and a firm of architects.

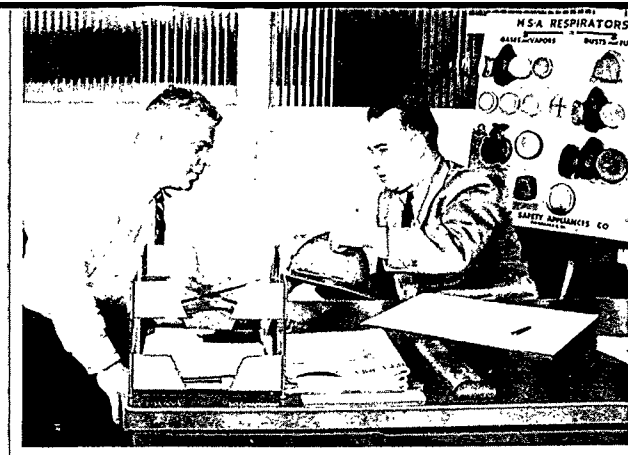
For each of them, the kind of protection needed and desired was tailored from among the twenty-six forms of group insurance offered.

One form of group insurance that rapidly increased in popularity during 1956 was group major medical expense insurance. This protects against the potentially catastrophic medical expenses resulting from severe and extended ailments. This relatively new form of protection, in common with other forms, has been developed to meet human needs.

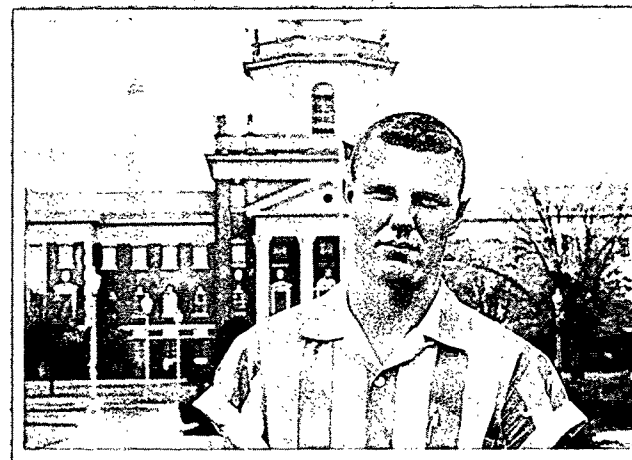
While group insurance is administered on a mass basis, its importance to the individual should never be minimized. On the next page we see some of the individuals protected by General American Life group insurance at their work. Their group insurance contributes to a more secure and happier life for them and their families.



Through group insurance, General American Life is responsible in part for the financial security of all of the employees of many companies and, on occasion, of virtually every family in a community. The latter situation prevails in Enterprise, Kansas, where the J. B. Ehrsam Manufacturing Company, a grain-handling and plaster mill equipment company is the major industry.

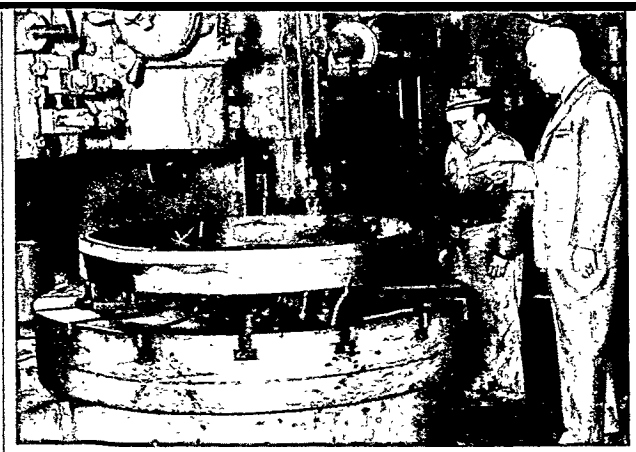


Leo N. Short II (right), promising young sales engineer for Mine Safety Appliances, nationally known Pittsburgh, Pa. company, concentrates on a newly designed protective helmet, his mind free from concern over his young son Leo, III, age 4 who had been smitten with and recovered from the rare Hirschprung's Disease after extended (7 months) and expensive treatment. Mr. Short's progressive company has a comprehensive group insurance program with General American Life, including the new and popular Major Medical Expense coverage, designed to protect both employees and their dependents. The boy's medical expenses would have represented a drastic and worrisome drain on the family's resources had Major Medical not been available to cushion the blow.

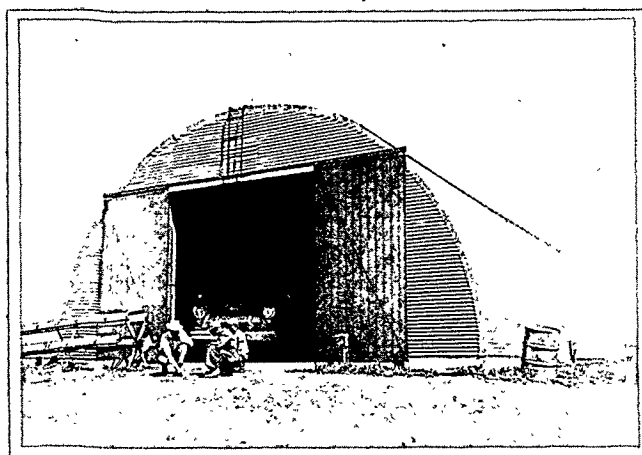


Carl Eugene Mitchell, a pre-dental student at Baylor University, Waco, Texas, is able to attend college and participate in an extended program of study leading to professional status because of the Group Life Insurance Program of Phillips Petroleum Company in which his father participated. Carl is the sole surviving child of the late Mr. and Mrs. Robert W. Mitchell, who were victims of a traffic accident while on vacation.





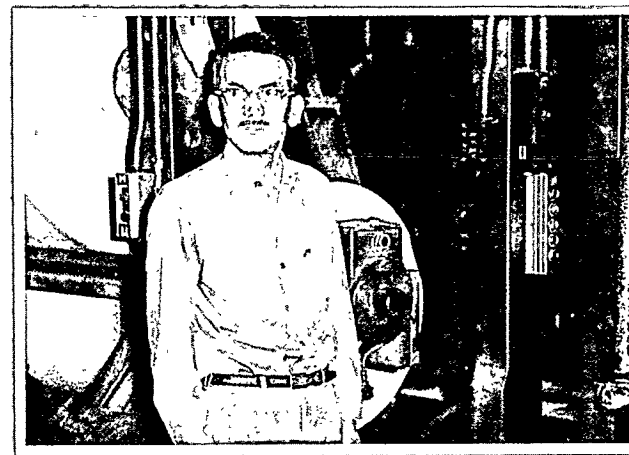
Carl C. Krueger (right), president of San Antonio Machinery and Supply Company, discusses the work of the drill press in the machine room of the plant at San Antonio. In 1956, Mr. Krueger authorized the addition of Group Life with Paid-Up Units to his company's comprehensive group insurance program. Through this new, practical form of coverage, employees build up permanent paid-up life insurance to protect them under all circumstances—whether they retire because of age or disability, or leave the active employ of SAMSCO for other reasons. When employment ceases, traditional group life insurance expires. Paid-Up Units are a new and relatively inexpensive solution to this problem.



The Quonset Building by Stran-Steel Corporation of Detroit that belongs to Martin Molinario (center) on his wheat ranch near Carter, Montana. This type of building may be purchased through a finance plan administered by L. P. G. Credit Corporation, Cleveland, Ohio. L. P. G. insures the life of the purchaser for the unpaid balance through a General American Life Creditors' Group Life plan.



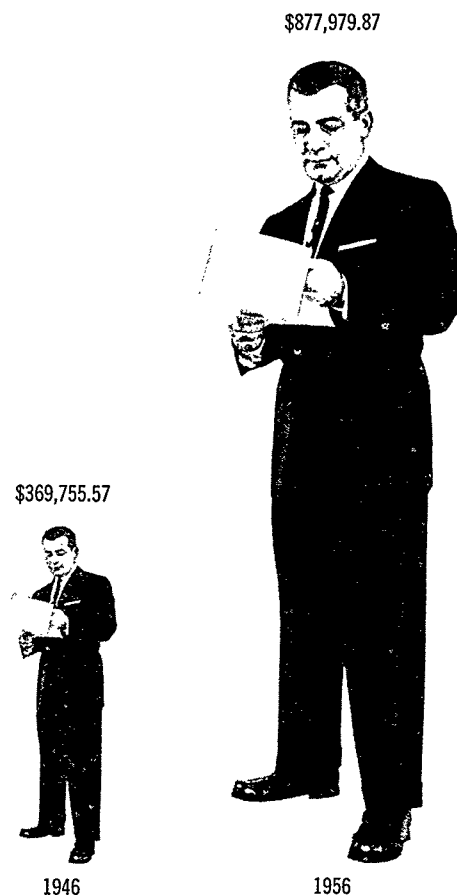
Included in the comprehensive group insurance program of Campbell-Ewald Company of Detroit, one of America's top advertising agencies, is hospitalization and surgical coverage for employees and their dependents. William Rose, an executive behind the scenes in TV and Radio, writes as follows: "As it comes to all of us . . . sickness paid a call on my family last year . . . in fact, my wife and myself were in different hospitals at the same time. With the costs being what they are today, we don't know how we could have managed without the help of General American. I'm grateful to the Campbell-Ewald Company for their progressive thinking in being affiliated with a company like General American."



Pictured back on the job is Albert Peters, press feeder mechanic for giant W. F. Hall Printing Company of Chicago, who was seriously injured in an automobile accident early in 1956. His injuries resulted in two extended stays at the hospital and disabled him for months. His employer's group program not only took care of almost all of Mr. Peters' hospital bills, but paid him a weekly income for 22 weeks.



## *Personal Accident, Sickness and Hospitalization Insurance*



Personal Accident and Sickness Premiums

Public awareness of the need for protection against the cost of illness or disability is evident. More than 60 million Americans—half the insured population—both through group and personal (individual) plans, are now covered by some form of health insurance underwritten by insurance companies including General American Life. Personal or individual accident, sickness and hospitalization insurance is one of this Company's multiple lines.

The Company's paid premiums for individual accident, sickness and hospitalization insurance totaled \$877,979.87 in 1956. This was an increase of \$110,524.31, or 14.4% over paid premiums in 1955. Of the total 1956 individual accident, sickness and hospitalization premiums, \$206,022.19 represented new sales. This was a 15.4% increase over new sales in 1955.

General American Life continued in 1955 to extend the mutual principle on this line of insurance. The owners of policies over three years old received a 5% annual dividend. This Company was one of the first to make it possible for policyholders to profit through dividends while paying premiums competitive with those charged on a non-mutual or non-participating basis.

Our steady year-by-year increase in volume in personal accident, sickness and hospitalization insurance illustrates the value of adjusting coverages to meet changing times and needs. In line with this philosophy, the Company recently added a new deductible feature to its personal accident, sickness and hospitalization insurance. Its effect will be to provide policyholders with sharply lower premiums for which they agree to deductible coverage similar to the familiar deductible in automobile collision insurance. This will permit our policyholders at reasonable cost to protect themselves and their dependents against major medical expenses.

The financial hazard of accident and illness is not limited to hospital and medical bills. It extends to the loss of earned income during periods of disability. To provide income during disability of considerable duration, the Company offers a number of choices of coverage, the most popular of which is our Business and Professional Men's Income Protector. Last year this unusual contract accounted for 35% of all first year premiums in our Personal Accident, Sickness and Hospitalization line.



## *B & P Income Protector*



*In August, 1955, a healthy young building contractor, John T. Donnell, paid \$46.39—his first quarterly premium—with his application for a Business and Professional Men's Income Protector contract. While his application was being processed, Mr. Donnell was stricken with a rare disease that caused paralysis of the extremities which prevented him from pursuing his occupation. His foresight in purchasing B & P came to his immediate aid. He received \$500 each month that he was unable to carry on his work, even though he was not confined to his home. General American Life has paid him more than \$8000 since he was taken ill.*

*"If I could only talk to people about this type of policy," Mr. Donnell (pictured at his hobby) told us recently... "not only has it saved me from being short of money, but it has contributed greatly to the unusual speed of my recovery."*

## *Hospitalization*



*Pictured above is Ervin C. Mies being enthusiastically greeted by his wife and five children as he leaves a Wichita, Kansas, hospital. Mr. Mies, a roofing contractor, is now recovered physically and financially from serious injuries suffered from a fall while on the job.*

*The accident occurred less than five months after Mr. Mies had purchased accident insurance coverage including hospitalization. He was so pleased with the prompt payment of his hospital bill and other payments under his accident insurance with the Company, that he applied for accident and sickness and hospitalization coverage for his wife and each of their five children.*

*Mr. Mies considers insurance that provides reimbursement for hospital expense incurred by each family member an important part of his family financial planning.*



## Benefit Payments Serve Human Needs

Benefit payments are the final measurement of the service General American Life performs. Our policyholders come to us for protection of one kind or another, for financial security in the face of the unexpected, for relief from worry about the future. Last year the Company paid or set aside 66.3% of its total income in various forms of benefits and reserves for future benefits for policyholders or their beneficiaries.

In 1956, General American Life paid out \$44,283,670.79 to policyholders and beneficiaries. This is an increase of 9.2% over the \$40,570,690.94 in benefit payments of all kinds in 1955, and is 188% more than the amount paid out 10 years ago.

*A total of 119,571 claims of all types were received in 1956. Despite what one may read on occasion about the snares for the unwary that are supposedly hidden in the "small print" of life insurance policies, only 15 of the 119,571 claimants—or about one out of every 8,000—were resisted in court. We do not believe this remarkable record is uncommon in the life insurance business, although little mention is made by most companies of the infinitesimal number of claims that must be properly declined in*

### *Causes of Death on ordinary life policies*

|                         | 1956   | 1946   |
|-------------------------|--------|--------|
| Heart and Circulatory   | 65.5%  | 55.4%  |
| Cancer                  | 17.6%  | 12.0%  |
| Accidents               | 3.4%   | 5.7%*  |
| Nephritis               | 2.0%   | 4.8%   |
| Pneumonia and Influenza | 1.9%   | 5.5%   |
| Suicide                 | 1.4%   | 1.8%   |
| Diabetes                | 1.3%   | 0.5%   |
| Tuberculosis            | 0.6%   | 1.8%   |
| Other                   | 6.3%   | 12.5%  |
|                         | 100.0% | 100.0% |

*\*Includes injuries resulting from operations of war*

*order to protect the interests of other policyholders.*

The largest proportion of benefit payments—a total of \$28,121,386.50—went to living policyholders. This sum was paid on endowments and annuities, for accident, sickness and hospitalization benefits, in dividends, and in cash surrender values.

The surviving beneficiaries of deceased policyholders received \$16,162,284.29 from the Company in 1956.

The mortality experience of our policyholders continued to be satisfactory over-all, remaining well within the rate of mortality assumed in the computation of policy premiums. The mortality experience on policies issued by this Company was 33.5% of the expected mortality under the Commissioner's Standard Ordinary Table, 1941. This comparatively low mortality is reflected in our dividend scale.

In the last ten years this Company has paid to policyholders and their beneficiaries the huge sum of \$285,254,158.05. The four photos on the following page give specific illustrations of the various forms of relief that these benefit payments have brought to tens of thousands of persons.



Back in 1936 Dr. Walter C. Gregg, a dentist in Pittsburgh, Pa., prudently decided to provide a guaranteed income for his later years. In 1956, when he reached 60, the guaranteed income began—an income he cannot outlive. Assuming the average life expectancy of a man at 60, Dr. Gregg will receive \$21,840 compared to the \$12,160.44 he invested over a 19-year period.

The payments to Dr. Gregg are included in the \$1,265,188.58 paid to living policyowners in 1956 as endowments and annuities.



To leave a hospital fully recovered is a happy experience. It is doubly happy when the expenses of illness or disabling accident are defrayed in large part by dependable insurance coverage. Last year \$17,415,656.12 was paid to living policyowners in cash or waiver of premiums as a result of accident or illness.



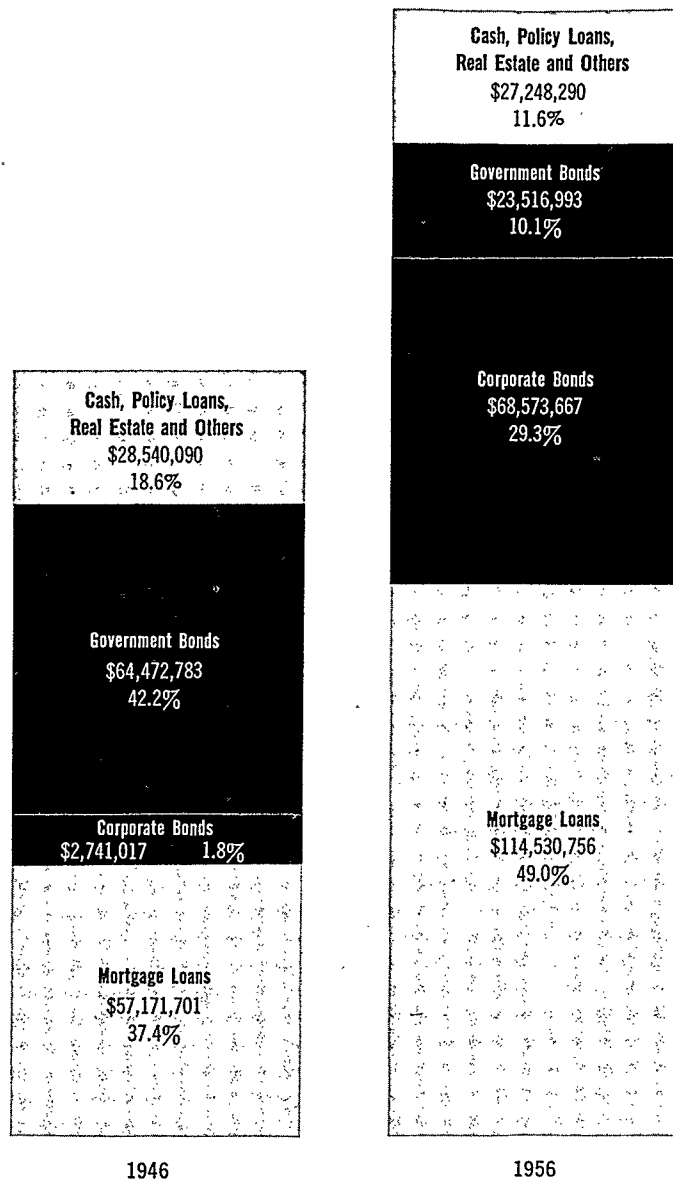
In fulfillment of the basic purpose of life insurance—protection of dependents against the economic consequences of death, \$16,162,284.29 was paid in 1956 to the beneficiaries of deceased policyowners. Most of them were widows and surviving children. Some were business organizations and other types of institutions for which the insured held a sense of responsibility.



In 1956, policyowners withdrew accumulated cash values of \$2,233,158.80, reflecting their changing needs and circumstances. Some found themselves in need of cash to meet emergencies. Others whose policies had served the purpose for which they were purchased used the proceeds of their prudence to provide long anticipated pleasures—like the joy of carefree travel.



## Investments



Distribution of Major Types of Investments

The total assets of General American Life behind the Company's 1,830,576 policies and certificates rose to \$233,869,706 as of December 31, 1956, an increase of \$9,654,931 over total assets at the end of 1955.

There was no change in 1956 in General American Life's traditionally conservative policy on investments.

The growth in assets was committed principally to high-grade corporate bonds, with an average Moody's rating of Aa, and to a lesser degree to conventional real estate mortgages. The laws of Missouri, where our Home Office is located, do not permit insurance companies to invest in common stocks.

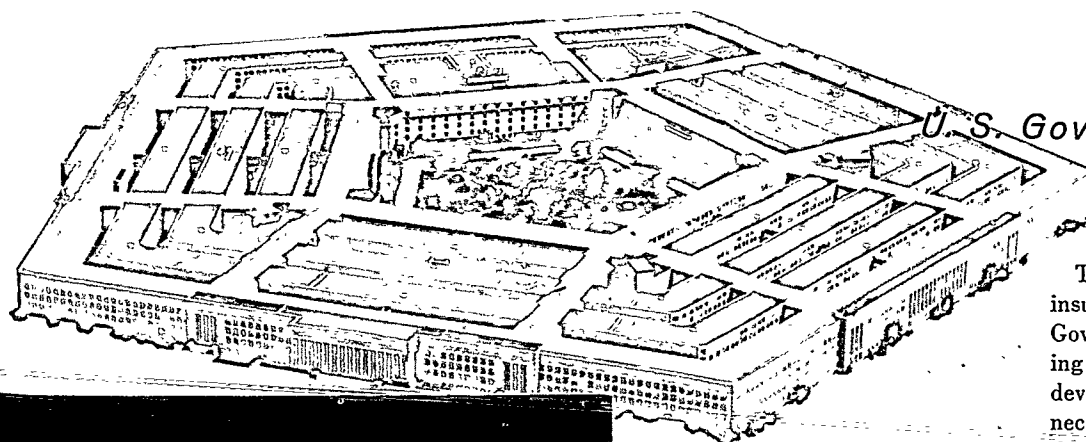
The most significant investment development of the year was the continuing rise in interest rates—the price of money—which was marked during the latter half of 1956. The Company invested throughout 1956 as funds became available, and, particularly in the later months of the year, at substantially better rates than have prevailed in recent years. This provided an opportunity to increase slightly the relative size of the bond account with a corresponding decrease in the mortgage loan account.

The yield on total assets averaged 3.65% after investment expenses but before provision for future interest and capital losses and income taxes. Higher federal income taxes reduced the 1956 yield to 3.34%. The comparable figure for 1955 was 3.37%. These figures demonstrate that increases in the income tax rates of life insurance companies in recent years have offset much of the increase in gross yields on investments. The investment returns of the Company continue to compare favorably with the experience of the industry as a whole.

\* \* \*

At the close of 1956, the Company had \$4,426,918, or 1.9% of its total assets in the form of cash in banks. This amount is held for such current operating needs as the payment of normal claims, taxes, etc.



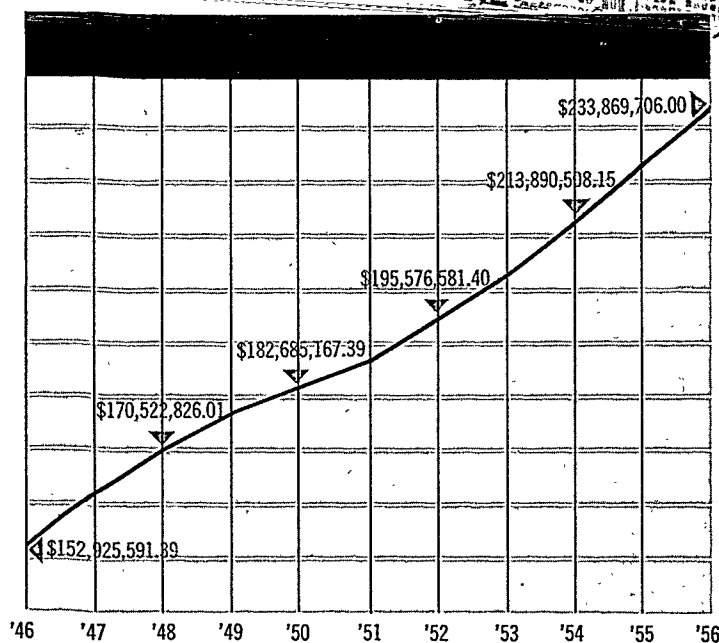


## U.S. Government Bonds

The last decade has seen a steady decline in life insurance company investments in United States Government obligations in favor of higher yielding mortgage loans and corporate bonds. This development was to be expected because of the necessity of life insurance companies improving their yields over those obtainable in the 1940's. It will be remembered that in 1947 the average net yield on the investments of all life insurance companies was 2.88%.

At the end of 1956, General American Life's investment portfolio contained \$23,516,993 in government obligations, or 10.1% of our total assets. This is \$398,526 less than the total amount of government obligations held at the end of 1955. The decline is accounted for by the maturing of short term Treasury bills and Series G savings bonds.

Short term government obligations are, in effect, a secondary cash reserve with two main values to an insurance company. One is to provide for sudden and unexpectedly large claims such as might result from a mass catastrophe involving many policyowners. The other is to afford a flexible source of funds in case attractive investment opportunities arise.



Growth in Assets





*A Bell Telephone Laboratories engineer working with an experimental model of the picture-phone system of the future. American business finances its research and development in large part through long-term borrowed capital. Among \$5 million invested in corporate securities by the company last year, was an additional \$250,000 in the debentures of American Telephone and Telegraph Company bringing its holdings in the parent company of the Bell system to \$1,250,000.*

## Corporate Bonds

One of our major outlets for investment, the purchase of corporate securities, helps provide the financing that business and industry need to expand plant and equipment. Our corporate bond account increased during the year to \$68,123,667, or 29.1% of all assets. This is an increase of \$5,016,148 over the corresponding figure at year-end 1955.

In view of the conservative nature of our bond account, the average yield in 1956 from this source was slightly lower than the average yield obtained from bonds by all life insurance companies. The 1956 yield was 3.1% before provision for losses and taxes, up slightly from the 3.0% of 1955.

At the year-end, more than two-thirds of our corporate securities,—71%—were those of public utility companies, including telephone company bonds, which enjoy traditionally stable earning power and correspondingly high investment ratings. The next largest category was that of a diversified group of industrial and commercial companies whose activities range from producing aluminum and steel to shoes and drugs.

Accompanying this report is a list of our bond holdings.

## Mortgage Loans

The major outlet for all 1956 investments (including the reinvestment of funds resulting from principal repayments and sale) was that of conventional first mortgage loans on real estate. New conventional loans made in 1956 amounted to \$14,954,198.

The Company continued to maintain a substantial investment in mortgage loans insured against loss to the lender by the Federal Housing Administration.

At December 31, 1956, General American Life had a total of \$67,786,585 invested in conventional first mortgage loans, or 29% of all assets. This was \$5,647,193 more than was invested in such loans at the end of 1955. The Company's investment in mortgage loans of all

### Mortgage Loan Foreclosures

| Year         | Number of Loans<br>Foreclosed |           | Principal<br>Amount<br>of Loans | Total<br>Received<br>in Settlement |
|--------------|-------------------------------|-----------|---------------------------------|------------------------------------|
|              | Conventional                  | F. H. A.  |                                 |                                    |
| '49          | 0                             | 2         | \$13,565.90                     | \$12,100.00                        |
| '50          | 0                             | 0         | 0                               | 0                                  |
| '51          | 0                             | 3         | \$18,268.30                     | \$20,203.86                        |
| '52          | 0                             | 0         | 0                               | 0                                  |
| '53          | 0                             | 0         | 0                               | 0                                  |
| '54          | 0                             | 16        | \$293,325.43                    | \$301,570.09                       |
| '55          | 0                             | 0         | 0                               | 0                                  |
| '56          | 0                             | 1         | \$3,076.11                      | \$3,250.09                         |
| <b>Total</b> | <b>0</b>                      | <b>22</b> | <b>\$328,235.74</b>             | <b>\$337,124.45</b>                |



kinds totaled \$114,530,756, or 49% of all assets at the end of 1956, as compared to 49.6% at the end of 1955.

For some years, General American Life has invested a higher percentage of its policyholders' assets in conventional first mortgage loans than most insurance companies. Our Company is one of the few which acquires its conventional loans entirely through its own salaried representatives in mortgage loan field offices.

This has enabled us to combine the safety inherent in an exceptionally conservative investment policy with a satisfactory yield from our total invested assets. The 1956 gross average yield on our entire mortgage loan account was 4.64%, an increase over 1955's average yield of 4.61%. This is before expenses, provisions for losses and taxes. The gross yield on the mortgage loans made in 1956 was 4.98%, up substantially from 1955's 4.71% because of higher interest rates prevailing in 1956.

Most of our conventional first mortgage loans are on new homes in relatively new suburban neighborhoods. Most are for less than 60%, and none are for more than two-thirds of the fair market value of the property securing them. To avoid the effect of local business recessions and unforeseen changes in the desirability of neighborhoods, the loans are well diversified as to location. Almost without exception they are fully amortized.

Monthly payments of principal and interest insure a steady stream of funds for employment in new investment opportunities and provide increased flexibility in adjusting to changing economic conditions. This cash flow enables the Company not only to take advantage of offerings that appear in the investment market from time to time, but to shift more readily from one type of investment to another, without the necessity of selling otherwise desirable securities. For example, if an outstandingly attractive offer of corporate securities becomes available, our ability to purchase the amount desired is enhanced by combining available cash with funds received currently from mortgage repayments.

As we have pointed out in past annual reports, the payment record of General American Life's mortgagors has been remarkable. In the last



*The John W. Cowles family of Dallas, Texas moving into their attractive new home, financed through a General American Life first mortgage loan.*

21 years, only 5 conventional loans have been foreclosed to completion with no resultant loss. At the end of 1956, as at the end of 1955, only one mortgage loan (an FHA loan) out of approximately 14,000 loans on our books was delinquent more than 90 days as to interest. The unpaid principal of the loan was \$9,213.55.

A severe depression could, of course, cause a sharp reversal in this experience. We have provided for possible future interest and capital losses by accumulating a reserve equal to one-fourth of 1% of mean ledger assets adjusted for capital gains and losses. To date, this reserve has accumulated to \$3,850,280, or 1.7% of total invested assets.



C. R. Anthony



Edwin M. Clark



James M. Kemper



Preston Estep



J. W. McAfee



Harry H. Langenberg



Sidney Maestre



William A. McDonnell



Tom K. Smith



John S. Swift



Sidney W. Souers



Edwin J. Spiegel



Hugh Stephens



Sam D. Young



John L. Wilson



Howard I. Young



## Administration

### Board of Directors

#### C. R. ANTHONY

Chairman of the Board and President,  
C. R. Anthony Company, Oklahoma City, Okla.

#### \*EDWIN M. CLARK

President, Southwestern Bell Telephone Co.,  
St. Louis, Mo.

#### PRESTON ESTEP

President, Transit Casualty Company, St. Louis, Mo.

#### JAMES M. KEMPER

Chairman, Commerce Trust Company,  
Kansas City, Mo.

#### \*HARRY H. LANGENBERG

President, Langenberg Bros. Grain Co.,  
St. Louis, Mo.

#### SIDNEY MAESTRE

Chairman, Mercantile Trust Company, St. Louis, Mo.

#### J. W. McAFEE

President, Union Electric Company, St. Louis, Mo.

#### \*WILLIAM A. McDONNELL

Chairman of the Board, First National Bank in  
St. Louis, St. Louis, Mo.

#### \*EXECUTIVE COMMITTEE

#### \*TOM K. SMITH

Chairman, Boatmen's National Bank, St. Louis, Mo.

#### \*SIDNEY W. SOUERS

Chairman of the Board, St. Louis, Mo.

#### EDWIN J. SPIEGEL

Chairman and Chief Executive Officer,  
Gaylord Container Corporation, St. Louis, Mo.

#### \*HUGH STEPHENS

President, Board of Curators, Stephens College,  
Columbia, Mo.

#### JOHN S. SWIFT

Chairman, John S. Swift Company, Inc.,  
St. Louis, Mo.

#### JOHN L. WILSON

Executive Vice-President, Anheuser-Busch, Inc.,  
St. Louis, Mo.

#### HOWARD I. YOUNG

President, American Zinc, Lead & Smelting Co.,  
St. Louis, Mo.

#### SAM D. YOUNG

President and Chairman of the Board,  
El Paso National Bank, El Paso, Texas

#### ADVISORY COUNCIL

L. RAY CARTER, *Chairman*



## *The Character and Personality of a Growing Insurance Institution*

The directors of the General American Life Insurance Company are men of outstanding reputation, broad business experience, and genuine public spirit. They bring counsel and leadership to the officers of the Company, who are themselves men of high calibre, experienced in life insurance company management.



\*POWELL B. McHANEY,  
President, and Chairman of  
the Executive Committee,  
General American Life  
Insurance Company.

## *Officers*

### OFFICERS

SIDNEY W. SOUERS,  
Chairman of the Board  
POWELL B. McHANEY, President  
EMIL E. BRILL,  
Senior Vice-President

### AGENCY DIVISION

FRANK YESSER, Vice-President  
Richard H. Bennett,  
Field Vice-President  
Carl H. Lane,  
Superintendent of Agencies  
Eugene V. Boisaubin, Director  
of Agencies, Eastern Division  
C. E. Fritsche,  
Director of Agency Training  
Anthony Gatzert,  
Agency Secretary

### GROUP DIVISION

WINBURNE M. PARIS,  
Vice-President  
Ray Ely, Group Actuary  
L. Wayne Kauble,  
Group Field Vice-President  
William C. Scharinghaus,  
Manager Group Policy  
Administration  
Stanley A. Cocklin, Manager  
Group Underwriting  
Edward H. Jackson, Manager  
Group Sales and Service  
Frank Thompson, Director of  
Field Training and Service

### ACTUARIAL DIVISION

OTTO J. BURIAN,  
Vice-President and Actuary  
Edward L. Faith,  
Associate Actuary  
Douglas Wood, Manager  
Life Underwriting

### MEDICAL DEPARTMENT

JAMES H. READY, M.D.  
Medical Director  
G. F. Rendleman, M.D.  
Assistant Medical Director

### ACCOUNTING DIVISION

VICTOR F. BACHLE,  
Comptroller  
Edgar W. Baseler,  
Associate Comptroller  
Alfred D. Froning,  
Assistant Comptroller  
John S. Masterson, Manager  
Premium Accounting  
Jerome Bugger, Manager  
Group Accounting  
Howard A. Sanders, Manager  
General Accounting  
Burt H. Fehlig, Manager  
Investment Accounting

### INVESTMENT DIVISION

J. G. DRISCOLL,  
Financial Vice-President  
William R. Mead, Treasurer  
and Manager Securities  
Dept.  
Paul K. Justus, Manager  
Farm Real Estate

### PUBLIC RELATIONS DIVISION

STANLEY M. RICHMAN,  
Vice-President  
A. William Evans,  
Manager Personnel  
Carol R. Scott,  
Manager Advertising  
Oliver Siegmund,  
Manager Personal Accident  
and Sickness Development  
Samuel F. Doty, Manager  
Home Office Building  
Thomas E. Ashcraft, Auditor

### LAW DIVISION

FRANK P. ASCHEMEYER,  
Vice-President  
and General Counsel  
Paul G. Ochterbeck,  
Associate General Counsel  
Joseph E. Jacques, Tax Officer  
A. J. Bockwinkel, Manager  
Group Benefits  
Elmer A. Jungclaus, Manager  
Policyholders Service

### SECRETARY'S DIVISION

HARRY F. ROLLETT, Secretary  
Samuel C. Boggess, Jr., Manager  
Budget and Purchasing  
Lynn Kennedy, Manager  
Service Department



## *Field Organization*

New insurance is essential to the progress of a life insurance company. The financial strength that comes from a steadily growing volume of insurance enables an insurance company to provide its policyholders with the protection they need at lowest possible cost. General American Life's agency organization—our 544 representatives and several hundred brokers—are the men and women who apply the service of life insurance to people and their problems.

Earlier pages of this report have given details on 1956, the best new insurance year in our history. Behind 1956's record sales stand the best agency organization in our history.

The story behind that agency organization goes back to 1949. That year only four agencies out of 80 were able to produce \$1,000,000 or more in annual sales of ordinary life insurance. In 1956, a total of 40 of our 79 general agencies produced more than \$1,000,000—and 19 of the 40 produced more than \$2,000,000. Seven agencies produced more than \$3,000,000 in ordinary life sales during 1956.

This is the gratifying result of an intensive Company program begun in 1950. Its purpose was to convert our general agents from personal producers of life insurance to sales executives dedicated to recruiting and training representatives to work under them. In 1949, a majority of

our general agents were actually personal producers rather than agency builders. In 1956, a majority of them were agency builders.

To bring about this change, the Company developed its "Lifetime Security Franchise" agency contract. For the general agent, this contract is geared to building an agency. It offers no encouragement to a static organization. The idea of multiple agencies or district managers under a single general agent was introduced in order that our general agents could give qualified men a chance for agency management within their own agency and in their home community.

The Company maintains two programs for recruiting outstanding young men with agency management potential. One is a seven-year "Charted Career Program" for college graduates. The other is a four-year program for young men with more extensive backgrounds. In the future, most of our agency management manpower will come from these ranks. 1956 saw the first "graduate" of such a program, Marvin A. Buersmeyer, step into the management of a major agency at Omaha, Nebraska, to succeed the late Frank A. McDevitt.

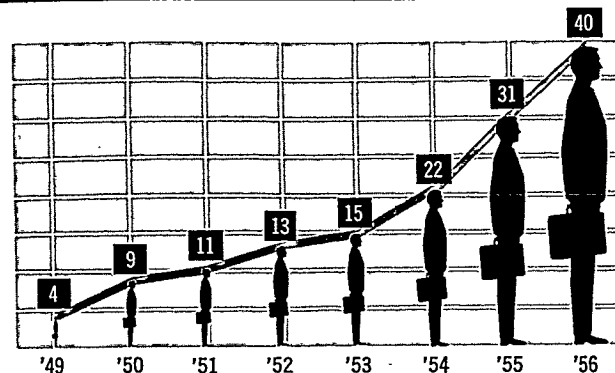
During 1956, the Company established new general agencies in Fresno, California; Little Rock, Arkansas; and Sioux City, Iowa; added an agency in St. Louis and another in Detroit.





Top agency awards were won by the same agencies for the second consecutive year. Winner of the President's Million Dollar Cup for the best all-round agency was the Chicago agency of General Agent Otto A. Jeanes (right). The Los Angeles agency of Maurice Levine (left) received the Agency Achievement Cup for ranking highest in agency building performance. President McHaney congratulates both.

### Growth of \$1,000,000 (or more) Agencies paid life volume



For the first time in the history of the Company a father and son team both made the life insurance industry's coveted Million Dollar Round Table. Pictured above are the winners of this unusual honor Fred F. Sale and his son, Fred R. Sale, CLU.



Frank E. Kelly of San Francisco, California led all first year men in the Company with individual life sales of \$911,652. In recognition of his outstanding achievements, he received the Recruit of the Year Award for 1956.



Glenn M. Erskine



Chester L. Hollifield



William H. Riback



James O. Ogle, Jr.



Leslie H. Crook, Jr.



Edmund F. George



Joseph W. Lauck, Jr.



Paul Cooper



George J. Evans

The top ten first year men pictured above add to the Company's reasons for confidence in its future growth.

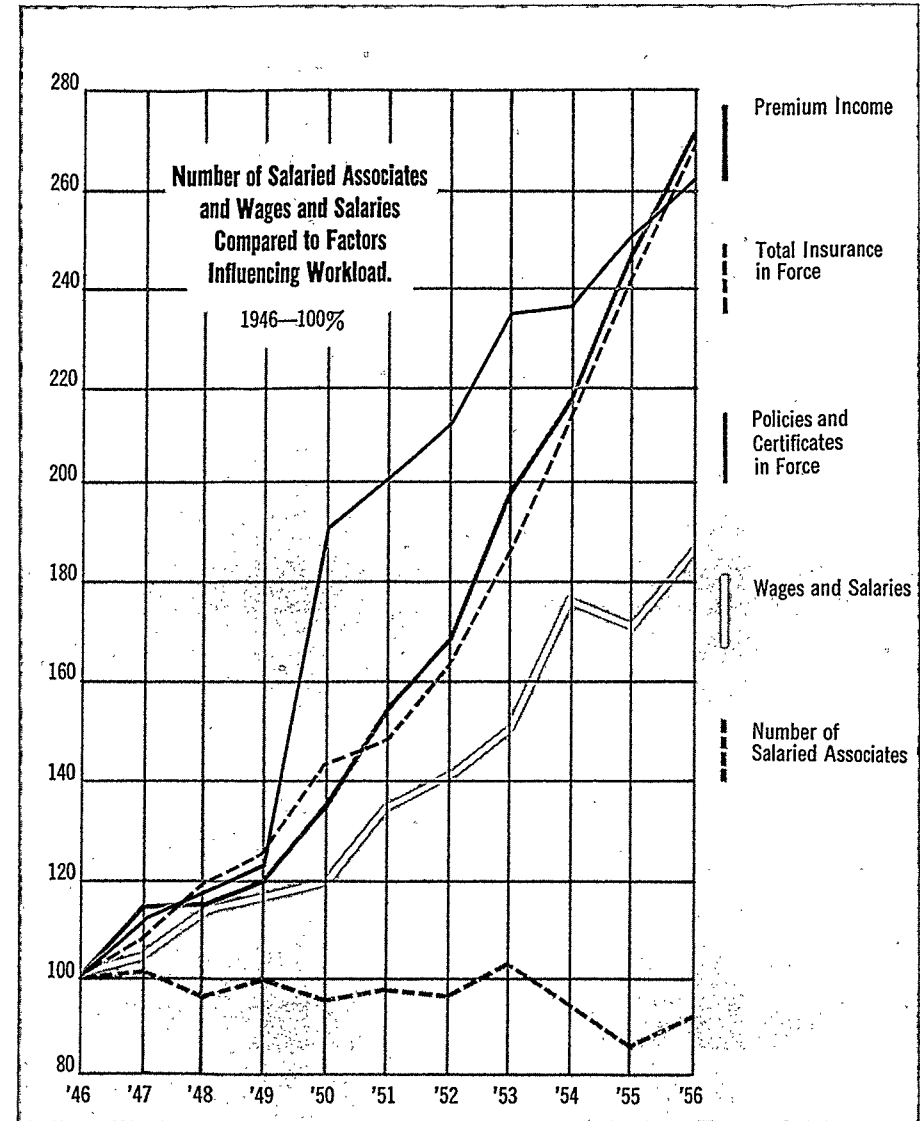


*An integral part of the Company's policy of "promotion from within" is helping associates to qualify for positions of greater responsibility. Pictured (left) is one meeting in a series on Group Conference Leadership, designed to develop skills necessary in higher echelons of management.*



An example of how this sense of participation manifests itself in specific ways for the betterment of the Company may be found in a program called "Prospectscope." Developed from discussion in the Junior Board, an advisory committee of supervisors, Prospectscope provides an incentive and a continuing method for home office associates to supply sales agencies with prospects for insurance. Resulting sales in 1956 were the highest in Prospectscope's three-year history.

Through this simple system, home office associates experience a direct participation in the sales effort of the Company which in turn leads to a recognition of the significance of sales in the over-all progress of the Company.





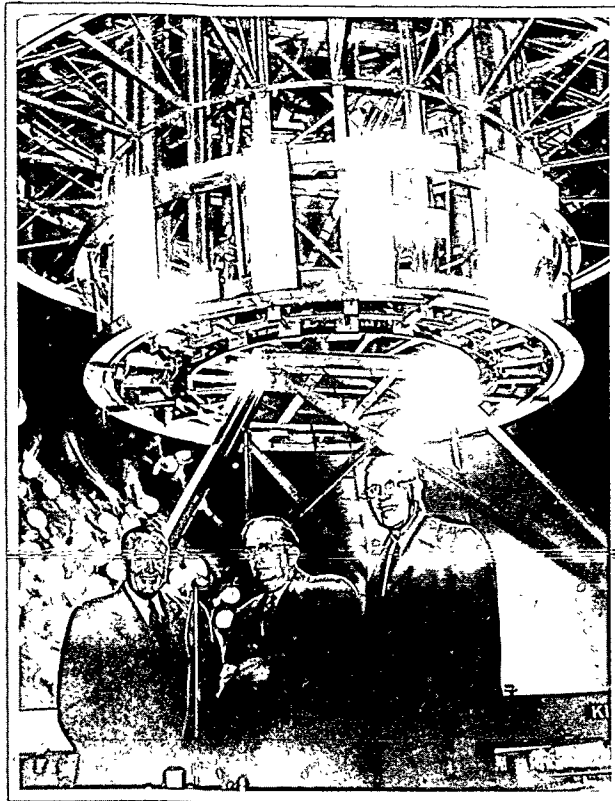
*The Employees Advisory Council in session with President McHaney. Members, appointed by the President from every division of the company, meet monthly to advise concerning "methods, practices and policies" in the best interests of the company.*



*The Company encourages Home Office Associates to take an active part in the civic life of the St. Louis Community. Pictured here are part of the 100 dolls "outfitted" by Home Office Associates for the Salvation Army's distribution to needy children at Christmas.*



*Open discussion among all members of a department can create constructive results. Out of the meetings of the Group Benefits Department (pictured right) came a record breaking number of suggestion awards. Fourteen members of the department shared \$355 in prizes for 29 awards that will enable the Company to improve efficiency and reduce operating costs.*

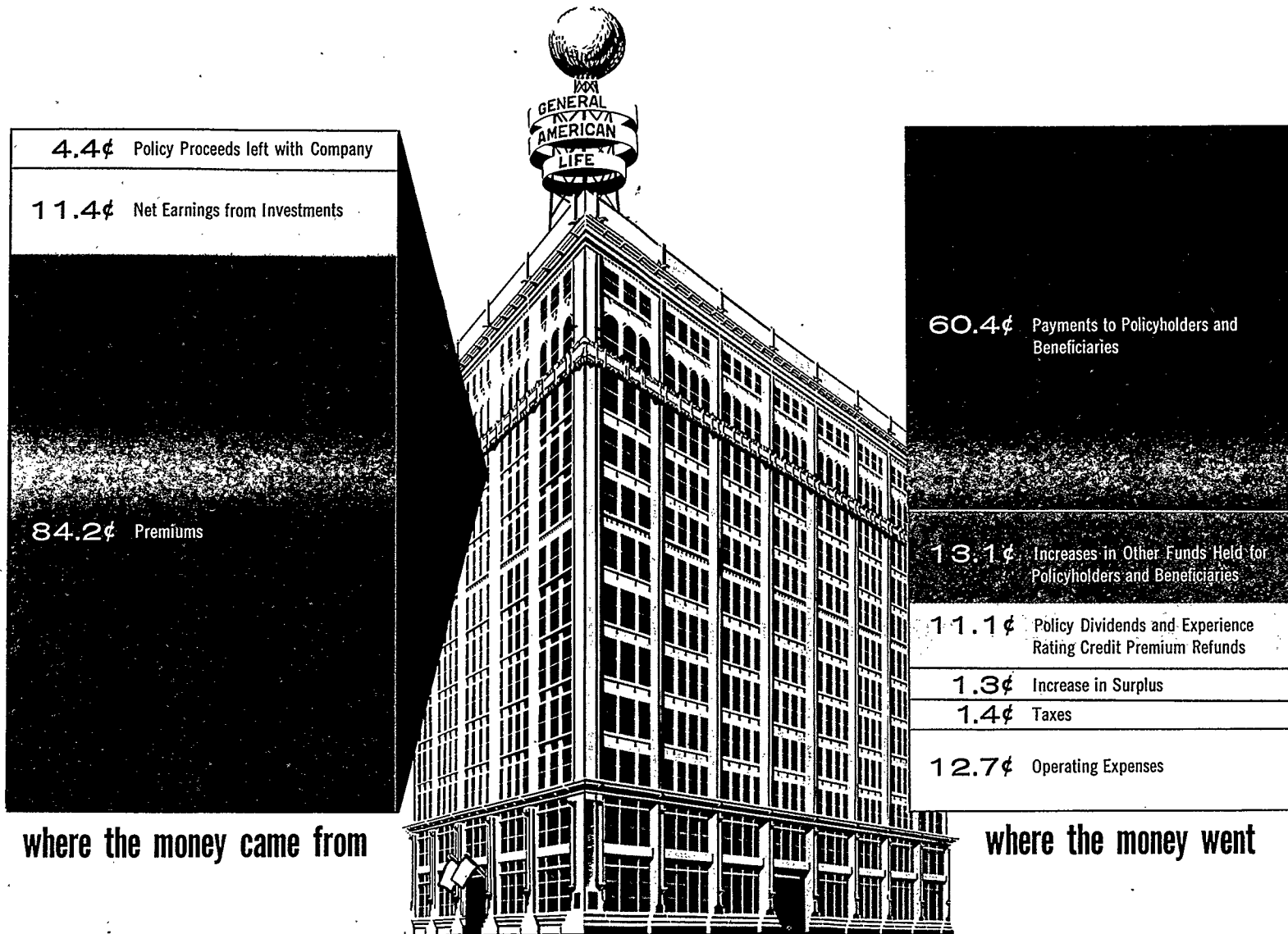


*On a rainy night in April, Mayor Raymond R. Tucker of St. Louis, shown here with St. Louis Weatherman Harry Wahlgren and Mr. McHaney, officially threw the switch to turn on the new revolving Weatherball atop the General American Life Building. This large roof-top sign has occasioned much favorable comment as an attractive addition to the St. Louis skyline. By rendering an interesting service to the community in reporting U. S. Weather Bureau forecasts the sign helps to establish positive name identification for General American Life.*



# Income and Disbursements

(Accrual Basis)





## *Income*

|  |
|--|
| Premiums were the major source of income                           |
| Some policy payments are left with,<br>or returned to, the company |
| Investment income  |
| Profits realized on sales or liquidation of assets                 |
| <b>TOTAL</b>   |

| <b>1956</b>            |
|------------------------|
| \$54,648,257.35        |
| 2,846,959.04           |
| 9,060,530.59           |
| 211,979.21             |
| <b>\$66,767,726.19</b> |

| <b>1955</b>            |
|------------------------|
| \$49,386,850.91        |
| 2,307,244.82           |
| 8,727,923.67           |
| 212,818.89             |
| <b>\$60,634,838.29</b> |

| <b>1946</b>            |
|------------------------|
| \$20,348,216.08        |
| 1,604,625.56           |
| 6,730,975.58           |
| 1,655,471.90           |
| <b>\$30,339,289.12</b> |

## *Expenditures and Changes in Reserves*

|  |
|--|
| Policy benefits were the major disbursement  |
| Funds left on deposit benefited their owners   |
| Taxes consumed a sizable portion of income   |
| Operating expenses   |
| Some sales and adjustment of values of<br>assets resulted in losses                        |
| Current year earnings used in lien reduction   |
| Policy reserves increased  |
| Reserve for optional settlements on certain<br>Ordinary policies not yet matured decreased |
| <del>Group mass hazard and excess morbidity</del><br>reserve increased                     |
| Reserve for mortality fluctuation increased  |
| Reserve for fluctuation in asset values increased  |
| Provision for funding past service annuities<br>under Company's retirement plan            |

|                        |
|------------------------|
| \$37,076,287.79        |
| 2,131,911.39           |
| 1,680,364.77           |
| 9,309,450.94           |
| 36,855.32              |
| None                   |
| 7,193,986.46           |
| (-) 55,938.76          |
| 255,753.29             |
| 301,327.00             |
| 617,984.00             |
| 165,000.00             |
| <b>\$58,712,982.20</b> |

|                        |
|------------------------|
| \$33,588,903.37        |
| 2,025,627.48           |
| 1,471,653.21           |
| 8,356,824.89           |
| 382.13                 |
| None                   |
| 5,199,803.84           |
| 115,411.39             |
| 553,012.00             |
| 531,079.00             |
| 627,870.00             |
| 177,754.14             |
| <b>\$52,648,321.45</b> |

|                        |
|------------------------|
| \$13,337,712.13        |
| 1,072,609.13           |
| 593,835.83             |
| 4,643,622.13           |
| 36,025.87              |
| 1,541,482.55           |
| 6,803,682.40           |
| None                   |
| 156,300.00             |
| None                   |
| None                   |
| None                   |
| <b>\$28,185,270.04</b> |

|  |
|--|
| Net gain before dividends and experience rating<br>credit premium refunds to policyholders |
| Dividends and experience rating credit<br>premium refunds to policyholders                 |
| Net gain after dividends and experience rating<br>credit refunds to policyholders          |

|              |
|--------------|
| 8,054,743.99 |
| 7,207,383.00 |
| 847,360.99   |

|              |
|--------------|
| 7,986,516.84 |
| 6,981,787.57 |
| 1,004,729.27 |

|              |
|--------------|
| 2,154,019.08 |
| 2,037,446.26 |
| 116,572.82   |

## *Change in Surplus Funds*

|   |
|---|
| Surplus funds beginning of year   |
| Refund surplus and earnings applied to<br>retirement of stock for mutualization |
| Increase in surplus funds   |

|                      |
|----------------------|
| 9,702,829.57         |
| None                 |
| 847,360.99           |
| <b>10,550,190.56</b> |

|                     |
|---------------------|
| 8,698,100.30        |
| None                |
| 1,004,729.27        |
| <b>9,702,829.57</b> |

|                     |
|---------------------|
| 2,545,353.33        |
| 1,196.00            |
| 116,572.82          |
| <b>2,663,122.15</b> |



# General American Life Insurance Company

## Assets

|   | December 31, 1956 |                                  | December 31, 1955 |                                  | December 31, 1946 |                                  |
|---|-------------------|----------------------------------|-------------------|----------------------------------|-------------------|----------------------------------|
| Cash on Hand and in Banks   | \$                | 4,426,918.34 (1.9%)              | \$                | 4,153,271.80 (1.8%)              | \$                | 7,967,756.68 (5.2%)              |
| Bonds: U. S. Government   |                   | 23,516,992.57(10.1%)             |                   | 23,915,518.14(10.7%)             |                   | 64,472,783.87(42.2%)             |
| Other Bonds   |                   | 68,573,667.04(29.3%)             |                   | 63,107,519.28(28.1%)             |                   | 2,741,016.84 (1.8%)              |
| <b>TOTAL BONDS</b>  |                   | <b>92,090,659.61 (39.4%)</b>     |                   | <b>87,023,037.42 (38.8%)</b>     |                   | <b>67,213,800.71 (44.0%)</b>     |
| Mortgage Loans:   |                   |                                  |                   |                                  |                   |                                  |
| First Mortgage Loans on Real Estate                                     |                   | 67,786,585.28(29.0%)             |                   | 62,139,391.94(27.7%)             |                   | 39,105,147.07(25.6%)             |
| F.H.A. Loans  |                   | 41,100,200.51(17.6%)             |                   | 42,868,269.76(19.1%)             |                   | 18,066,556.83(11.8%)             |
| Loans Guaranteed by Veterans' Administration                            |                   | 5,643,970.29 (2.4%)              |                   | 6,329,069.81 (2.8%)              |                   | None                             |
| <b>TOTAL MORTGAGE LOANS</b>   |                   | <b>114,530,756.08 (49.0%)</b>    |                   | <b>111,336,731.51 (49.6%)</b>    |                   | <b>57,171,703.90 (37.4%)</b>     |
| Home Office Building and Other Real Estate                              |                   | 2,329,370.22 (1.0%)              |                   | 2,137,218.04 (1.0%)              |                   | 1,390,040.26 (0.9%)              |
| Stocks  |                   | None                             |                   | None                             |                   | 918,004.75 (0.6%)                |
| Interest and Rents on Investments                                       |                   |                                  |                   |                                  |                   |                                  |
| Accrued But Not Yet Due   |                   | 1,623,595.02 (0.7%)              |                   | 1,523,932.69 (0.7%)              |                   | 654,603.65 (0.4%)                |
| Interest and Rents Due<br>(None of which is past due more than 90 days) |                   | 149,236.51 (0.1%)                |                   | 151,889.83 (0.1%)                |                   | 112,524.50 (0.1%)                |
| Other Assets, Principally Net Premiums<br>in Course of Collection       |                   | 5,710,251.82 (2.4%)              |                   | 4,957,231.99 (2.2%)              |                   | 2,206,715.19 (1.4%)              |
| Loans to Policyholders  |                   | 13,008,918.19 (5.5%)             |                   | 12,931,461.98 (5.8%)             |                   | 15,290,441.75 (10.0%)            |
| <b>TOTAL ASSETS</b>   |                   | <b>\$233,869,705.79 (100.0%)</b> |                   | <b>\$224,214,775.26 (100.0%)</b> |                   | <b>\$152,925,591.39 (100.0%)</b> |



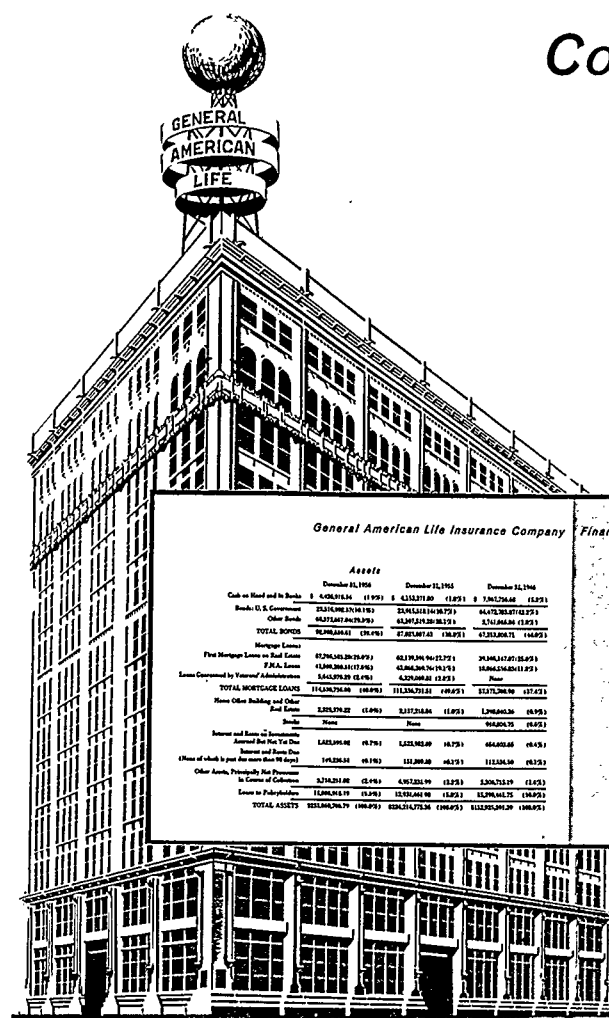
# Financial Statement

## Liabilities

|  | December 31, 1956       | December 31, 1955       | December 31, 1946       |
|--|-------------------------|-------------------------|-------------------------|
| Policy Reserves  | \$195,253,542.61        | \$188,661,636.44        | \$139,518,085.10        |
| Premiums and Interest Paid in Advance                              | 2,142,192.96            | 1,956,724.73            | 937,076.42              |
| Reserves for Taxes   | 1,465,836.76            | 1,355,479.82            | 812,851.59              |
| Amounts Held in Escrow or for<br>Guarantee of Contract Performance | 3,678,987.89            | 3,657,912.12            | 4,415,626.85            |
| Reserve for Accounts Not Yet Due                                   | 1,098,659.47            | 1,384,600.09            | 553,563.45              |
| Policyholders' Dividends   | 7,876,588.25            | 6,866,949.49            | 2,787,996.83            |
| Mass Hazard Reserve for Group Insurance                            | 4,579,334.29            | 4,323,581.00            | 1,237,269.00            |
| Reserve for Mortality Fluctuation                                  | 3,374,093.00            | 3,072,766.00            | None                    |
| Reserve for Fluctuation in Asset Values                            | 3,850,280.00            | 3,232,296.00            | None                    |
| <b>TOTAL</b>   | <b>\$223,319,515.23</b> | <b>\$214,511,945.69</b> | <b>\$150,262,469.24</b> |
| <b>Surplus</b>   | <b>10,550,190.56</b>    | <b>9,702,829.57</b>     | <b>2,663,122.15</b>     |
| <b>TOTAL LIABILITIES</b>   | <b>\$233,869,705.79</b> | <b>\$224,214,775.26</b> | <b>\$152,925,591.39</b> |



# Comments on General American's 1956 Financial Statement



| General American Life Insurance Company Financial Statement |                    |                        |                        |                        |
|---|--------------------|------------------------|------------------------|------------------------|
| Assets  |                    |                        |                        |                        |
|   | December 31, 1956  | December 31, 1955      | December 31, 1954      |                        |
| Cash on Hand and in Banks                                   | \$ 4,009,915.24    | (1955) \$ 4,155,271.89 | (1954) \$ 3,961,758.68 | (1953) \$ 3,961,758.68 |
| U.S. Government Bonds                                       | 25,174,982,174.18  | 24,915,118,114.79      | 24,712,702,871.23      | 24,712,702,871.23      |
| Other Bonds   | 46,215,141,249.79  | 45,215,141,249.79      | 45,215,141,249.79      | 45,215,141,249.79      |
| TOTAL BONDS   | 71,389,123,423.97  | 70,130,259,364.58      | 70,130,259,364.58      | 70,130,259,364.58      |
| Mortgage Loans  |                    |                        |                        |                        |
| First Mortgage Loans on Real Estate                         | 12,946,341,207.93  | 12,946,341,207.93      | 12,946,341,207.93      | 12,946,341,207.93      |
| F.R.A. Loans  | 12,946,341,207.93  | 12,946,341,207.93      | 12,946,341,207.93      | 12,946,341,207.93      |
| Loans Guaranteed by Veterans' Administration                | 12,946,341,207.93  | 12,946,341,207.93      | 12,946,341,207.93      | 12,946,341,207.93      |
| TOTAL MORTGAGE LOANS  | 25,892,682,415.86  | 25,892,682,415.86      | 25,892,682,415.86      | 25,892,682,415.86      |
| Home Office Building and Other Real Estate                  | 1,121,318,111.11   | 1,121,318,111.11       | 1,121,318,111.11       | 1,121,318,111.11       |
| Stocks  |                    |                        |                        |                        |
| Interest and Dividend Income                                | 1,121,318,111.11   | 1,121,318,111.11       | 1,121,318,111.11       | 1,121,318,111.11       |
| Interest on U.S. Government Bonds                           | 1,121,318,111.11   | 1,121,318,111.11       | 1,121,318,111.11       | 1,121,318,111.11       |
| Interest on Other Bonds                                     | 1,121,318,111.11   | 1,121,318,111.11       | 1,121,318,111.11       | 1,121,318,111.11       |
| Interest on Mortgage Loans                                  | 1,121,318,111.11   | 1,121,318,111.11       | 1,121,318,111.11       | 1,121,318,111.11       |
| Other Assets, Principally Due to Premiums                   | 1,121,318,111.11   | 1,121,318,111.11       | 1,121,318,111.11       | 1,121,318,111.11       |
| Loans to Policyholders                                      | 1,121,318,111.11   | 1,121,318,111.11       | 1,121,318,111.11       | 1,121,318,111.11       |
| TOTAL ASSETS  | 108,341,207,931.86 | 107,130,259,364.58     | 107,130,259,364.58     | 107,130,259,364.58     |

How should the soundness of a life insurance company be judged? More is required than inspection of its financial statement. Analysis is needed.

A balance sheet reveals the dollar amounts assigned to the company's assets and liabilities. Also is shown any excess of assets over liabilities, which constitutes free surplus or contingency fund. Obviously, any deviation from a conservative and realistic evaluation of assets or a complete recognition of all liabilities would affect the amount shown as the company's free surplus.

The amount of a company's *actual* free surplus funds in relationship to its *actual* total liabilities is a very important criterion of its financial safety and soundness, for it is its surplus fund to which a company must look to provide for unforeseen losses or unanticipated liabilities. It follows, therefore, that the more conservative a company is in its investment policy and in its prompt recognition and setting up of proper liabilities, the less likelihood that it will ever have to rely upon its surplus funds.

Honest viewpoints may vary considerably between companies. Certain types of investments may be considered desirable by one company and less desirable by another. Various experts may differ in their appraised value of the same asset. Whereas one company makes provision for a specific type of policy obligation by setting up a reserve liability therefor, another company with the same obligation is satisfied to rely on its surplus funds to provide for it. Obviously such varying viewpoints, even though applied to the same set of facts, would produce different surplus figures in different companies. Comparison without analysis can therefore be misleading.

What are the facts as to your Company? Its conservative investment policy and investment record has been described elsewhere in this report. But the asset story is only part of the financial picture. How completely and soundly has your company recognized its present and future policy obligations by setting up adequate reserve liabilities therefor? Or does its published surplus funds contain hidden liabilities?



### *Regular Policy Reserves.*

Adequate policy reserves are essential in order to meet policy obligations when they mature. Realistic assumptions as to future interest rates, expected mortality rates and operating costs in the computation of reserves assure their adequacy. Eight years ago, in 1948, regular policy reserves on older policies were reviewed and revalued realistically to accord with modern conditions. For example, most of the original reserves on these policies had required the company to earn 3.5% interest. The revaluation required a net earnings of 2.9%. The lower the rate of interest that can be assumed, the higher must be the reserves. Therefore, the revaluation in 1948 resulted in an increase of reserves of \$6,500,000. Regular policy reserves have thus been placed on sound bases in the light of anticipated experience predicated on current economic conditions.

Policy reserves at year-end 1956 totaled \$195,253,543, an increase of \$6,591,907 over 1955.

### *Reserves For Anticipated Losses Arising From Optional Policy Settlements.*

Practically all life insurance policies provide that in lieu of lump sum settlements at maturity, optional annuity settlements are available. These guaranteed annuity settlements contained in policies issued long ago are based on interest rates and annuitants' mortality rates which are too high in the light of current experience. The result is excessive guaranteed benefits and consequently unanticipated losses to the insurance company. Your Company has made provision for these unanticipated losses by earmarking a special reserve liability now amounting to \$3,808,593.46 to cover them. This is included in regular policy reserves.

### *Group Mass Hazard and Excess Morbidity Reserves.*

Group insurance covering large numbers of people concentrated in small areas is exposed to catastrophe hazards affecting many people simultaneously. These may result in extraordinary losses above and beyond normal expected claim rates. Special reserves, now amounting to \$4,579,334, after being increased \$255,753 during 1956, are set aside by your Company to make provision for such extraordinary losses. Companies not domiciled in Missouri often-times carry this liability as a "special surplus" item.

### *Reserve For Fluctuation In Asset Values.*

Your Company prefers to follow the conservative practice of assuming that, as in the past, some capital losses and some losses of interest income will be experienced in the future as investment con-

ditions change. When large-scale defaults occur during periods of depression, such losses are apt to occur. To provide for such expected losses your Company follows the sound accounting practice of regularly setting aside out of its investment income into an earmarked reserve liability  $\frac{1}{4}$  of 1% of its invested assets (adjusted for capital gains and losses) to meet such losses in the future whenever they occur. In 1956 this reserve was increased by \$617,984, and to date has accumulated to \$3,850,280, or 1.7% of its invested assets.

### *Mortality Fluctuation Reserve.*

Over long periods in the past, there have always occurred periods of pestilence, wars and epidemics which have taken an extra toll of human life, sometimes quite substantial. These extraordinary losses of human life have been reflected in excess claim costs for life insurance companies, not contemplated in the normal expected claim rates. Your Company feels that such extraordinary losses on ordinary policies should be anticipated by setting up reserve liabilities in times when such losses are not being experienced. Accordingly, a special reserve liability of \$3,374,093 is now being carried for this purpose, representing an increase of \$301,327 during 1956. We believe that provisions for such extraordinary losses should be carried as an earmarked liability rather than be merged with surplus funds.

\* \* \*

These are the means by which General American Life adheres scrupulously to its policy of drawing sharp distinctions between reserve liabilities and surplus. Its surplus of \$10,550,191 is free surplus and contains no hidden liabilities.

During 1956, the Company received a total of \$66,767,726 in income from premiums, investment income, etc. It paid or set aside \$58,712,982 in policy benefits, increases in policy reserves, taxes and expenses, etc. This left a net gain of \$8,054,744, as compared to \$7,986,517 in 1955. The net gain represents unrestricted funds, all known liabilities having been provided for. This makes possible the allocation of a very large proportion of the net gain for dividends and refunds to policyholders.

Dividends and experience rating credit premium refunds to policyholders in all lines accounted for \$7,207,383 of the 1956 net gain. The comparable 1955 figure was \$6,981,788. The 1956 figure included \$1,852,011 in dividends to ordinary (individual) policyholders—\$298,052 more than in 1955.

The remaining \$847,361 was added to the Company's free surplus funds. This was accomplished in the face of a tremendous increase in volume of new insurance sold which naturally involved extra expense. Such expense is written off immediately, although it is tantamount to an investment in the future.



## Sales Agencies

### Alabama

Birmingham .....J. Orlando Ogle

### Arizona

Phoenix .....Johnson & Johnson Ins. Agency, Inc.

Tucson .....Kenneth J. Patzman, CLU

### Arkansas

Fort Smith .....Paul Isaacson

Little Rock .....Harry L. Ehrenberg

Little Rock .....Leonard Selig

Osceola .....Dane Fergus

### California

Fresno .....Charles Beers

Los Angeles .....Maurice Levine

Los Angeles .....Allen H. Ogilvie, CLU

Oakland .....G. F. Sterns, CLU

San Diego .....Michael Chamberlain

San Francisco .....Grover E. Johnson

San Francisco .....David J. Babakan

Victorville .....William A. Porter

### Colorado

Denver .....Harry J. Pells

### District of Columbia

Brem & Klein Agency

### Florida

Fort Lauderdale .....John E. Lombardo

Miami .....Miami Agencies





## Georgia

Atlanta .....Albert G. Foster, Jr.

## Hawaii

Honolulu .....Kamaaina Agencies

## Illinois

Belleville .....Kenneth J. Green  
Bloomington .....John M. Holzer  
Chicago .....Otto A. Jeanes  
East St. Louis .....John M. Carrico  
Rockford .....Walter G. Meyers  
Springfield .....Don Forsyth

## Indiana

Indianapolis .....Spafford Orwig

## Iowa

Cedar Rapids .....Paul S. Kohl  
Des Moines .....Richard Strauss  
Mason City .....T. H. Leaver  
Sioux City .....Eldon W. Eberhard

## Kansas

Hutchinson .....Fred R. Kihm  
Salina .....Robert W. Ellis  
Topeka .....Lester R. Davis  
Wichita .....A. Wayne Lewis

## Maryland

Baltimore .....John L. Dockman

## Michigan

Detroit .....George Coury, CLU  
Detroit .....Gerald E. Davison  
Detroit .....Peter M. Grande

## Missouri

Columbia .....Howard D. Berkley  
DeSoto .....Claude J. Cook  
Kansas City .....Cochran-Lowry Agencies  
Kennett .....Will B. Bragg  
Kirksville .....Cloy E. Whitney  
Poplar Bluff .....Earl L. Graves  
St. Louis .....Henry Buhr  
St. Louis .....Louis J. Clark  
St. Louis .....C. H. Gegg  
St. Louis .....James F. Halley, Sr.  
St. Louis .....Jack Hensley  
St. Louis .....James J. Roberts  
St. Louis .....Adam Rosenthal  
St. Louis .....Fred F. Sale  
St. Louis .....W. Stanley Stuart  
Springfield .....Grant Davis

## Nebraska

Lincoln .....E. M. Heidenreich  
Omaha .....Marvin J. Buersmeyer

## New Mexico

Clayton .....N. O. Brane  
Roswell .....Field Robinson, CLU

## Ohio

Cleveland .....J. William Van Horn  
Columbus .....James E. Gilles

## Oklahoma

Oklahoma City .....William J. Newblock  
Tulsa .....Gordon Tyler

## Pennsylvania

Pittsburgh .....R. R. Dodson

## Tennessee

Memphis .....Lewis C. Callow, CLU

## Texas

Abilene .....V. E. Behrens  
Amarillo .....The Cooley Agency  
Corpus Christi .....Gordon G. Mandt  
Dallas .....Dennis G. Colwell  
El Paso .....Leo R. Schuster  
Houston .....Harold R. Hostettler  
Lubbock .....Fletcher H. Nesbitt  
San Angelo .....Herbert B. O'Bannon  
San Antonio .....S. J. Fisher, Jr., CLU  
Tyler .....Bud Price  
Waco .....J. Haley Beers  
Wichita Falls .....Bullington-Mason Company

## Utah

Salt Lake City .....Charles L. Soelberg



### *State and Regional Agency Directors*

FRANCIS B. PERDUE .....Abilene, Texas  
LEONARD W. MAENDER .....Detroit, Michigan  
WILLIAM J. DOWD .....Ft. Worth, Texas  
WOODRUFF W. WALKER .....St. Louis, Missouri

JOHN G. HERRMANN . . . . . San Francisco, California  
C. E. BAIN . . . . . Des Moines, Iowa  
REX JEFFREY . . . . . Los Angeles, California

### *Group Field Offices*

|                         |                       |
|-------------------------|-----------------------|
| BIRMINGHAM, ALABAMA     | Robert L. Dale        |
|                         | Elmo R. Earls         |
|                         | David B. Morse        |
| CHICAGO, ILLINOIS       | Maxwell J. Loose      |
|                         | Thomas H. Stewart     |
| CLEVELAND, OHIO         | James L. McKown       |
| DALLAS, TEXAS           | Wallace L. Wingfield  |
| DENVER, COLORADO        | Ronald E. Tobey       |
| DETROIT, MICHIGAN       | Robert A. Guy         |
|                         | Lloyd R. Aubrey       |
| HOUSTON, TEXAS          | Peter W. Anderson     |
| INDIANAPOLIS, INDIANA   | Harold A. Doder       |
| KANSAS CITY, MISSOURI   | Ernest T. Mickey      |
|                         | Lawrence T. Marcagi   |
| LOS ANGELES, CALIFORNIA | Richard C. Mattingley |
|                         | Philip J. Anzalone    |
| MEMPHIS, TENNESSEE      | James R. Hall         |
|                         | Walter R. Miller      |

|                                     |                      |
|-------------------------------------|----------------------|
| OKLAHOMA CITY, OKLAHOMA . . . . .   | Frank H. Sleeper     |
| OMAHA, NEBRASKA . . . . .           | William E. Biggs     |
| PITTSBURGH, PENNSYLVANIA . . . . .  | Sam D. Bunnell       |
|                                     | Richard A. Alexander |
|                                     | John F. Lulves       |
| ST. LOUIS, MISSOURI . . . . .       | George W. Denton     |
|                                     | John T. Hermen       |
|                                     | Edward C. Eckhoff    |
|                                     | Daniel F. Moon       |
|                                     | Francis X. Downs     |
|                                     | Eugene F. Kroupa     |
|                                     | James G. Wright      |
| SAN FRANCISCO, CALIFORNIA . . . . . | J. Robert Gilbert    |
| SAN ANTONIO, TEXAS . . . . .        | Ernst Ververloh      |
|                                     | Malcolm N. Eilerman  |

*On Military Leave of Absence*

|                    |                   |
|--------------------|-------------------|
| Mark P. Bollinger  | Norman D. Lange   |
| Albert R. Browning | J. Wiley Moreland |

*Mortgage Loan Field Officers*

*Arizona*

F. JAMES MURPHY .....Phoenix, Arizona

*California*

JACK BENSON ..... Los Angeles, California  
H. M. NORTON ..... Fresno, California

*Colorado*

HASKELL POTTS .....Denver, Colorado

*Maryland*

W. O. COTTON .....Bethesda, Maryland

## Michigan

ALFRED F. TAYLOR . . . . . Detroit, Michigan

*Missouri*

F. A. BERGER, JR. . . . . St. Louis, Missouri

*Ohio*

PATRICK J. McCULLOUGH .....Cleveland, Ohio

*Tennessee*

H. L. MASSEY . . . . . Memphis, Tennessee

*Texas*

JACK C. BOUCHER .....Houston, Texas  
HARRY E. COPELAND .....San Antonio, Texas  
ROBERT H. TAYLOR, JR. ....Fort Worth, Texas  
C. HAROLD WALLACE .....Austin, Texas  
JOHN J. WOOLEMS .....Dallas, Texas

*Utah*

AUGUSTUS B. C. JOHNS, JR. . . . Salt Lake City, Utah





62-30275-66



RECORDED - 21 62-80295-66

EX-107

April 18, 1957

Rear Admiral Sidney W. Souers, USN, Retired  
4440 Lindell Boulevard  
St. Louis 8, Missouri

Dear Admiral Souers:

The annual report of the General American Life Insurance Company for 1956 has been received, and you were most thoughtful in making a copy available to me. I enjoyed reviewing it very much and want to thank you for your kindness.

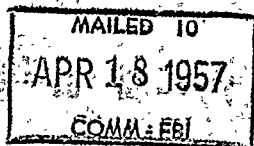
Sincerely yours,

J. Edgar Hoover

APR 19 10 29 AM '57  
REC'D - READING ROOM  
FBI

NOTE: Souers is on the Special Correspondent's List.

CBF:lmh  
(3)



- Tolson
- Nichols
- Boardman
- Belmont
- Mohr
- Parsons
- Rosen
- Tamm
- Trotter
- Nease
- Tele. Room
- Holloman
- Gandy

53 APR 25 1957

APR 18 1957 ST. LOUIS 23  
2 DEPT OF JUSTICE  
FBI  
RECEIVED-MBIP



OFFICE OF DIRECTOR  
FEDERAL BUREAU OF INVESTIGATION  
UNITED STATES DEPARTMENT OF JUSTICE

April 16, 1957

The attached Annual Report, 1956, was  
sent to the Director from the General  
American Life Insurance Company,  
1501 Locust Street, Saint Louis 3,  
Missouri.

Attachment  
hbb

Mr. Tolson \_\_\_\_\_  
Mr. Nichols \_\_\_\_\_  
Mr. Boardman \_\_\_\_\_  
Mr. Belmont \_\_\_\_\_  
Mr. Mohr \_\_\_\_\_  
Mr. Parsons \_\_\_\_\_  
Mr. Rosen \_\_\_\_\_  
Mr. Tamm \_\_\_\_\_  
Mr. Trotter \_\_\_\_\_  
Mr. Jones \_\_\_\_\_  
Mr. Nease \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Mr. Holloman \_\_\_\_\_  
Miss Holmes \_\_\_\_\_  
Miss Gandy \_\_\_\_\_



SIDNEY W. SOUERS

CHAIRMAN OF THE BOARD  
GENERAL AMERICAN LIFE INSURANCE COMPANY  
SAINT LOUIS

ENCLOSURE

ENCL. ATTACHED

RECORDED  
INDEXED - 24

EX-107

62-80295-66

6 APR 19 1957

ack 4/18/57  
CBF



December 9, 1957

G. I. R. - 30

PERSONAL

My  
Rear Admiral Sidney W. Souers, U.S.N., Retired  
4440 Lindell Boulevard  
St. Louis 8, Missouri

My dear Admiral:

It has come to my attention that you have been elected as President of the General American Life Insurance Company, and I did want to send you this personal note of congratulations. You may take deep pride in this recognition of your capabilities, and I hope you will not hesitate to let me know if there is any way we of the FBI can be of assistance in connection with your new responsibilities.

With best wishes,

Sincerely yours,

Edgar 151

NOTE: Admiral Souers is on the Special Correspondents List.

EX. - 148

EX. - 148

ENCLOSURE

CBF:blh  
(3)

Tolson \_\_\_\_\_  
Nichols \_\_\_\_\_  
Boardman \_\_\_\_\_  
Belmont \_\_\_\_\_  
Mohr \_\_\_\_\_  
Parsons \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tamm \_\_\_\_\_  
Trotter \_\_\_\_\_  
Nease \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Holloman \_\_\_\_\_  
Gandy \_\_\_\_\_

MAIL ROOM ☐

MAILED 11 15 AM  
DEC 9 - 1957  
COMM - FBI

RECORDED-45

20 DEC 10 1957

DEC 9 10 55 AM '57  
REC'D READING ROOM  
B I

62-80295-67

52 DEC 16 1957



Tolson \_\_\_\_\_  
 Nichols \_\_\_\_\_  
 Boardman \_\_\_\_\_  
 Belmont \_\_\_\_\_  
 Mohr \_\_\_\_\_  
 Parsons \_\_\_\_\_  
 Rosen \_\_\_\_\_  
 Tamm \_\_\_\_\_  
 Trotter \_\_\_\_\_  
 Nease \_\_\_\_\_  
 Tele. Room \_\_\_\_\_  
 Holloman \_\_\_\_\_  
 Gandy \_\_\_\_\_

*correct*

### Admiral Souers Named To Succeed McHaney

ST. LOUIS, Dec. 5 (AP).—Rear Admiral Sidney W. Souers, USN (ret) has been elected to succeed Powell B. McHaney as president of the General American Life Insurance Co.

Mr. McHaney was killed yesterday in an auto collision in Washington, D. C.

Admiral Souers' election was at a special meeting of the insurance company's board of directors. He was chairman of the board, a position which he will continue to hold. The admiral said the company's policies would not change.

Mr. McHaney had been president of General American since 1951 and associated with the company for 21 years. Admiral Souers has been with the company since it was founded and he has been board chairman since 1954.

Wash. Post and Times Herald \_\_\_\_\_  
 Wash. News \_\_\_\_\_  
 Wash. Star ☒ \_\_\_\_\_  
 N. Y. Herald Tribune \_\_\_\_\_  
 N. Y. Journal-American \_\_\_\_\_  
 N. Y. Mirror \_\_\_\_\_  
 N. Y. Daily News \_\_\_\_\_  
 N. Y. Times \_\_\_\_\_  
 Daily Worker \_\_\_\_\_  
 The Worker \_\_\_\_\_  
 New Leader \_\_\_\_\_

Date 12-6-57

*62-80295-67*

ENCLOSURE

*only  
let to Souers 12-9-57  
CBF*



16  
AMERICAN LIFE INSURANCE

SAINT LOUIS

OFFICE OF  
THE  
PRESIDENT

December 17, 1957

Mr. Tolson ✓  
Mr. Boardman ✓  
Mr. Belmont ✓  
Mr. Mohr ✓  
Mr. Nease ✓  
Mr. Parsons ✓  
Mr. Rosen ✓  
Mr. Tamm ✓  
Mr. Trotter ✓  
Mr. Clayton ✓  
Tele. Room ✓  
Mr. Holloman ✓  
Miss Gandy ✓

My dear Edgar:

It was most comforting to me to receive your letter of December 9, and I sincerely appreciate your thoughtfulness and your expression of friendship.

You already know the very great respect I have for you personally and for the great work you have done in creating and developing the F.B.I. I know of no man in America who has made a greater contribution over the years to the welfare and security of this country than have you.

Of course the last thing I desired in life was to have to take on the responsibility of president of this Company, and we thought we were set with a fine, capable president only 52 years of age, but the Lord willed otherwise and we had no one below him to take his place. So there was no alternative but for me to accept the responsibility.

I am so sorry that I was not able to attend the last meeting of the Board of Trustees of George Washington University, which I had planned fully to do. As soon as I get squared away here the next 60 days or so, I will plan to be on hand at those meetings which I enjoy and I look forward to the pleasure of seeing you.

With warm personal regards, *SIDNEY SOUERS*

Sincerely

*Sidney*

Sidney W. Souers

RECORDED-38

The Honorable J. Edgar Hoover  
Federal Bureau of Investigation  
Washington, D.C.

62-80295-680  
JAN 3 1958

1 auto copy

62 JAN 10 1958

PERS. FILES



esa

REC- 31

EX-108

62-80295-69

May 9, 1958

Rear Admiral Sidney W. Souers,  
U.S.N., Retired  
4440 Lindell Boulevard  
St. Louis 8, Missouri

Dear Sidney:

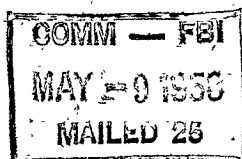
Thank you very much for your letter of May 1, 1958. I am glad to know that you found the most recent issue of our Annual Report to be of interest.

Your favorable remarks about my administration of the activities of the FBI are most generous. I assure you that I deeply appreciate this expression of confidence.

With best wishes,

Sincerely,

*J. Edgar Hoover*



REC'D-READING ROOM  
FBI  
MAY 9 1 28 PM '58

NOTE: Admiral Souers is on the Special Correspondent's List.

MLL:jc  
(3)

lson \_\_\_\_\_  
ardman \_\_\_\_\_  
lmont \_\_\_\_\_  
ohr \_\_\_\_\_  
ease \_\_\_\_\_  
arsons \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tamm \_\_\_\_\_  
Trotter \_\_\_\_\_  
Clayton \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Holloman \_\_\_\_\_  
Gandy \_\_\_\_\_

80 MAY 19 1958

FBI  
REC'D MAY 10 1958



GENERAL AMERICAN LIFE INSURANCE COMPANY

SAINT LOUIS

OFFICE OF  
THE  
PRESIDENT

May 1, 1958

|              |   |
|--------------|---|
| Mr. Tolson   | ✓ |
| Mr. Boardman |   |
| Mr. Belmont  |   |
| Mr. Mohr     | ✓ |
| Mr. Nease    | ✓ |
| Mr. Parsons  |   |
| Mr. Rosen    |   |
| Mr. Tamm     |   |
| Mr. Trotter  |   |
| Mr. Clayton  |   |
| Tele. Room   |   |
| Mr. Holloman |   |
| Miss Gandy   |   |

*[Handwritten signature]*

The Honorable J. Edgar Hoover, Director  
Federal Bureau of Investigation  
U. S. Department of Justice  
Washington, D.C.

Dear Edgar:

Many thanks for sending me a copy of  
your Annual Report for 1957. I have read it with  
great interest.

The work load of the Bureau seems to  
increase year after year, but thank goodness we  
have such a capable and outstanding man of in-  
tegrity directing the affairs of the F.B.I. You  
have done a wonderful job and I dread to think  
of the time when you will no longer feel capable  
of carrying on your responsibilities. I have  
often thought of this and have wondered where in  
the world an adequate successor can be found.

With warm personal regards and every  
good wish,

*Sidney W. Souers*

Sincerely

*Sidney*

Sidney W. Souers

SWS:md

REC- 31

*62-80293-69*

18 MAY 13 1958

EX-108

**EXP. PROC.**  
MAY 5 1958

*Salutation chg on  
sp. comm. list  
5-9-58  
mg*

*ack  
encl  
5-9-58  
MLH*

*[Handwritten signature]*



GENERAL AMERICAN LIFE INSURANCE COMPANY

SAINT LOUIS

SIDNEY W. SOUERS  
CHAIRMAN

September 2, 1958

(4)  
*[Handwritten signature]*

U. S. Department of Justice  
Federal Bureau of Investigation  
Washington, D.C.

Gentlemen:

Will you please change your records  
to show my mailing address as follows:

Rear Admiral Sidney W. Souers,  
U.S.N., Retired  
625 South Skinker, Apt. 1402  
St. Louis 5, Missouri

Thank you for your cooperation in  
this matter.

Sincerely

*[Handwritten signature]*  
Sidney W. Souers

*[Handwritten mark]*

SWS:md

EX-128

53 SEP 16 1958

*Souers ch'd on  
sp. Comm. list  
9-4-58  
mg*

REC-46

62-80295-70

14 SEP 10 1958

*Noted in  
Reading Room  
9/5/58 L.D.W.*

*CRIMINAL REC.*



April 6, 1959

REC-92

62-80295-71

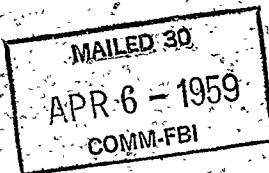
EX-136

Rear Admiral Sidney W. Souers,  
U. S. N., Retired  
Chairman  
General American Life Insurance Company  
1501 Locust Street  
St. Louis 66, Missouri

Dear Sidney:

Thank you very much for sending me the  
copy of the 1958 Annual Report of your Company. It was  
most thoughtful of you to make this available to me, and  
I certainly enjoyed looking through it.

Sincerely,  
Edgar



NOTE: Souers is on the Special Correspondents' List.

DWB:blr  
(3)

APR 6 9 44 AM '59  
REC'D-READING ROOM  
FBI

Tolson \_\_\_\_\_  
Belmont \_\_\_\_\_  
DeLoach \_\_\_\_\_  
McGuire \_\_\_\_\_  
Mohr \_\_\_\_\_  
Parsons \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tamm \_\_\_\_\_  
Trotter \_\_\_\_\_  
W.C. Sullivan \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Holloman \_\_\_\_\_  
Gandy \_\_\_\_\_

53 APR 10 1959

MAIL ROOM ☐ TELETYPE UNIT ☐



OFFICE OF DIRECTOR  
FEDERAL BUREAU OF INVESTIGATION  
UNITED STATES DEPARTMENT OF JUSTICE

April 1, 1959

The attached 1958 Annual Report of  
the General American Life Insurance  
Company, St. Louis, Mo., was  
sent to the Director from the General  
American Life Insurance Company,  
1501 Locust Street, Saint Louis 66,  
Missouri.

Attachment  
hbb

Mr. Tolson \_\_\_\_\_  
Mr. Belmont \_\_\_\_\_  
Mr. DeLoach \_\_\_\_\_  
Mr. McGuire \_\_\_\_\_  
Mr. Mohr \_\_\_\_\_  
Mr. Parsons \_\_\_\_\_  
Mr. Rosen \_\_\_\_\_  
Mr. Tamm \_\_\_\_\_  
Mr. Trotter \_\_\_\_\_  
Mr. Jones \_\_\_\_\_  
Mr. W.C. Sullivan \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Mr. Holloman \_\_\_\_\_  
Miss Holmes \_\_\_\_\_  
Miss Gandy \_\_\_\_\_

*[Handwritten signature: J. Edgar Hoover]*

RECORDED



*only Spectator  
ack 4-13-59  
SWB*

SIDNEY W. SOUERS

CHAIRMAN  
GENERAL AMERICAN LIFE INSURANCE COMPANY  
SAINT LOUIS

*ll*  
ENCLOSURE

ENCL. BEHIND FILE

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*sent 7/5*



GENERAL AMERICAN LIFE INSURANCE COMPANY

SAINT LOUIS

OFFICE OF  
THE  
CHAIRMAN

October 29, 1959

|                   |   |
|-------------------|---|
| Mr. Tolson        | ✓ |
| Mr. Belmont       | ✓ |
| Mr. DeLoach       | ✓ |
| Mr. McGuire       | ✓ |
| Mr. Mohr          | ✓ |
| Mr. Parsons       | ✓ |
| Mr. Rosen         | ✓ |
| Mr. Tamm          | ✓ |
| Mr. Trotter       | ✓ |
| Mr. W.C. Sullivan | ✓ |
| Tele. Room        | ✓ |
| Mr. Holloman      | ✓ |
| Miss Gandy        | ✓ |

The Honorable J. Edgar Hoover, Director  
Federal Bureau of Investigation  
U. S. Department of Justice  
Washington, D.C.

Dear Edgar:

Many thanks for your letter of October 19.

Your thoughtfulness in sending me a copy of  
your article "Communist Illusion and Democratic  
Reality" is very much appreciated. I have read  
it with much interest and wish everyone in the  
United States could have the privilege of re-  
ceiving the message you have delivered in this  
very splendid article.

I see the President is going to lay the corner-  
stone for the new C.I.A. building next Tuesday.  
I may be passing through Washington at that  
time and if so, plan to be on hand for the event.  
Perhaps you will be there - it would be a pleas-  
ure to see you.

With warm personal regards and best wishes,

Sincerely,

*Sidney W. Souers*

*Sidney*

Sidney W. Souers

SWS:md

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EX 105

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*70 Oct 11/3/59*  
*8/10/59*

NC 11/21/59



# 1959

*a Fitting Climax  
to a Decade of  
Growth*

*Growth is a sign of business vitality. With an insurance company, it is also a measure of how well the company has served its policyholders. General American Life had three times as much individual and group life insurance in force at the end of the 1950s as at the beginning.*

## Life Insurance Ownership

Increased \$203,458,000, individual and group combined, in 1959. Total in force with this company passed three-billion-dollar mark, reached \$3,153,330,000 at year end.

## Health Insurance

Premiums paid company for all forms of this coverage reached record high of \$29,846,000 in 1959, up 7.8% over 1958.

## Financial Results

Company took in \$88,641,000 from premiums, investment earnings, etc. After paying benefits to policyholders, increasing policy reserves, and paying taxes and operating expenses, the 1959 net operating gain was \$12,603,000, up 18.6 over 1958. It is from this source that dividends are paid to policyholders.

## Dividends

The unused portion of premium payments and interest earnings is returnable to the policyholders who own this mutual company. In 1959, they received a record \$11,089,000 in dividends and experience rating credit refunds, up 15.6% over 1958.

## Surplus

\$1,079,000 was added to unassigned surplus in 1959, bringing year-end total for this fund — held to protect against unforeseen liabilities — to new high of \$13,183,000.

## New Products

The company introduced a popular family security program, offered lower premium rates for women, added "Guaranteed Insurability" and premium insurance for adults.

## New Services

An electronic data processing system speeded up "paperwork." New regional group insurance offices and new general agencies were established for better service in certain areas.

## Strengthened Staff

Realignments of responsibilities among officers and divisions of the company, and the addition of qualified new technical personnel enhanced administrative efficiency in the home office and the field.

## The Results of 10 Years of Increasing Service to Policyholders

|                                     | <u>1959</u>     | <u>1949</u>     |
|-------------------------------------|-----------------|-----------------|
| No. of States in Which Licensed     | 39              | 28              |
| No. of Policy & Certificate Holders | 2,183,655       | 852,053         |
| Paid Policyholders & Beneficiaries  | \$60,589,000    | \$20,153,000    |
| Life Insurance in Force             | \$3,153,330,000 | \$1,056,357,000 |
| Total Assets                        | \$271,534,000   | \$177,566,000   |
| Unassigned Surplus                  | \$13,183,000    | \$4,007,000     |



# 1959

*...to our  
policyholders*

The year 1959 ended a decade of exceptional growth for your company. The last 10 years have seen the amount of life insurance in force with General American Life multiply three times. Annual income from our accident and sickness coverages has increased by 455%. We provide life and health insurance for  $2\frac{1}{2}$  times as many policy and certificate holders, and do business in 11 more states.

In short, General American Life is a much stronger, larger insurance company, ranking in the top 2% in its industry. What has this development meant to the policyholders who own our mutual company and whose combined savings have built up its assets to \$271,534,000? Some of the results of growth in the 1950s are summarized on the two pages before this. Here we want to discuss another aspect of our operations — that of cost.

An insurance company provides guaranteed protection against the financial consequences of death and illness. One way to evaluate its performance is by its success in keeping down the cost of that service. In this important respect, we believe General American Life can look back on 10 years of solid achievement.

### Gains in Productive Efficiency

The company handles a far larger annual sales volume and much more on-going business today than in 1950. For example, we now sell four times as much ordinary (individual) life insurance. Our annual volume of group insurance premiums is about  $3\frac{3}{4}$  times larger than it was 10 years ago. Yet the management of our business and all the intricate paperwork involved is taken care of by 739 salaried employees — as compared to 692 employees in 1950.

This gain in Home Office productivity has held down the expenses of doing business and the unit costs of our policyholders' insurance — despite rising salaries, prices and taxes. Output per-employee has grown because the company developed more efficient office work methods and made increased use of high-speed office machinery and electronic data processing.

### The Rising Cost of Medical Care

The steady increase in the cost of medical care during the 1950s posed a severe problem for General American Life and other large underwriters of group accident and sickness (health) insurance. As claims went up, premiums had to follow.

In 1959, this company effected a major revision of group health insurance rates and dividend formulas, pointed toward a solution of the problem created by the constantly rising costs of medical, surgical and hospital care.

### The Challenge of the 1960s

So much for the 1950s. We enter a new decade with the inflation-conscious public asking, "How do you save any money these days?"



\$3 billion

\$2 billion

\$1 billion

\$0

1949

1954

1959



LIFE INSURANCE  
PROTECTION  
TRIPLES  
DURING 10 YEARS  
OF  
RECORD GROWTH

# 1959 Annual Report

General American Life  
Insurance Company

SAINT LOUIS, MISSOURI



## HIGHLIGHTS OF 195

# 9

... A good year for  
General American  
Life Insurance  
Company

*General American Life is in business to provide the only guaranteed form of financial security there is—the security of life and health insurance. It provides that security to the holders of 2,183,655 individual insurance policies and group insurance certificates. On this page and the next is a summary of the company's activities in 1959.*

### Paid Out

A record \$60,589,337, 6.9% more than 1958, to policyholders and their beneficiaries. Included in that total: \$24,715,546 to help make up for income losses and expenses resulting from injury and illness; \$20,150,181 to survivors of deceased policyholders.

### Set Aside

\$7,736,099 from 1959 premium income went into policy reserves, will be used to make future payments to policyholders or their beneficiaries. Ninety-three cents of every dollar received in premiums were paid out or set aside for future payments.

### Claims

A record 139,691 claims for disability and death benefits were received in 1959.

### Premiums

Policy and certificate holders paid the company a record \$73,302,230, up 7.8% from 1958. \$6,279,998 of this represented premiums from 1959 sales.

### Sales Record

\$275,694,000 of new life insurance sold in 1959, of which \$122,091,000 was individual life insurance, up 10.7% over 1958. Accident and Sickness sales, measured in premiums, amounted to \$1,903,135.

### Assets

Reached \$271,534,000 at year-end, a one-year increase of \$13,506,000. The major portion of the assets is invested in government bonds, corporate and tax-exempt securities, and mortgage loans.

### Interest Earned

A record \$11,416,518, up 4.7% from 1958, was realized on the assets in which policyholder funds are invested until required to pay benefits—earnings that pay an important part of the cost of insurance protection.





Implicit in the question is a recognition of the likelihood of continuing high rates of taxation on personal income on the one hand, and, on the other, of awakened desires for more of the material marvels that our civilization is constantly developing to make life comfortable and pleasant. Faced with these seemingly inexorable demands on the family budget, the average family, despite its growing income, has difficulty in providing for its own financial security through the process of accumulation.

The challenge facing companies like ours in the 1960s is to make it increasingly clear to the vast American public that life insurance is, for the average family, the ideal answer to its "security" problem. Life insurance is unique. It is the only medium of thrift by which a person can create an estate immediately — the only way in which he can bring into immediate existence for the benefit of his family, the ultimate savings that he plans to accumulate if he lives. Every other form of savings requires time to accumulate. Life insurance first creates the estate and then makes possible the orderly accumulation of savings on the "installment" plan.

Too many people still do not understand that level premium permanent insurance is — by its very nature — a long-term savings plan as well as a hedge against premature death. The premiums are more than the actual cost of protection in the earlier years of an individual's policy, just as they are less than cost in the later years. The excess funds a reserve to cover the shortage in later years and to pay the amount that will eventually come due.

The policy value created is available to the policyholder whenever he needs it, to tide him over emergencies, to pay educational expenses, to provide capital, to enable him to retire, and for the countless other purposes for which families may call upon their savings.

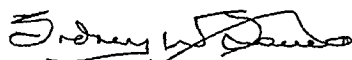
To respond to the challenge of the 60s, the life insurance business will create new forms of coverage, new methods of marketing, new administrative procedures. But the basic role of life insurance will remain unchanged — by the magic stroke of a pen to bring into immediate existence the means by which man's noblest aspirations for those he loves can be realized.

#### Changes on Board of Directors

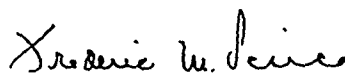
It is with regret that we report the death in 1959 of John S. Swift, distinguished chairman of the large printing company that bore his name, and a director of General American Life for 19 years.

The company was privileged to fill this vacancy on its board with August A. Busch, Jr., chairman and president of Anheuser-Busch, Inc., president of the St. Louis Cardinals, and noted civic leader.

The company's success in the 1950s reflects the dedication of its directors, officers and field and Home Office associates. We express our deep appreciation for their efforts and for the constancy and support of our policyholders.



SIDNEY W. SOUERS  
Chairman



FREDERIC M. PEIRCE  
President



SIDNEY W. SOUERS



FREDERIC M. PEIRCE



In 1959...

"It took a great burden off my mind, while so ill. (My husband) and I would be in debt for the rest of our lives had your company not been so kind in taking care of me at those crucial times," writes a grateful policyholder who three times in two years found it necessary to invoke the benefits of her insurance coverage. Thus has she translated the dollar value of benefit payments into their intrinsic value in terms of peace of mind.

During 1959, General American Life policyholders, their families and other beneficiaries received a record \$60,589,337 in life and health insurance benefits—6.9% more than in 1958 and 3 times the amount paid out in 1949.

How much peace of mind does this add up to? For bereaved widows, for the sick, for the prudent retiree, for the proud parents who send a child off to college? In too many ways to be counted, the benefit payments of life and health insurance create and sustain human values.

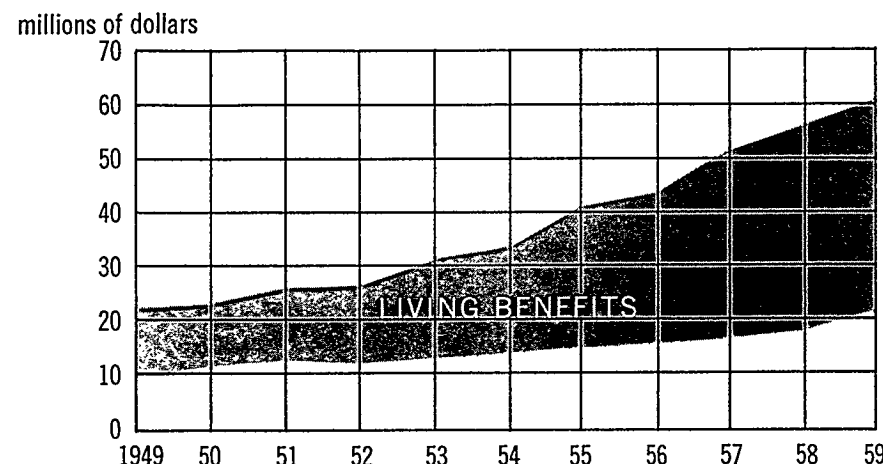
In addition to benefits disbursed in 1959, the company added \$7,736,099 to its policy reserves, funds that will be used to make future benefit payments. In effect, 93 cents of every dollar received in premiums during 1959 was either returned to policyholders or set aside for their future use.

Partly because General American Life underwrites a sizeable volume of health insurance, and partly because of the wide variety of uses which can be made of the living values of life insurance, the majority of funds paid out by your company in 1959 were paid to living policyholders, rather than the beneficiaries of deceased policyholders. This has been true every year since 1949.

## TYPES OF BENEFIT PAYMENTS

|                              | 1959                       | 1949                       |
|------------------------------|----------------------------|----------------------------|
| Accident and Health Benefits | \$24,715,546 (40.8%)       | \$3,649,912 (18.1%)        |
| Death Benefits               | 20,150,181 (33.3%)         | 9,710,598 (48.2%)          |
| Dividends to Policyholders   | 11,089,202 (18.3%)         | 3,466,395 (17.2%)          |
| Savings Withdrawn            | 3,089,710 ( 5.1%)          | 2,048,293 (10.2%)          |
| Endowments and Annuities     | 1,544,698 ( 2.5%)          | 1,278,255 ( 6.3%)          |
|                              | <u>\$60,589,337 (100%)</u> | <u>\$20,153,453 (100%)</u> |

## Living Benefits As Related To Total Benefits, 1949-1959



During the 1950s, General American Life paid out a total of \$397,313,167 to policyholders and their beneficiaries.



# \$60,589,000 Worth of Peace of Mind

## PROTECTION AGAINST THE HAZARDS OF DEATH

Well understood by the American people is the traditional function of life insurance as protection against the financial consequences of untimely death. In 1959, General American Life paid out over \$20,150,181 in fulfillment of this purpose. For example, two policyholders were killed in automobile accidents less than a week after each had signed a policy application and paid the first premium. Although neither policy had been officially issued, the company paid \$10,000 to the parents of a 22-year-old mechanic and \$50,000 on the life of a 36-year-old businessman.

As a further example, another policyholder, the president of a freight line, died of a heart attack at the age of 49—three months after he had purchased one policy that led to the payment of \$46,525 to his wife and daughter, and five months after he had purchased a \$50,000 policy with his wife the sole beneficiary. He had paid \$2,656 in premiums at the time of his death.

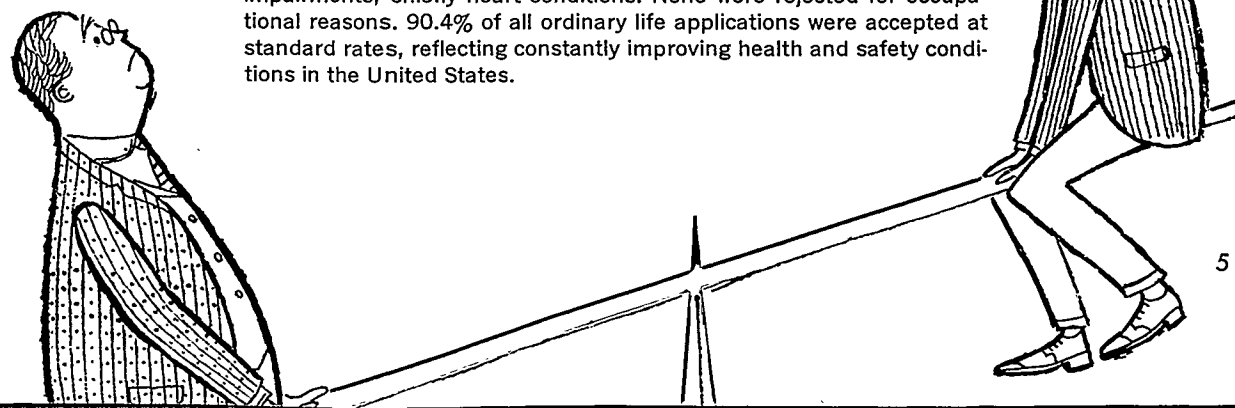
## MAJOR CAUSES OF DEATH— 1959 VERSUS 1949

(Ordinary Life Policies)

| Cause                             | 1959   | 1949   |
|-----------------------------------|--------|--------|
| Heart and circulatory . . . . .   | 61.8 % | 62.4 % |
| Cancer . . . . .                  | 19.0   | 13.1   |
| Pneumonia and influenza . . . . . | 2.7    | 4.0    |
| Motor vehicle accidents . . . . . | 1.6    | 1.9    |
| Nephritis and nephrosis . . . . . | 2.3    | 3.6    |
| Suicide . . . . .                 | 1.6    | 1.4    |
| Diabetes . . . . .                | .9     | .2     |

The Society of Actuaries reported in 1959 on the results of a study based on figures from companies representing about three-fourths of the life insurance in the U. S. It showed that nearly half of all men and women over 30 weigh 20% more than their "best weight"—the weight at which they would have prospects for the best health and longest life. The lowest mortality was shown among people weighing 20 pounds less than the average for their age and height. The study showed that overweight persons who reduce their weight to normal levels also materially reduce their mortality hazard, for at least a period of years.

Most of the applications for new insurance declined by General American in 1959—only 1.4% of the total—were because of serious physical impairments, chiefly heart conditions. None were rejected for occupational reasons. 90.4% of all ordinary life applications were accepted at standard rates, reflecting constantly improving health and safety conditions in the United States.





## THE MANY SERVICES AVAILABLE TO POLICYHOLDERS

The purchase of a policy is only the beginning of the relationship between the policyowner and General American Life. One of the largest Home Office departments is "Policyholders Service." The men and women who work there combine with the company's agents to answer questions, solve problems, perform a variety of services for policyholders.

These can be anything from the prompt payment of a death claim or hospital bill to providing skilled assistance to the owner of a paid-up life policy in selecting one of several optional ways to use his cash value savings.


"Policyholders Service" receives 64,000 inquiries a year by mail, plus another 3,400 on the telephone and almost 2,000 in person. One time it's the owner of a convertible term insurance policy wanting to convert to permanent life in order to combine savings with protection. Another time it's a policyholder who needs to withdraw some of his accumulated cash values to meet a financial emergency at home. Or it may be someone anxious to replace a lost policy, or to reinstate a policy that lapsed because the premium wasn't paid. The most frequent request of all—about 1,200 a month—is for changes in the names of the beneficiary on life policies.

Whatever the service required, "Policyholders Service" exists to provide that service, and to do so as rapidly as possible. A survey late in 1959 among policyholders who had recently availed themselves of such service reflected a gratifying "satisfaction" with it.



Four generations of one family—the Hunt family—have obtained insurance protection—and service—from General American Life. The relationship began in 1899 when Charles A. Hunt, then a farmer in Perryville, Mo., purchased a 20-payment life policy. In the years since, Mr. Hunt's son, Clarence, a St. Louis garage owner; his grandson, Richard, a draftsman; and his two great-granddaughters (all shown above) were enrolled as General American Life policyholders. So were other members of his family. Today, at the age of 90, Mr. Hunt owns the oldest paid-up life policy of the company.

### POINTERS FOR POLICYHOLDERS

- 
- 1 Keep your policies in a safe place and be sure members of your family know where they are—General American Life normally settles claims within 24 hours, but it must have the policy to do so.
  - 2 If you lose a policy or it is destroyed by fire, ask "Policyholders Service" at General American Life for a duplicate. It will speed things up if you have a separate record of your policy numbers.
  - 3 Let General American Life know if you change your address. There's a space for this on your premium notice.
  - 4 Tell your dependents about your life insurance program. It was planned for their protection. They should understand it.
  - 5 Review your life insurance program with your General American Life agent at least once a year. Among other things, he can make sure new children are taken care of among your beneficiaries, that your selected income arrangement is still the best choice. When your needs change, your insurance should change too.



## THE 3 USEFUL PURPOSES OF LIFE INSURANCE SAVINGS

Most policyholders regard the growing cash values in their permanent life insurance as important personal savings for them and their families, but of no great significance to anyone else. However, there is more to life insurance savings even than that.

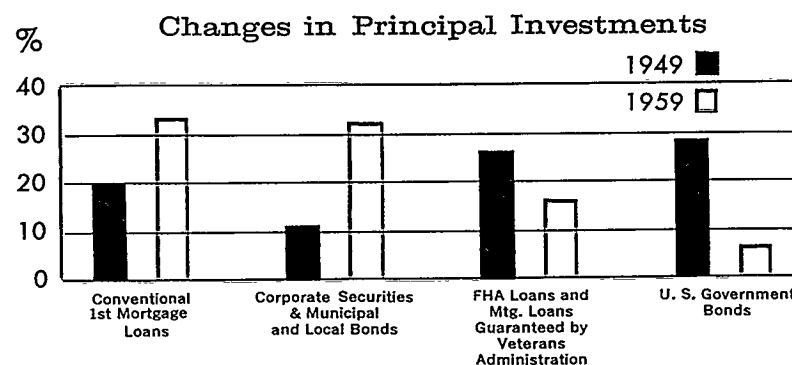
Cash values accumulate as rapidly as they do because your life insurance company and others invest the funds that guarantee the payment of future obligations on policies. These invested savings serve three very useful purposes:

1. They earn interest that helps keep down the cost of insurance protection. In 1959, 12.9% of General American Life's total income came from this source.
2. They help finance the homes, factories and services that a growing country must have. The combined savings of the 115 million U. S. owners of life insurance form an enormous investment pool. This company alone has \$134,191,000 invested in mortgages, almost all of them on residential property, and \$105,439,000 invested in the securities of business and industry and in U. S. Government bonds and municipal and other tax-exempt local bonds.
3. Because they represent savings, these investments help to curb creeping inflation.

General American Life has a major percentage of its assets (49.4% at the end of 1959) invested in first mortgage loans, most of them on new homes in relatively new suburban neighborhoods. These loans are well diversified as to location, and are of exceptionally high quality.

This investment policy reflects the company's success in pioneering the practice of obtaining conventional mortgage loans through salaried field representatives, rather than through brokers.

In 1959, General American Life directed more of its bond investments into municipal and other tax-exempt securities than ever before. This was done to reduce the impact on investment earnings of the new federal income taxes on life insurance companies. The company also made a modest start in building a portfolio of high grade common stocks. At year end, they amounted to less than 1/3 of 1% of total assets.



Skilled financial management provides maximum interest earnings consistent with investment safety.





## STATEMENTS OF FINANCIAL CONDITION

AS OF DECEMBER 31, 1959

### *The Financial Picture*

The statements on this page show where General American Life's money came from and where it went in 1959 as compared to 1958. Income from premiums and investments, the two principal sources, was greater in 1959 than ever before. So were payments to policyholders and their beneficiaries and the amounts added to policy reserves and, thus, set aside for future payments.

The net rate of return on the company's invested assets was 4.04% in 1959, after investment expenses but before federal income taxes and provision for future losses on investments. A new law was enacted in 1959 which substantially increased the federal income tax burden on life insurance companies. The 1959 tax reduced net investment yield after taxes to 3.44% versus 3.50% in 1958.

The comparative balance sheet on the page following shows 1959 assets of \$271,533,629 and an unassigned surplus of \$13,183,035—both new highs. Assets increased \$13,505,904 in 1959, a record gain for one year.

| INCOME   | 1959                   | 1958                   |
|--|------------------------|------------------------|
| Premiums were the major source of income.....                        | \$73,302,230.14        | \$68,026,037.32        |
| Some policy payments are left with, or returned to, the company..... | 3,874,846.08           | 3,784,759.11           |
| Investment Income.....   | 11,416,517.85          | 10,906,750.08          |
| Profits realized on sales or liquidation of assets....               | 47,707.00              | 34,441.76              |
| <b>TOTAL.....</b>  | <b>\$88,641,301.07</b> | <b>\$82,751,988.27</b> |

### DISTRIBUTION

|  |                        |                        |
|--|------------------------|------------------------|
| Paid to policyholders.....   | \$29,349,953.75        | \$27,500,767.03        |
| Paid to beneficiaries of deceased policyholders....  | 20,150,181.00          | 19,586,402.46          |
| Funds left on deposit benefited their owners.....  | 3,379,879.45           | 2,790,748.36           |
| Taxes.....   | 3,015,051.76           | 2,370,923.13           |
| Operating expenses.....  | 11,322,548.01          | 10,997,854.06          |
| Losses on sales and adjustment of asset values....   | 355.54                 | 23,204.75              |
| Added to policy reserves.....  | 7,736,098.58           | 7,894,898.42           |
| Subtracted from reserve for optional settlements on certain ordinary policies not yet matured..... (—) | 57,650.63              | (—) 74,470.90          |
| Added to group mass hazard and excess morbidity reserve.....   | 314,998.70             | 271,518.41             |
| Added to reserves for fluctuation in mortality and asset values.....                                   | 676,059.00             | 615,968.00             |
| Provision for funding past service annuities under Company's retirement plan.....                      | 151,000.00             | 151,000.00             |
| <b>TOTAL.....</b>  | <b>\$76,038,475.16</b> | <b>\$72,128,813.72</b> |
| Net gain.....  | \$12,602,825.91        | \$10,623,174.55        |
| Taxes and expenses chargeable to prior years..... \$   | 435,000.00             | \$ 200,000.00          |
| Dividends & experience rating credit premium refunds paid to or set aside for policyholders..          | \$11,089,202.38        | \$ 9,590,063.80        |
| <b>ADDED TO SURPLUS.....</b>   | <b>1,078,623.53</b>    | <b>833,110.75</b>      |

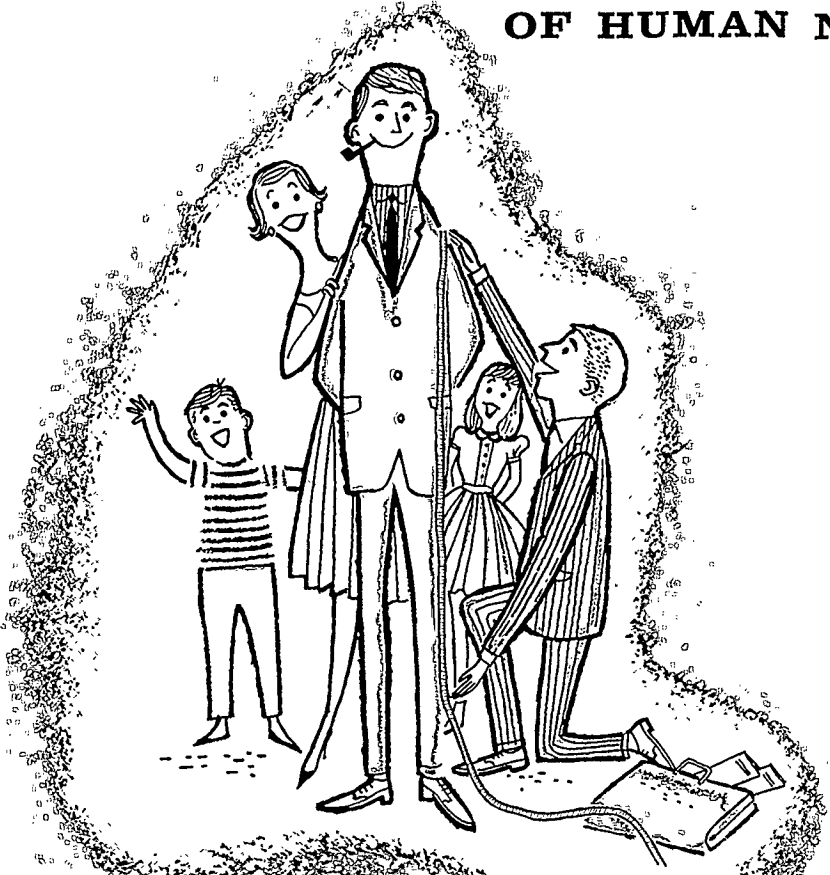


| ASSETS  | 1959                     |                  | 1958                     |                  |
|---|--------------------------|------------------|--------------------------|------------------|
| Cash on Hand and in Banks.....  | \$ 3,461,956.24          | 1.3%             | \$ 4,592,769.67          | 1.8%             |
| Bonds: U. S. Government.....  | 18,581,615.79            | 6.8%             | 18,584,302.05            | 7.2%             |
| Other Bonds.....  | 86,857,109.77            | 32.0%            | 82,374,766.09            | 31.9%            |
| Total Bonds.....  | \$105,438,725.56         | 38.8%            | \$100,959,068.14         | 39.1%            |
| Stocks.....   | 871,960.00               | .3%              | -0-                      | -0-              |
| Mortgage Loans:   |                          |                  |                          |                  |
| First Mortgage Loans on<br>Real Estate.....                                     | \$ 89,842,716.10         | 33.1%            | \$ 80,232,627.21         | 31.1%            |
| <del>F. H. A. Loans.....</del>  | <del>40,004,861.46</del> | <del>14.7%</del> | <del>40,746,503.79</del> | <del>15.8%</del> |
| Loans Guaranteed by Veterans'<br>Administration.....                            | 4,343,300.88             | 1.6%             | 5,070,532.15             | 1.9%             |
| Total Mortgage Loans.....   | \$134,190,878.44         | 49.4%            | \$126,049,663.15         | 48.8%            |
| Home Office Building and Other<br>Real Estate.....                              | \$ 3,261,883.11          | 1.2%             | \$ 3,059,435.23          | 1.2%             |
| Interest and Rents on Investments<br>Accrued But Not Yet Due.....               | 2,014,004.73             | .7%              | 1,903,279.95             | .7%              |
| Interest and Rents Due (None of<br>which is past due more than<br>90 days)..... | 168,526.35               | .1%              | 142,432.51               | .1%              |
| Other Assets, Principally Net<br>Premiums in Course of Collection..             | 6,164,690.62             | 2.3%             | 6,690,447.53             | 2.6%             |
| Loans to Policyholders.....   | 15,961,003.87            | 5.9%             | 14,630,628.88            | 5.7%             |
| TOTAL.....  | \$271,533,628.92         | 100.0%           | \$258,027,725.06         | 100.0%           |

| LIABILITIES   | 1959             |  | 1958             |  |
|---|------------------|--|------------------|--|
| Policy Reserves.....  | \$216,458,668.27 |  | \$209,999,969.35 |  |
| Premiums and Interest Paid in Advance.....  | 3,462,611.94     |  | 2,696,434.80     |  |
| Reserves for Taxes.....   | 2,085,604.36     |  | 1,799,680.00     |  |
| Amounts Held in Escrow or for Guarantee of Contract<br>Performance.....                   | 4,144,050.09     |  | 4,008,480.01     |  |
| Reserve for Accounts Not Yet Due.....   | 1,638,930.58     |  | 1,434,427.90     |  |
| Policyholders' Dividends.....   | 15,733,086.79    |  | 12,147,737.34    |  |
| Mass Hazard Reserve for Group Insurance.....  | 5,422,952.85     |  | 5,107,954.15     |  |
| Reserves for Fluctuation in Mortality and Asset Values.                                   | 8,916,230.00     |  | 8,324,943.00     |  |
| Mandatory Security Valuation Reserve.....   | 488,459.00       |  | 403,687.00       |  |
| Total Liabilities.....  | \$258,350,593.88 |  | \$245,923,313.55 |  |
| Total to provide additional security for policyholders<br>and beneficiaries: Surplus..... | \$ 13,183,035.04 |  | \$ 12,104,411.51 |  |
| TOTAL.....  | \$271,533,628.92 |  | \$258,027,725.06 |  |



## INSURANCE FOR THE WIDE VARIETY OF HUMAN NEEDS



There is no such thing as a universal "best policy" in life and health insurance. One person may want maximum protection against death while another will be more concerned with potential medical expenses, and the interest of a third will be in building up a guaranteed income for retirement. In addition, the insurance requirements of an individual are more likely than not to change materially in his own lifetime.

For this reason, the company offers many different plans of coverage for individuals and for groups. Its field representatives are trained to supply the right policy, or combinations of policies, for the specific needs, income and responsibilities of each policyholder.

There is a growing awareness on the part of the insuring public of the many specific needs that can be served through life insurance. Among the most common needs that our life insurance policies are being designed to fulfill are:

- Support for Dependents in case of death.
- Retirement Income.
- Educational Expenses.
- Cash for Emergencies from the policy values.
- Mortgage Redemption in case the policyholder dies.
- Business Insurance to avoid financial problems at the death of a key executive.
- Deferred Compensation for executives.
- Accident and Sickness Expenses.
- Hospitalization Expenses.
- Disability Income when regular income ceases because of disability.
- Juvenile Savings and Protection.

As one of the nation's large underwriters of group insurance, General American Life also offers a variety of plans of group life and casualty insurance. These are available singly or in combinations. They protect employees and, in most cases, their dependents. Some plans are designed for small businesses with as few as ten employees, others for large corporations, others for labor unions, health and welfare funds and employer associations. They can provide the following kinds of insurance protection:

- Life
- Life with Paid-up Units
- Accidental Death and Dismemberment
- Weekly Indemnity Benefit
- Hospitalization and Surgical Expense
- Major Medical Expense



Policyholders who have provided their families with adequate protection in relation to their financial ability to do so are awarded "Certificates of Commendation", upon the recommendation of their agents and after review by a home office committee. General American Life started this recognition of the value of sound planning through life insurance in 1959.



## MEETING THE CHALLENGE OF BETTER LIVING STANDARDS

General American Life steadily improves its lines of life and health insurance to accord with the nation's steadily improving living standards. Its goal is to provide immediate protection against as many as possible of the uncertainties of life while extending the benefits of insurance to the maximum number of people.

The Company introduced these new features, among others, in 1959:

### GUARANTEED INSURABILITY

Guarantees to the purchaser of new life insurance an absolute right to obtain additional amounts of coverage at stated intervals in the future, at standard premium rates, regardless of his or her future health or choice of occupation. For the young man who cannot presently afford all the life insurance he needs, it is in effect a binding option on the additional insurance he may be able to invest in later on. For the thoughtful parent, it represents the one certain way he can guarantee his child the opportunity to build his own insurance estate.

### REDUCED RATES FOR WOMEN

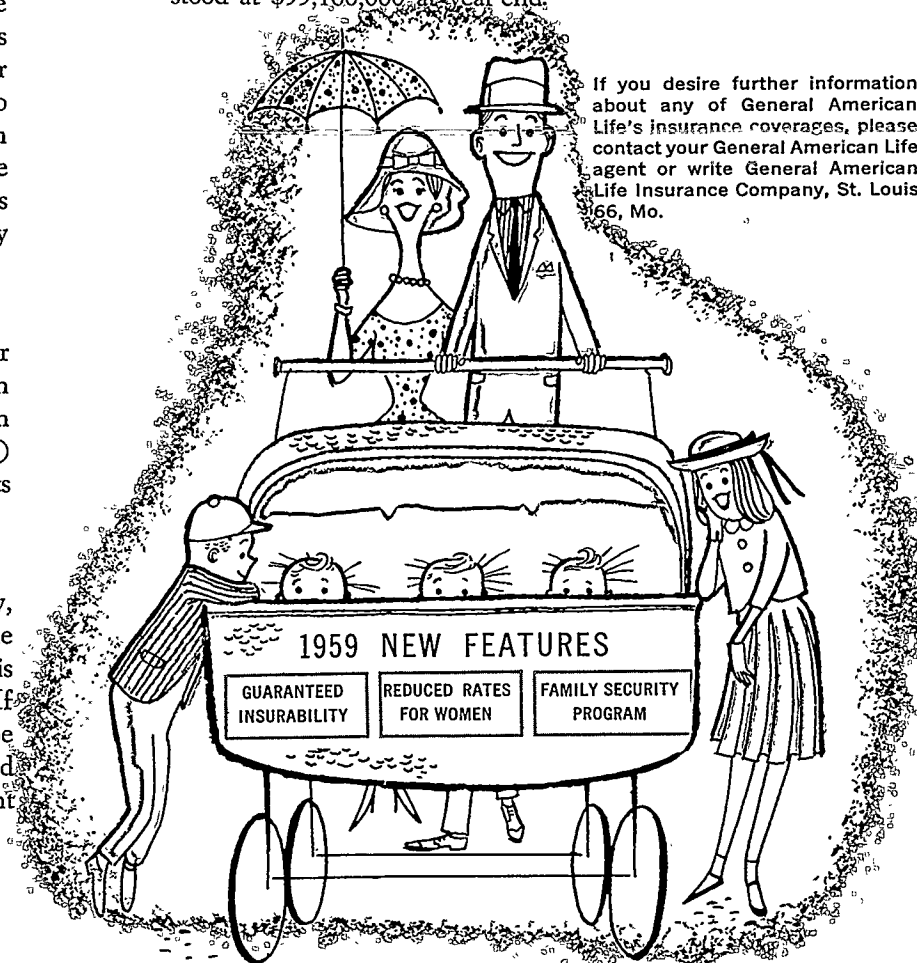
To reflect the longer life expectancy of the so-called "weaker sex", women may now buy their life insurance at lower rates than men. In 1959, General American Life lowered rates for women on our two leading ordinary life policies (Econolife and Economaster) to those of men three years younger. At some ages this amounts to as much as a 15% reduction.

### FAMILY SECURITY PROGRAM

Provides the best in benefits for each member of a family, with a wide range of policy choices to fit individual needs. The rigidity of a pre-fabricated package plan for family insurance is eliminated. Premiums may be combined in a single notice. If both husband and wife are insured, children born later may be insured without evidence of the baby's insurability or good health. The Family Security Program emphasizes permanent insurance with increasing cash value savings.

In 1959, to make it more convenient to budget and pay insurance premiums, General American Life introduced combined billing. Under this system, all of a policyholder's monthly pay policies can be combined on a single premium notice. Use of the Pre-Authorized Check Plan to pay premiums grew rapidly. PAC provides for the automatic deduction of monthly premiums from a policyholder's checking account, at a savings to him in time and money. The amount of life insurance in force under this modern method of premium payment about doubled during the year, stood at \$59,160,000 at year-end.

If you desire further information about any of General American Life's insurance coverages, please contact your General American Life agent or write General American Life Insurance Company, St. Louis 66, Mo.





## TRAINING THE CAREER LIFE INSURANCE REPRESENTATIVE

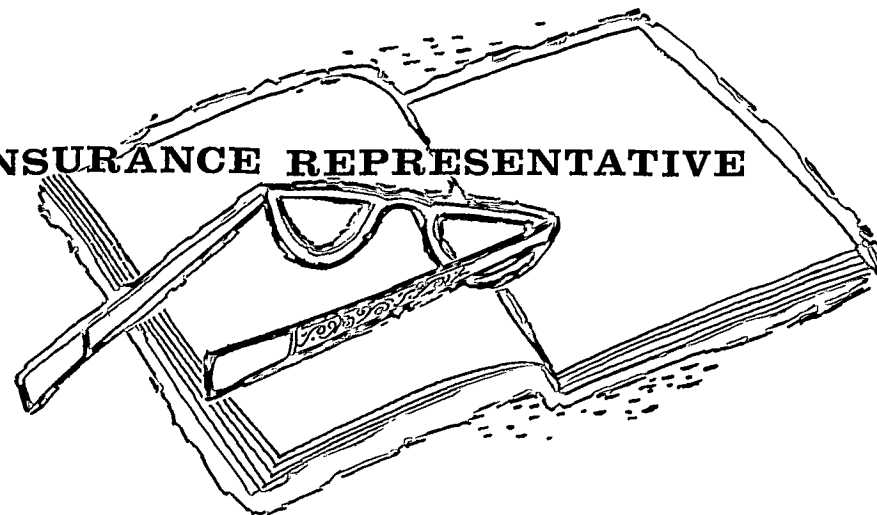
Training is one of the most important activities at General American Life. The company's twin operating objectives—a high annual volume of new insurance and continued progress in Home Office administrative efficiency—depend on highly skilled personnel.

In 1959, the company introduced a new agent development program for the use of general agents with their new men. This extends over a three-year period. It takes the beginning life insurance agent through the fundamentals of his profession, instructs him in Social Security and Veterans Insurance, and gives him a thorough grounding in various aspects of life and accident and sickness insurance. The course then moves on for advanced study in finance, economics, taxation and estate planning.

The purpose of this training is to enable the General American Life underwriter to advise clients on means of creating the most economic and useful program of financial security for themselves, their families or their businesses, and to help them combine new insurance plans with existing coverage to obtain maximum benefits.

One example of the results of past training was the fact that more than one out of five General American Life career agents qualified in 1959 for the coveted "National Quality Award" jointly sponsored by the Life Insurance Agency Management Association and the National Association of Life Underwriters. The company also extended the scholarship programs under which agents enroll in advanced courses given by the Life Underwriter Training Council, the Life Insurance Marketing Institute, and the American College of Life Underwriters.

Continuous training for agency management positions—the sales executives of a life insurance company—is effected through the use of a comprehensive, step-by-step four year company program augmented by attendance at schools of the Life Insurance Agency Management Association, and at annual management conferences conducted by the company. The selection of candidates for such training is rigorous and searching.



Company training programs for promising young college graduates interested in various executive careers in life insurance—either in the Home Office or field—continued to attract men of high caliber, and to produce "graduates" well equipped for responsible positions.

Thinking men and women require of their life insurance representatives more and more formal training . . . professional qualification and ongoing study. There is a demand not for less but for more dedication . . . more individualized service to policyowners, in view of the complexities of modern day affairs. Needs arise rapidly, change frequently.

So long as there are people with personal problems in long-term financial security that need, from an insurance man, knowledge, ingenuity, and dedication of purpose, there is full opportunity for the professional life insurance man who is fully trained in his field—dedicated to one cause—succeeding from one source.

General American Life's philosophy of management is founded on the professional life insurance man—and the agency system which he made possible.

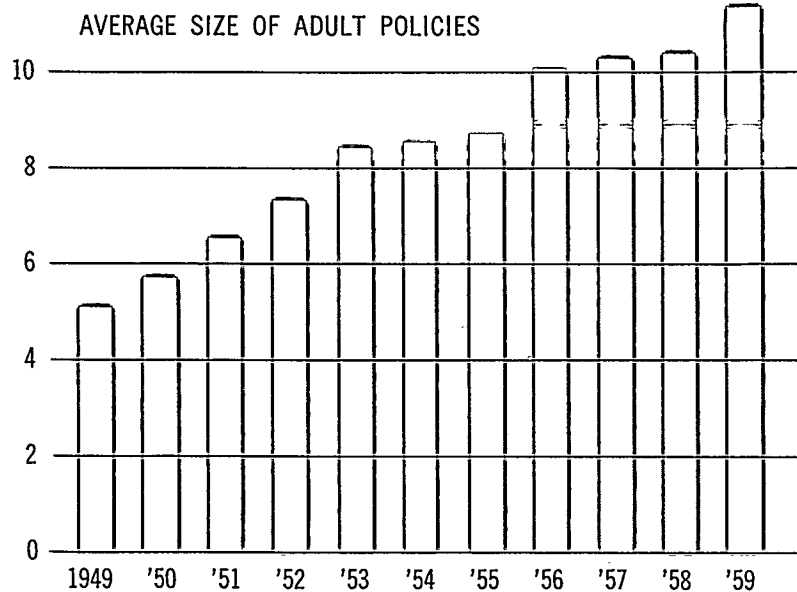
From a General American Life Trade Advertisement in 1959



## THE RESULTS OF TRAINING AND DEDICATED SERVICE

### *Efficiency and Sales Gains*

In Thousands of Dollars



While the growth in the average size adult sale depicted by this chart is attributable in part to our expanding economy, it is also a reflection of the qualifications of our trained sales representatives to provide more responsible guidance in financial security planning.

The agency force was responsible for \$122,090,900 in new individual life sales during the year, 10.7% up from 1958 and more than four times as much as ten years ago. Total annual paid premiums on accident, sickness and hospitalization insurance for individuals reached a new one-year high of \$1,148,029.

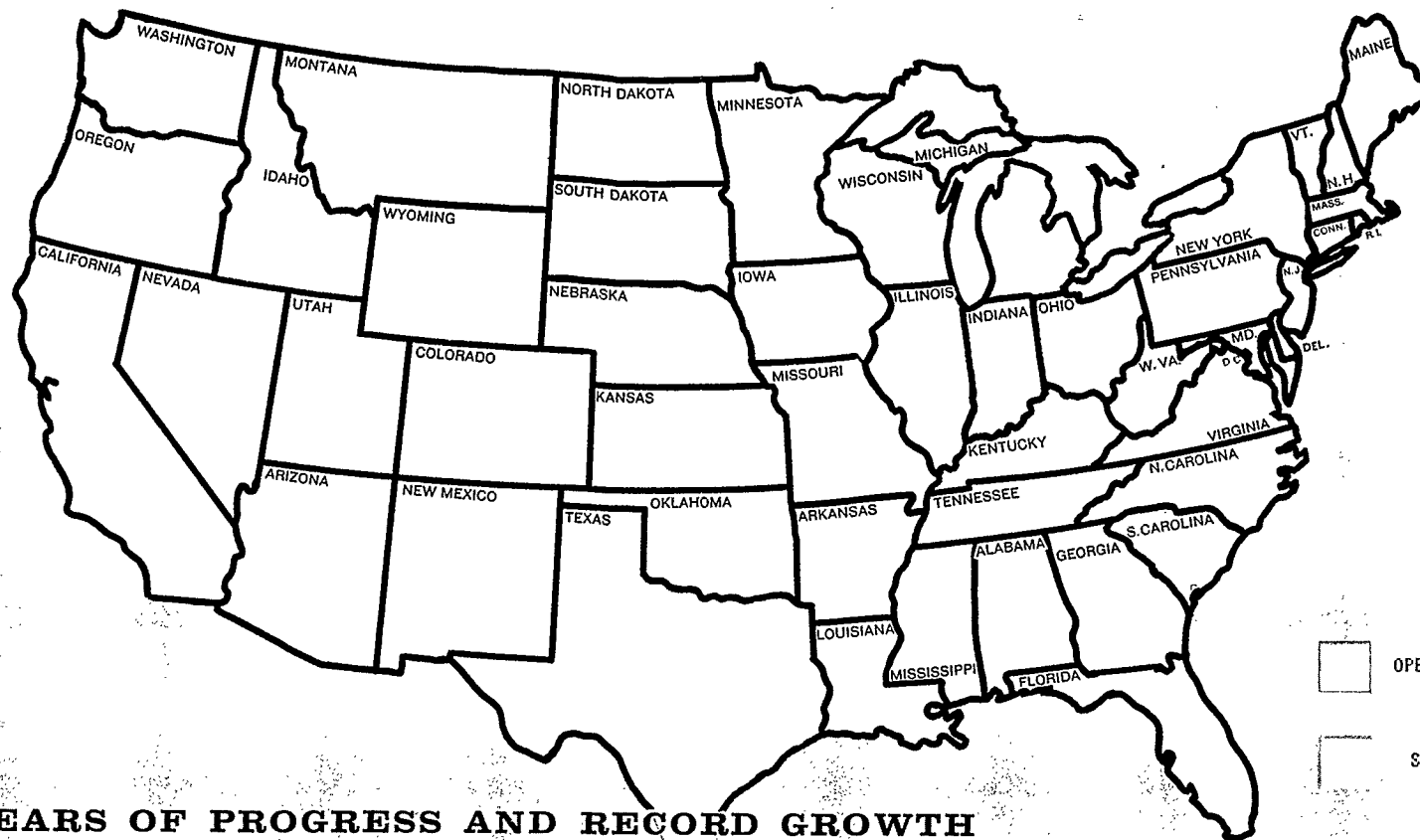
Forty-four of General American Life's agencies sold more than \$1,000,000 in individual life insurance in 1959, as compared to 36 in 1958 and only four million-dollar agencies ten years ago. The company opened a new agency in St. Petersburg, Fla., additional agencies in San Francisco and St. Louis, and registered outstanding growth in Fort Worth and San Diego.

The Adam Rosenthal Agency in St. Louis won the "President's Million Dollar Cup" as the company's outstanding general agency in 1959. This agency also led all others in paid first-year life volume and in premium income. The Michael Chamberlain Agency of San Diego won the "Agency Achievement Trophy" for the best job of agency-building in 1959.

General American Life's Group Division completed the establishment of a network of regional group offices. Working with the company's group field offices located within the respective regions, they will facilitate faster service to clients across the nation.

The Home Office successfully transferred various office functions to a new electronic data processing system. Near the end of the year, the company ordered a larger computer system installed. Other Home Office improvements included new controls over budgeting and costs, and the addition of combined billing and other improvements to the premium notice system. In 1959, the company acquired two buildings to the side and rear of the Home Office to make room for expansion during the next decade.





OPERATING AREA 1949

STATES ADDED DURING DECADE ENDING 1959

## TEN YEARS OF PROGRESS AND RECORD GROWTH

There are many ways of measuring business growth. By most of them, General American Life expanded more during the 1950s than the life insurance business as a whole—in amount of insurance in force, in rate of new life insurance sales, in benefits paid to policyholders and their beneficiaries.

As a mutual company owned by its policyholders, General American Life is naturally concerned with efficient operation that will provide them with insurance protection at the lowest possible net costs. Comments from policyholders such as follow give an indication of progress in the past, and promise for the future:

*"The speed with which you replied to my request left little, if anything, to be desired. My sincere compliments and thanks."*

*"Let me take this opportunity to thank you for the prompt and courteous service I received. An emergency existed and it certainly was appreciated."*

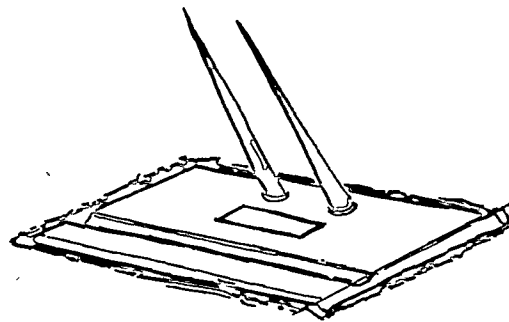
*"My request was handled with speed and accuracy and with a minimum of red tape."*

*"I doubt that any company could have handled my claims over the past 25 years in a manner more satisfactory than you have. You certainly have my sincere thanks and appreciation."*

**Notice to Policyholders**

The policyholders of General American Life Insurance Company elect the members of the board of directors who, in turn, elect the officers who operate the company. Policyholders are entitled to vote on the directors, either in person or by proxy, at the annual meetings. These are held on the fourth Tuesday of each January in General American Life's Home Office, 1501 Locust St., St. Louis, Mo. The 1961 annual meeting will be on Tuesday, January 24.





## BOARD OF DIRECTORS

*(First Elected to the Board in the Year Named)*

SIDNEY W. SOUERS\*, 1936  
Chairman

C. R. ANTHONY, 1952  
Chairman of the Board and President  
C. R. Anthony Co.  
Oklahoma City, Okla.

AUGUST A. BUSCH, JR., 1959  
President  
Anheuser-Busch, Inc.  
St. Louis, Mo.

EDWIN M. CLARK\*, 1943  
President  
Southwestern Bell Telephone Co.  
St. Louis, Mo.

DONALD DANFORTH, 1957  
Chairman of the Board  
Ralston Purina Co.  
St. Louis, Mo.

PRESTON ESTEP, 1953  
President  
Transit Casualty Company  
St. Louis, Mo.

JAMES M. KEMPER, 1933  
Chairman  
Commerce Trust Company  
Kansas City, Mo.

SIDNEY MAESTRE, 1953  
Chairman  
Mercantile Trust Company  
St. Louis, Mo.

J. W. McAFEE\*, 1951  
President  
Union Electric Company  
St. Louis, Mo.

WILLIAM A. McDONNELL\*, 1950  
Chairman of the Board  
First National Bank in St. Louis  
St. Louis, Mo.

FREDERIC M. PEIRCE\*, 1958  
President

TOM K. SMITH\*, 1940  
Chairman  
Boatmen's National Bank  
St. Louis, Mo.

EDWIN J. SPIEGEL, 1953  
Chairman and Chief Executive Officer  
Gaylord Container Corporation  
St. Louis, Mo.

HUGH STEPHENS\*, 1937  
President  
Board of Curators  
Stephens College, Columbia, Mo.

JOHN L. WILSON, 1951  
President  
Universal Match Corporation  
St. Louis, Mo.

HOWARD I. YOUNG, 1948  
President  
American Zinc, Lead & Smelting Co.  
St. Louis, Mo.

SAM D. YOUNG, 1952  
President and Chairman of the Board  
El Paso National Bank  
El Paso, Texas

\*Member of Executive Committee

## EXECUTIVE AND ADMINISTRATIVE OFFICERS

Chairman  
Sidney W. Souers  
President  
Frederic M. Peirce  
Senior Vice President  
Emil E. Brill  
Senior Vice President  
and Chief Actuary  
Otto J. Burian

### ACCOUNTING DIVISION

Victor F. Bachle  
Controller  
Thomas E. Ashcraft  
Auditor  
Kenneth E. Delf  
Manager, Investment Accounting  
Herbert K. Myers  
Manager, Cost Analysis and Control  
~~Howard A. Sanders~~  
Manager, General Accounting

### ACTUARIAL DIVISION

Edward L. Faith  
Vice-President and Actuary  
James C. McIntyre  
Assistant Actuary  
Jack M. Hannaford  
Assistant Actuary  
Oliver Siegmund  
Manager, Personal Accident  
and Sickness Development  
Douglas Wood  
Manager, Life Underwriting

### ADMINISTRATIVE PLANNING DIVISION

E. Lee Trinkle, Jr.  
Assistant Vice-President  
Edgar W. Baseler  
Manager, Systems Planning  
Alfred D. Froning  
Manager, Electronics Planning  
Louis Ebenreck  
Manager, Tabulating  
Burt H. Fehlig  
Manager, Premium Collection

### AGENCY DIVISION

Frank Vesser  
Vice-President  
Richard H. Bennett, CLU  
Field Vice-President  
Carl H. Lane  
Superintendent of Agencies  
C. E. Bain  
Director of Agencies  
Eugene V. Boisaubin  
Director of Agencies  
Charles E. Fritsche  
Director of Executive and  
Employee Benefit Plans

### GROUP DIVISION

Winburne M. Paris  
Vice-President  
L. Wayne Kauble  
Group Field Vice-President  
Robert N. Stabler  
Assistant Vice-President  
and Group Actuary  
Maxwell J. Loose  
Director of Group Sales  
Dean Williams  
Associate Group Actuary  
Stanley A. Cocklin  
Group Secretary  
Myron W. Drummond  
Manager, Group Underwriting  
Edward H. Jackson  
Manager, Group Sales and Service  
Jerome P. Bugger  
Manager, Group Policy  
Administration

### INVESTMENT DIVISION

J. G. Driscoll  
Financial Vice-President  
William R. Mead  
Treasurer and Manager,  
Securities Dept.

Paul K. Justus  
Assistant Treasurer and Manager,  
Farm Loans  
H. Edwin Trusheim  
Assistant Treasurer and Manager,  
City Loans

Roland T. Roland  
Assistant Treasurer

### LAW DIVISION

Frank P. Aschemeyer  
Vice-President and General Counsel  
Paul G. Ochterbeck  
Associate General Counsel  
Joseph E. Jacques  
Tax Officer  
Elmer A. Junglaus  
Manager, Policyholders Service  
William F. Lohman  
Manager, Group Benefits

### PUBLIC RELATIONS DIVISION

Stanley M. Richman  
Vice-President  
A. William Evans  
Director, Recruitment and  
Development  
William C. Fischer, Jr.  
Manager, Personnel  
Carol R. Scott  
Manager, Advertising

### SECRETARY'S DIVISION

Harry F. Rollett  
Secretary  
Samuel C. Boggess, Jr.  
Manager, Home Office Building  
and Purchasing  
Lynn Kennedy  
Manager, Service Department  
John S. Masterson  
Coordinator, Records Management

### MEDICAL DEPARTMENT

James H. Ready, M.D.  
Medical Director  
G. F. Rendleman, M.D.  
Assistant Medical Director



## DISTRICT GROUP OFFICES

ATLANTA, GEORGIA...Robert F. Schnatmeier, Group Rep.  
920 Fulton Federal Bldg.

BIRMINGHAM, ALABAMA.....David B. Morse, Manager  
903 Comer Building

CHICAGO, ILLINOIS.....Thomas H. Stewart, Manager  
1561 The Field Building

CLEVELAND, OHIO....Lawrence T. Marcagi, Jr., Manager  
815 Superior Avenue, N. E.

DALLAS, TEXAS.....Wallace L. Wingfield, Manager  
1810 Commerce Street

DENVER, COLORADO.....Harvey M. Altman, Group Rep.  
655 Broadway Building

DES MOINES, IOWA.....William E. Biggs, Manager  
423 Grand Avenue

DETROIT, MICHIGAN.....Robert A. Guy, Manager  
17320 W. Eight Mile Road.....Elmo R. Earls, Ass't. Mgr.

HOUSTON, TEXAS.....Harold B. Doder, Manager  
3520 Montrose Blvd.

KANSAS CITY, MISSOURI...Edward C. Eckhoff, Manager  
4324 Main Street

LITTLE ROCK, ARKANSAS....C. Lyle Cormack, Manager  
711 Wallace Building

LOS ANGELES, CALIF.....Richard C. Mattingley, Mgr.  
3350 Wilshire Blvd.....Lloyd C. Aubrey, Ass't. Mgr.

MEMPHIS, TENNESSEE.....Walter R. Miller, Manager  
3387 Poplar Avenue

OKLAHOMA CITY, OKLA.....Frank X. Downs, Manager  
2915 Classen Blvd.

PITTSBURGH, PA.....Ewing C. Bashor, Manager  
515 Park Building

SAN ANTONIO, TEXAS....Ernst H. Venverloh, Manager  
109 Lexington Avenue

ST. LOUIS, MISSOURI.....John T. Hermen, Manager  
1501 Locust Street.....Daniel F. Moon, Ass't. Mgr.

SAN FRANCISCO, CALIF....Philip J. Anzalone, Manager  
433 California Street.....Frank K. Jorgensen, Ass't. Mgr.

## REGIONAL GROUP OFFICES

CHICAGO, ILLINOIS.....J. Robert Gilbert, Manager  
1561 The Field Building (Midwestern Regional Office)

DALLAS, TEXAS.....James F. Temple, Manager  
1810 Commerce Street (Southwestern Regional Office)

PITTSBURGH, PA.....Frank E. Thompson, Manager  
515 Park Building (Northeastern Regional Office)

ST. LOUIS, MISSOURI.....George W. Denton, Manager  
1501 Locust Street (Central Regional Office)

## MORTGAGE LOAN FIELD OFFICES

AUSTIN, TEX.  
Donald L. Smith.....205 W. 7th

CLEVELAND, OHIO  
Patrick J. McCullough.....1215 Superior Bldg.

DALLAS, TEX.  
John J. Woolems.....6138 Berkshire Lane

DENVER, COLO.  
Edward Q. Wood.....655 Broadway

DETROIT, MICH.....17320 West Eight Mile Road  
Alfred F. Taylor Southfield, Mich.

FRESNO, CALIF.  
H. M. Norton.....614-16 Fulton-Fresno Bldg.

HOUSTON, TEX.  
Jack C. Boucher.....3520 Montrose Blvd.

LOS ANGELES, CALIF.  
Jack Benson.....811 W. 7th St.

MEMPHIS, TENN.  
H. L. Massey.....715 Union Planters Bank Bldg.

PHOENIX, ARIZONA  
F. James Murphy.....4710 N. 16th

SALT LAKE CITY, UTAH  
Augustus B. C. Johns, Jr.....State Exchange Bldg.

SAN ANTONIO, TEX.  
Harry E. Copeland.....507-08 Milam Bldg.

ST. LOUIS, MO.  
F. A. Berger, Jr.....1501 Locust St.

WASHINGTON, D. C.  
John E. Bohling.....7720 Wisconsin Ave., Bethesda, Md.



## SALES AGENCIES THAT SERVE OUR POLICYHOLDERS

### General Agencies:

#### ALABAMA

Birmingham.....J. Orlando Ogle  
Montgomery.....John T. Dale

#### ARIZONA

Phoenix.....Johnson & Johnson Ins. Agency, Inc.  
Tucson.....Kenneth J. Patzman, CLU

#### ARKANSAS

Little Rock.....Harry L. Ehrenberg  
Osceola.....Dane Fergus

#### MASSACHUSETTS

Boston.....E. S. Benson Insurance Agency

#### CALIFORNIA

Fresno.....Michael Sivick  
Los Angeles.....Maurice Levine  
Los Angeles.....Allen H. Ogilvie, CLU  
Oakland.....G. F. Sterns, CLU  
San Diego.....Michael Chamberlain  
San Francisco.....Gerald L. Gilson  
Frank E. Kelly  
Edward I. Price  
Donald R. Williams  
Victorville.....William A. Porter

#### COLORADO

Denver.....Harry J. Pells  
Greeley.....Spencer S. Trent

#### DISTRICT OF COLUMBIA

Washington.....Brem & Klein Agency

#### FLORIDA

Ft. Lauderdale.....Chester L. Hollifield  
Miami.....Miami Agencies,  
William R. Roelmeyer, CLU  
St. Petersburg.....Harold R. Dormada

#### GEORGIA

Atlanta.....Carlton M. Conarro

#### HAWAII

Honolulu.....Kamaaina Agencies

#### ILLINOIS

Belleville.....Kenneth J. Green  
Bloomington.....Frank Insurance Agency  
Chicago.....Otto A. Jeanes  
East St. Louis.....John M. Carrico  
Highland.....Albert L. Tschannen  
Rockford.....Walter G. Meyers  
Springfield.....Don Forsyth

#### INDIANA

Indianapolis.....Spafford Orwig

#### IOWA

Cedar Rapids.....Paul S. Kohl  
Davenport.....Louis P. Kruzick, CLU  
Des Moines.....Richard Strauss  
Mason City.....T. H. Leaver  
Sioux City.....Eldon W. Eberhard

#### KANSAS

Topeka.....Charles W. Ransom  
Wichita.....A. Wayne Lewis, CLU

#### MARYLAND

Baltimore.....John E. Lombardo

#### MICHIGAN

Detroit.....Richard S. Acre  
James W. Cannon  
George Coury, CLU  
Edward G. McDonald  
Irwin R. Zemon

#### MISSOURI

Columbia.....Howard D. Berkley  
DeSoto.....Claude J. Cook  
Kansas City.....Cochran-Lowry Agencies  
Kennett.....Will B. Bragg  
Kirksville.....Cloy E. Whitney  
Poplar Bluff.....Earl L. Graves  
St. Joseph.....Homer O. Green

#### Neqsho. St. Louis.

Ivan A. Dale  
Henry Buhr  
Louis J. Clark  
George H. Fletcher  
Edward J. Garlich, CLU  
Chauncey H. Gegg  
James J. Halley, Sr.  
Carlos E. Harrison, CLU  
Louis W. E. Laudel  
John A. Maginn  
James J. Roberts  
Adam Rosenthal  
Fred F. Sale  
W. Stanley Stuart  
V. Randall Workman  
Pearce H. Young  
Grant Davis  
William A. Seabough

#### Springfield.

#### NEBRASKA

Lincoln.....E. M. Heidenreich  
Omaha.....Marvin J. Buersmeyer

#### NEW MEXICO

Clayton.....N. O. Brane  
Roswell.....Walter G. Haut

#### OHIO

Akron.....Vernon L. Woodrum  
Cleveland.....J. William Van Horn  
Columbus.....James E. Gilles

#### OKLAHOMA

Oklahoma City.....William J. Newblock  
Tulsa.....Gordon Tyler

#### PENNSYLVANIA

Pittsburgh.....Robert R. Dodson  
William E. Powell, Jr.

#### TENNESSEE

Memphis.....Lewis C. Callow, CLU  
Nashville.....James E. Fly

#### TEXAS

Abilene.....Behrens & Behrens

Amarillo.....The Cooley Agency  
Corpus Christi.....Gordon G. Mandt  
Dallas.....Dennis G. Colwell  
El Paso.....Leo R. Schuster, Sr.  
Fort Worth.....Raymond B. Atherton  
Travis Smith  
J. Harold Sharpe  
Houston.....Harry deYbarrondo  
William Strauss, Jr.  
San Antonio.....S. J. Fisher, Jr., CLU  
Tyler.....Bud Price  
Waco.....J. Haley Beers  
Wichita Falls.....Bullington-Mason Company

#### UTAH

Salt Lake City.....Charles L. Soelberg, CLU

### State and Multiple Agency Directors:

LEONARD W. MAENDER  
Detroit, Michigan

FRANCIS B. PERDUE  
Ft. Worth, Texas

O. BOYD EWING  
Houston, Texas

WILLIAM D. STAYTON  
Pittsburgh, Pennsylvania

WOODRUFF W. WALKER, CLU  
St. Louis, Missouri

JOHN G. HERRMANN  
San Francisco, California

ERNEST B. LE GRANDE  
Missouri

JOHN FORD  
Southern California





**DAN RIVER**  
First in American Fabrics



**MCDONNELL** Aircraft Corporation



*Boyle*



**BRIGGS**  
BEAUTY WAH!



**BRODERICK & BASCOM ROPE CO.**

**Transit Casualty Company**  
ST. LOUIS 1 MISSOURI



**OZARK AIR LINES**



**FOLLANSBEE STEEL CORPORATION**



**MATERIAL SERVICE CORPORATION**



**SCULLIN STEEL CO.**  
A DIVISION OF UNIVERSAL MARION CORPORATION



**BANK BUILDING CORPORATION**

**STUPP BROS. BRIDGE & IRON COMPANY**

**Public Service COMPANY**  
ST. LOUIS



**NSA**  
SAFETY EQUIPMENT HEADQUARTERS



**W. F. Hall Printing Company**



**BANK OF ST. LOUIS**

**The Boatmen's**



**DAY-BRITE**  
LIGHTING FIXTURES



**Retail Bakers' Insurance Trust Fund**  
OF THE  
BAKERY AND CONFECTIONERY WORKERS' UNION LOCAL No. 2

**Philadelphia Gas Works**  
Division of  
The United Gas Improvement Company



**Hardin-Simmons University**

**ARKANSAS POWER & LIGHT COMPANY**

**HERALD AMERICAN**

BUTCHERS, SAUSAGE MAKERS  
AND PACKING HOUSE WORKERS  
LOCAL NUMBER 545 WELFARE FUND



**INTER-COUNTY TELEPHONE  
& TELEGRAPH COMPANY**

**A CROSS SECTION OF  
GENERAL AMERICAN LIFE**

**Group**

**POLICYHOLDERS**

**Automotive, Petroleum and  
Allied Industries  
Employees Welfare Fund**

**CARPENTERS' DISTRICT COUNCIL**  
OF ST. LOUIS - SHOPS AND MILLS WELFARE FUND

**Commerce Trust Company**

**SCOTT, FORESMAN  
AND COMPANY**



**Anthony's**  
A. J. ANTHONY CO.



**PITTSBURGH STEEL COMPANY**



**Famous-Barr co.**



**BOTTLERS' LOCAL UNION No. 187**

**Alligator**



**HARDING-WILLIAMS**

**COOK PAINT & VARNISH COMPANY**



**GRAPHIC ARTS ASSOCIATION OF ST. LOUIS, Inc.**

4537 WEST PINE BOULEVARD • ST. LOUIS 8, MISSOURI • FOrest 7-0388



**TENSION ENVELOPE  
CORPORATION**



**UNION ELECTRIC COMPANY**

**EL PASO NATIONAL BANK**

**HILB & Co.**

**GALLERY CHEMICAL COMPANY**



**ANHEUSER-BUSCH, INC.**



**PACIFIC COAST COFFEE ASSOCIATION**  
SUITE 722 • MERCHANTS EXCHANGE BUILDING • 485 CALIFORNIA STREET • YUKON 6-0267 • SAN FRANCISCO 4, CALIFORNIA

**CAMPBELL-EWALD COMPANY**

LOCAL 250 JOURNEYMEN AND APPRENTICES  
PLUMBING AND PIPE FITTING INDUSTRY



**WINDER, GEORGIA**



**Pulitzer Publishing Company**



TRADE

**CARWOOD**



62-30295-73

ENCLOSURE



RA  
April 4, 1960

REC-59

62-80295-73

ECT-VE

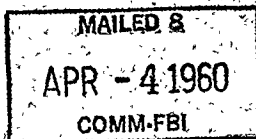
Rear Admiral Sidney W. Souers,  
U. S. N., Retired  
Apartment 1402  
625 South Skinker  
St. Louis 5, Missouri

Dear Sidney:

The 1959 Annual Report of the  
General American Life Insurance Company which  
you sent has been received. Your thoughtfulness  
in making this available is indeed appreciated.

Sincerely,  
Edgar

APR 4 3 49 PM '60  
REC'D-READING ROOM  
FBI



NOTE: Souers is on the 'Special Correspondents' List.

NHC:ldg/jo

APR 11 1960

MAIL ROOM ☐

TELETYPE UNIT ☐

Tolson \_\_\_\_\_  
Mohr \_\_\_\_\_  
Parsons \_\_\_\_\_  
Belmont \_\_\_\_\_  
Callahan \_\_\_\_\_  
DeLoach \_\_\_\_\_  
Malone \_\_\_\_\_  
McGuire \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tamm \_\_\_\_\_  
Trotter \_\_\_\_\_  
W.C. Sullivan \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Ingram \_\_\_\_\_  
Gandy \_\_\_\_\_



OFFICE OF DIRECTOR  
FEDERAL BUREAU OF INVESTIGATION  
UNITED STATES DEPARTMENT OF JUSTICE

March 30, 1960

The attached 1959 Annual Report  
of the General American Life  
Insurance Company was sent to  
the Director from General American  
Life Insurance Company, 1501  
Locust Street, Saint Louis 66, Mo.

Mr. Tolson \_\_\_\_\_  
Mr. Mohr \_\_\_\_\_  
Mr. Parsons \_\_\_\_\_  
Mr. Belmont \_\_\_\_\_  
Mr. Callahan \_\_\_\_\_  
Mr. DeLoach \_\_\_\_\_  
Mr. Malone \_\_\_\_\_  
Mr. McGuire \_\_\_\_\_  
Mr. Rosen \_\_\_\_\_  
Mr. Tamm \_\_\_\_\_  
Mr. Trotter \_\_\_\_\_  
Mr. Jones \_\_\_\_\_  
Mr. W.C. Sullivan \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Mr. Ingram \_\_\_\_\_  
Miss Holmes \_\_\_\_\_  
Miss Gandy \_\_\_\_\_

Attachment  
hbb

REC-59

62-80295-73

18 APR 6 1960

CRIME REC.



RECEIVED - TOLSON  
F B I

MAR 30 11 13 AM '60

REC'D DE LOACH  
RECEIVED - DIRECTOR  
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F B I  
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MAR 30 10 06 AM '60  
MAR 30 11 13 AM '60  
MAR 30 11 13 AM '60



*C*  
SIDNEY W. SOUERS

CHAIRMAN  
GENERAL AMERICAN LIFE INSURANCE COMPANY  
SAINT LOUIS

*B*  
ENCLOSURE

ENCLOSURE ATTACHED



May 4, 1960

REC-78

62-80295-74

EX-105

Rear Admiral Sidney W. Souers,  
U. S. N., Retired  
Apartment 1402  
625 South Skinker  
Saint Louis 5, Missouri

Dear Sidney: SOUERS

Your very cordial letter of April 22, 1960, has been received, and I am pleased that you found my testimony in connection with the annual budget request interesting.

Your generous comments concerning this Bureau are indeed appreciated, and I want to express to you the thanks of the devoted men and women of the FBI. The dedicated efforts of all my associates have played a major role in whatever success we have achieved, and all of us will continue to strive to be worthy of your trust.

I hope this finds you in the very best of health.

Sincerely,

Edgar

MAILED 27  
MAY - 6 1960  
COMM-FBI

NOTE: Rear Admiral Souers is on the Special Correspondents' List.

- Tolson \_\_\_\_\_
- Mohr \_\_\_\_\_
- Parsons \_\_\_\_\_
- Belmont \_\_\_\_\_
- Callahan \_\_\_\_\_
- DeLoach \_\_\_\_\_
- Malone \_\_\_\_\_
- McGuire \_\_\_\_\_
- Rosen \_\_\_\_\_
- Tamm \_\_\_\_\_
- Trotter \_\_\_\_\_
- W.C. Sullivan \_\_\_\_\_
- Tele. Room \_\_\_\_\_
- Ingram \_\_\_\_\_
- Gandy \_\_\_\_\_

HHA:ldg;HWG:rpv  
(3)

13 1960

MAIL ROOM ☐ TELETYPE UNIT ☐



GENERAL AMERICAN LIFE INSURANCE COMPANY

SAINT LOUIS

OFFICE OF  
THE  
CHAIRMAN

April 22, 1960

|                   |   |
|-------------------|---|
| Mr. Tolson        | ✓ |
| Mr. Mohr          |   |
| Mr. Parsons       |   |
| Mr. Belmont       |   |
| Mr. Callahan      | ✓ |
| Mr. DeLoach       | ✓ |
| Mr. Malone        |   |
| Mr. McGuire       |   |
| Mr. Rosen         |   |
| Mr. Tamm          |   |
| Mr. Trotter       |   |
| Mr. W.C. Sullivan |   |
| Tele. Room        |   |
| Mr. Ingram        |   |
| Miss Gandy        |   |

The Honorable J. Edgar Hoover  
Department of Justice  
Federal Bureau of Investigation  
Washington, D.C.

Dear Edgar:

It is always most interesting to read your testimony in connection with your annual budget request and I appreciate your kindness in sending it to me.

The work of the Bureau has grown tremendously over the years and the one thing that worries me most is where will we go to find a successor for our present Director? No one knows better than I how careful you have been over the years to keep your Bureau in the right perspective in a democracy. There have been times when high government officials have almost pressed on you powers which you and I would consider dictatorial. It has taken a strong man to conduct the business of the Bureau effectively and one who is ever alert to resist powers which would be inimical to the best interests of our form of government and to the Bureau itself.

While I recognize that no one is indispensable in this life, yet the country is going to be faced with a real problem when it is forced to select a new Director of the F.B.I.

I wish you long life and the best of health. *So we will not be faced with that problem.*  
With warm personal regards,

Sincerely,

EX-105

Sidney W. Souers

11 MAY 9 1960

SWS:md

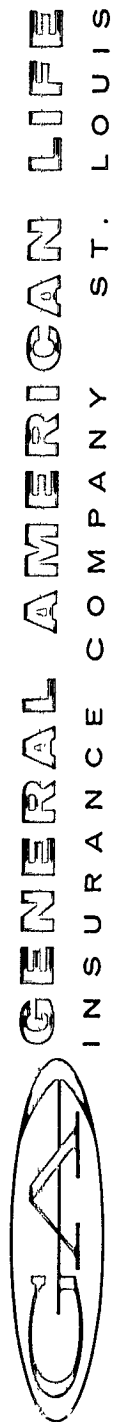
REC.D.

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gws/mj*

*md (Hed)  
ack 5-4-60  
HHA/ldg*

*HHA.*





62-80295-75



**BRIGGS**  
BEAUTYWARE



BUTCHERS, SAUSAGE MAKERS  
AND PACKING HOUSE WORKERS  
LOCAL NUMBER 545 WELFARE FUND

LOCAL 250 JOURNFMEN AND APPRENTICES  
PLUMBING AND PIPE FITTING INDUSTRY



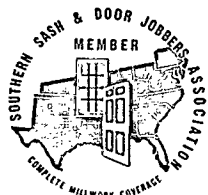
**Transit Casualty Company**



**GRAPHIC ARTS ASSOCIATION OF ST. LOUIS, Inc.**



**FRANK BLOCK ASSOCIATES.**



**ANHEUSER-BUSCH, INC.**

**MATERIAL SERVICE**



**PACIFIC COAST COFFEE ASSOCIATION**

**CARPENTERS' DISTRICT COUNCIL**  
OF ST. LOUIS - SHOPS AND MILLS WELFARE FUND



**INTER-COUNTY TELEPHONE  
& TELEGRAPH COMPANY**



**STUPP BROS. BRIDGE & IRON COMPANY**

**BRODERICK & BASCOM ROPE Co.**



**ARKANSAS POWER & LIGHT COMPANY**

**CAMPBELL-EWALD COMPANY**

**TENSION ENVELOPE CORPORATION**



**BANK BUILDING CORPORATION**



**PITTSBURGH STEEL COMPANY**



**OZARK AIR LINES**



**SCULLIN STEEL Co.**

**EL PASO NATIONAL BANK**

**The Boatmen's**

**Public Service COMPANY**





"To offer soundly-conceived forms of financial protection against the hazards of death, old age, and disability . . . at the lowest possible cost consistent with sound management;

"To render prompt, efficient, courteous and helpful service to policyholders and beneficiaries;

"To provide constructive counsel and guidance in the use of personal insurance and annuity coverages toward the achievement of individual and business financial security;

"To invest funds prudently and in the long-range interest of the national economy . . ."

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*From an address by Frederic M. Peirce, president, General American Life Insurance Company, before the American Association of University Teachers of Insurance, (defining The Responsibility of the Insurance Industry).*

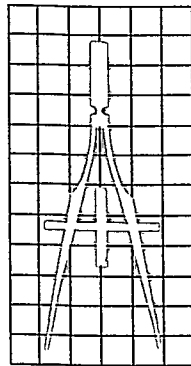


#### ON THE COVER



*Symbols of the three major areas of progress initiated in 1960 are shown on the cover at right. The dividers and graph symbolize creation of new products and improvement of old; perforated tape symbolizes advancement in electronic equipment; the symbolic head represents a stronger home office and sales team.*





1960 ANNUAL REPORT



**GENERAL AMERICAN LIFE**

INSURANCE COMPANY • SAINT LOUIS, MISSOURI

8/1968



## GENERAL AMERICAN LIFE INSURANCE COMPANY

A short description of General American Life Insurance Company illustrates how it meets the responsibilities defined on the cover leaf. This company:

**PROTECTS** against financial loss by supplying two basic forms of insurance to both individuals and groups — life insurance and health insurance. The company issues many different plans of coverage including pensions and annuities.

**ACTS** as a stabilizing influence, socially and economically, by encouraging people to plan for contingencies and to save systematically, and by investing the funds that flow to it from its many policyholders — thus helping to finance business, government, and the individual home buyer.

**IS OWNED** and controlled by its policyholders (a mutual company). The company issues, in general, participating policies. These entitle the individual policyholders to share in surplus earnings through dividends that reflect the difference between the premium charged and actual experience.

**OPERATES** as a legal reserve company, under insurance laws that specify the minimum basis for the reserves the company must maintain to guarantee the financial security of its policyholders.

General American Life is a leading company in its field, one of the select few with more than **three billion dollars** of life insurance in force. The company maintains its Home Office in St. Louis, Mo., is licensed in 39 states.

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*In Brief*

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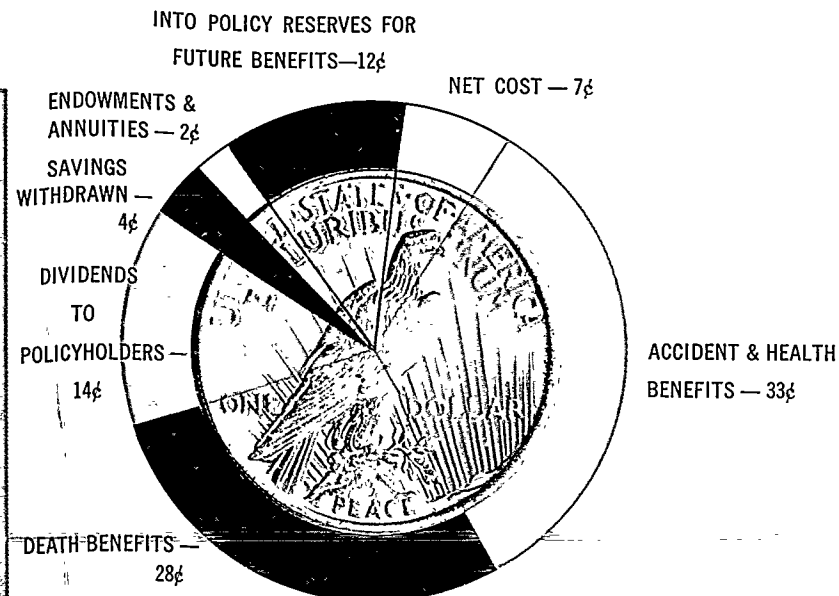
## STANDING AS OF DECEMBER 31:

|                              | 1960            | 1959            |
|------------------------------|-----------------|-----------------|
| Life Insurance in Force..... | \$3,249,187,000 | \$3,153,330,000 |
| Total Assets.....            | \$ 288,499,000  | \$ 271,534,000  |
| Unassigned Surplus.....      | \$ 14,465,000   | \$ 13,183,000   |

## HIGHLIGHTS FOR THE YEAR:

|   | 1960          | 1959         |
|---|---------------|--------------|
| No. of Policy & Certificate Holders.....          | 2,371,000     | 2,186,000    |
| Paid Policyholders & Beneficiaries.....           | \$63,055,000  | \$59,439,000 |
| Added to Policy Reserves for Future Payments..... | \$ 9,139,000  | \$ 8,829,000 |
| Operating Expenses.....                           | \$11,165,000  | \$11,323,000 |
| Taxes.....  | \$ 3,067,000  | \$ 3,015,000 |
| Income from Premiums.....                         | \$77,443,000  | \$73,302,000 |
| Income from Investments....                       | \$12,481,000  | \$11,417,000 |
| Income from All Sources.....                      | \$94,478,000  | \$88,641,000 |
| Increase in Surplus.....                          | \$ 1,282,000* | \$ 1,079,000 |

\*After payment of \$10,466,000 in dividends and experience rating credit refunds to policyholders.



Only 7 Cents Per Dollar of Premium...

### THE LOW NET COST OF GUARANTEED INSURANCE PROTECTION

Few policyholders realize how small a part of their premium dollars goes for taxes, salaries and commissions, and all the other expenses of operating the business.

93 cents of every dollar General American Life received in premiums in 1960 were either paid out to policyholders and beneficiaries during the year (81 cents), or put into reserves to use in making future benefit payments (12 cents).

Insurance protection can be supplied at the low net cost of 7 cents on the premium dollar because General American Life also received substantial income from the interest earned by investing the assets held to meet future obligations to policyholders.



General American Life publishes an annual report so policyholders and the public may have a record of the year just past, a summary of the company's future prospects, and information on new developments in insurance that can help them to improve their own insurance coverage.

The annual report also serves another purpose. The reader who is familiar with life insurance company operations and wants to judge the performance of the company that underwrites his insurance contract may well base his judgment on the answers to such questions as these:

---

Are you developing new forms of insurance that take into account the rapid social and economic changes of this period and how those changes have affected the kind and extent of financial protection required by the insuring public?

Is your company organized to provide prompt, efficient service to policyholders and beneficiaries?

Are you holding down the cost of your life and health insurance policies by taking advantage of opportunities to improve the efficiency with which you handle the work of planning and processing policies and dealing with finances and investments?

In your investments of the accumulated savings of your policyholders, have you been able to achieve a combination of security against loss with a rate of return or interest that produces enough income to substantially reduce their premium payments?

---

Answers to those and other questions about General American Life Insurance Company will be found in this letter from the chairman of the board and the president, and in later sections of the report.



1960...

# To Our Policyholders

Nineteen-sixty was another year of expanding service. General American Life made significant progress in carrying out its basic responsibility — providing guaranteed protection against the financial consequences of disability and death, and offering a means by which men and women may systematically create personal savings for retirement or emergencies.

General American Life protected more policy and certificate holders in 1960 than ever before, and paid living policyholders and the survivors of deceased policyholders a record total in benefit dollars. At year end, the amount of individual and group life insurance in force was at a new high. The company's financial position was strengthened by the addition of record amounts to assets and to unassigned surplus — the excess of assets over liabilities that provides an extra margin of safety against unforeseen losses. (The dollar totals involved in the foregoing can be found in the "Highlights" on Page 1.)

## INCOME FROM PREMIUMS AND INVESTMENTS — UP

A steady growth in annual income reinforces the stability of a life insurance company. Here, too, 1960 was a record year — in the income from premiums paid for life and health insurance (individual and group combined), and in the amount of income earned on the invested savings of our policyholders. The after-tax rate of return on invested assets was slightly higher in 1960 than in past years, despite the 1959 increase in federal income taxes on life insurance companies.

| <i>Income from:</i>   | <i>1960</i>  | <i>1959</i>  |
|---|--------------|--------------|
| Premiums for Life Insurance, Endowments & Annuities.....                  | \$45,873,000 | \$43,456,000 |
| Premiums for Health (Accident, Sickness & Hospitalization) Insurance..... | \$31,569,000 | \$29,846,000 |
| Income Earned by Invested Assets.....                                     | \$12,481,000 | \$11,417,000 |

## UPWARD SALES TREND AT YEAR END

Although premium income for all lines increased 5.6% in 1960, the mild business recession was a factor in a slight decline in the volume of new sales of individual and group life insurance as compared with 1959.

In the last quarter of the year, however, the volume of individual life sales, and the number of group sales moved ahead of sales recorded in the last quarter of the year before.

It is our expectation that this upward trend will accelerate in 1961.

## THE 1960 "PREPAREDNESS PROGRAM"

So much for the 1960 operating and financial results. They do not, however, touch on the year's most significant activity at General American Life — the changes and improvements in three key areas of our business.



New products were developed to supplement established lines of life and health insurance. New men were added to the sales force and the executive and administrative staffs. New methods were introduced to bring about more efficient operations in the Home Office in St. Louis.

Policyholders may ask why so much activity was concentrated in a single year. Our purpose was twofold. The 1960 "preparedness program" equipped General American Life for a more aggressive approach to meeting the public's insurance needs in this period of unusually rapid social and economic change. It was also a necessary preliminary to the vigorous growth that we anticipate the company will have in the next few years — 1961 included.

#### A HIGHER "AVERAGE" NEED FOR INSURANCE

Much has been written about the expanding population of the 1960s and its probable effect on business and industry. However, more is happening than simply an over-all increase in numbers of people. New social and economic influences are at work.

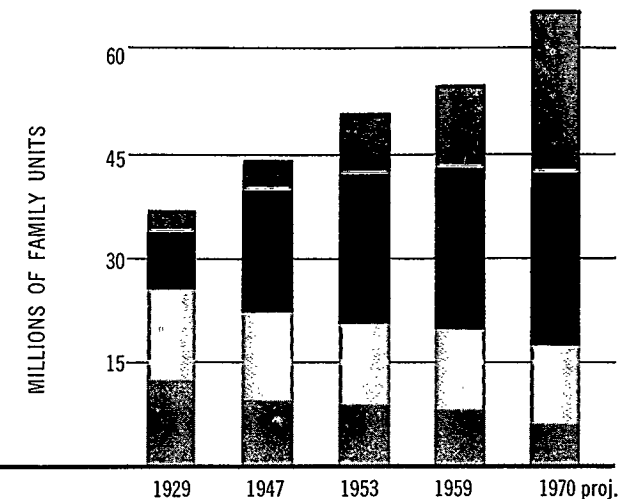
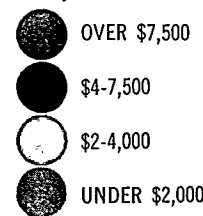
For example, the educational level has begun to move up every year and will continue to do so. The same is true of the percentage of technicians and skilled craftsmen in the U. S. work force. A new middle income market is emerging with new tastes and desires, new buying habits, new patterns of living. This is having a profound influence on every business — and none more so than life insurance.

The insurance products designed for this market as well as the agents who serve it must be qualified to meet a wider range of financial and personal problems. The so-called "average" market for life insurance is being rapidly up-graded.

We must plan, too, for a marked increase in the number of young households which traditionally provide the choicest prospects for life insurance. Of the various age groups, the fastest-growing are the young adults of marriageable age (20 to 24) and the late teen-agers. We know the members of those groups will have somewhat different goals and standards from their predecessors. We must be able to offer somewhat different patterns of insurance protection to fit the cloth of their needs.

With a national business, General American Life must also consider the increasing degree to which the U. S. population is concentrated in the large metropolitan areas. And within those areas, the population is becoming ever more decentralized or suburbanized. Both conditions bear on the proper location and internal organization of our vital sales agencies.

#### INCREASE IN FAMILY INCOME





## RESEARCH, DEVELOPMENT, AND EXPANSION

The energies of virtually everyone in the Home Office were required to carry out the study, planning and work that went into the 1960 "preparedness program." It is hard for anyone not in the life insurance business to appreciate how much research and how many man-years of computations are required to prepare new life and health insurance coverages. Yet this was only a part of the 1960 activity.

The Home Office staff was also bolstered with accountants, methods analysts, electronic programmers, top administrators and actuaries. Services to policyholders and beneficiaries were surveyed to make sure they were fast, efficient, and courteous. Developing a model system for budget analysis and expense control, and preparing to use a more advanced, much faster electronic computer — the IBM 7070, were also highlights of 1960.

## FOURTEEN NEW SALES AGENCIES IN 1960

While all that was underway, the Group Divisions were reorganized and the Agency Division extended by the setting up of 14 new sales agencies in seven states.

The company developed a new approach for general agents to use in attracting promising young men and women to careers in life insurance selling, and a more comprehensive program for training new agents. This covers such modern realities as the need for integrated programming of life and health insurance. The basic threat to family financial security is not death or disability as such. It is loss of income — regardless of cause.

## A BANNER YEAR COMING UP

The "New Products", "New Men", and "New Methods" of the 1960

"preparedness program" are described later in this report. The program's end result is that General American Life is now better equipped to meet the needs of the insuring public — and at the lowest possible net cost.

These are reasons why we expect 1961 to be a good year for life and health insurance in general, and a banner year for General American Life.

## THE REAL CHALLENGE OF THE 1960's

Our confidence in the growth in store for the company is, in part, predicated on the vast market for life insurance that exists even today. Despite the sales gains of the 1950's, the average insured family in the U. S. owns only about \$12,000 in life insurance — or less than two full years of income. Yet life insurance makes up a majority of the assets most men leave their families.

There remains a substantial distance to travel before most American families have obtained genuine financial security. Therein lies both our responsibility and our challenge in the 1960's.

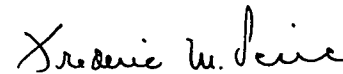
## DEATH OF HUGH STEPHENS

It is with regret that we report the death last October 5, at the age of 82, of Hugh Stephens of Columbia, Mo., a member of our Board of Directors since 1937, longer than all but two of the members. Mr. Stephens was also chairman of the board of curators of Stephens College.

In conclusion, we express our appreciation to our directors, officers, and field and Home Office associates for their work in behalf of General American Life in 1960 and to our policyholders for their interest and support.



Sidney W. Souers  
Chairman

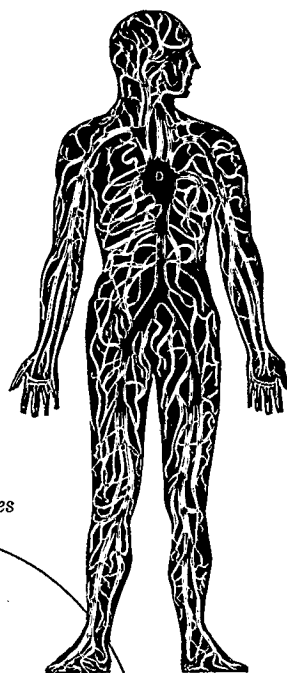


Frederic M. Peirce  
President

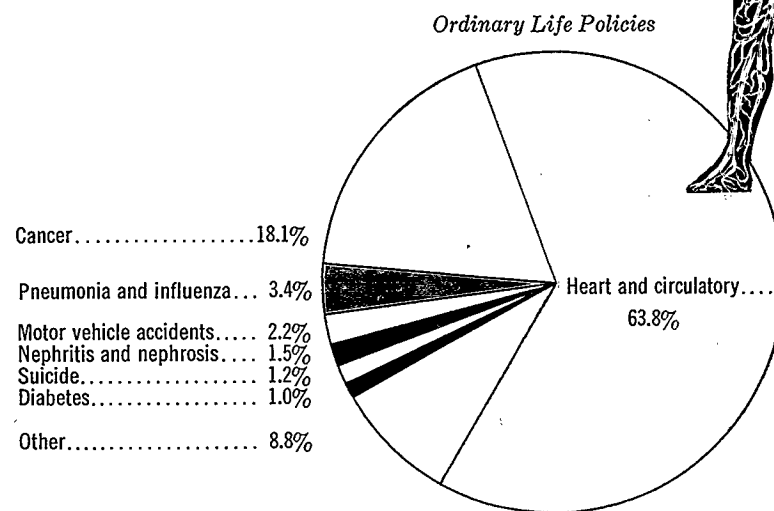


## For the Benefit of It's Policyholders

### GENERAL AMERICAN LIFE IN 1960:



MAJOR CAUSES OF DEATH IN 1960



#### TESTED

... its own efficiency by a sampling of policyholder opinions on claim payments and other services. The response was gratifying. Ninety-seven per cent expressed approval. Each of the few questions or complaints was thoroughly investigated. Life and health insurance benefit payments relieve hardship and worry about the future. There is no excuse for delay, and General American Life has always prided itself on being prompt in its payment of claims as well as in other services to policyholders.

#### INCREASED

... the interest rate on dividends and policy proceeds left on deposit with the company from  $3\frac{1}{4}\%$  to  $3\frac{1}{2}\%$ .

#### MOVED NEARER

... completion of the final accounting of the affairs of the old Missouri State Life Insurance Company. The accounting was to have been completed in 1948. It has been delayed by a lawsuit filed by holders of certificates of stock in the long-defunct company. (Missouri State Life was a stockholder-owned corporation whereas General American Life is a mutual company owned by policyholders.) A 1960 ruling by the State Supreme Court of Missouri on a stockholder appeal brought a final court decision in sight.

#### EXPERIENCED

... no significant change in the death rate among ordinary policyholders. Death benefits were paid under 12 policies in force less than a year. One example: A San Francisco maintenance foreman died in an automobile accident after paying \$260.70 in premiums for 11 months. General American Life delivered its check for \$30,000 to his widow and small son.



# A LIFE INSURANCE CHECK LIST . . .

Here are ten suggestions from the Institute of Life Insurance, the central source for insurance information, for families who want to make the best use of their insurance policies:



Be certain your beneficiaries are up to date. Circumstances may have changed since you bought your policy. You may want to reconsider your earlier decisions.



Save on premium payments. If you are mailing payments on a monthly basis you can save five to six percent by adopting other methods of payment. (At General American Life, policyholders owning over \$100,000 of life insurance save by using the company's Pre-Authorized Check Plan for the automatic deduction of monthly premiums from their checking accounts.)



Consider adding a "common disaster clause." This specifies how the insurance company is to pay proceeds if a husband and wife lose their lives in the same accident. Without this clause, the insurance may not be paid as the policyholder would have wished because there may be a question of which one survived the other.



Know your choices for using dividends. Some policyholders apply dividends to premiums. Others take them in cash; or buy additional units of paid-up insurance to add to over-all family protection; or leave them with the company where they earn interest (3½% at General American Life) and grow into a tidy emergency fund.



Mothers have dollar value, too. Families today often have life insurance on wives, recognizing that they, as their husbands, have measurable economic value the family would have to replace in the event of their death. (Women may buy General American Life's leading ordinary life policies at lower rates than men.)



Don't straitjacket your beneficiary. If your policy specifies income payments rather than a lump sum settlement, consider what would happen in case of an emergency. You can add a release clause permitting withdrawal of portions of the principal by the beneficiary.



Count your life insurance in retirement planning. When you reach retirement age, the cash values in your policies may be used to supplement other retirement income such as a company pension and Social Security.



Remember that a family with young children needs additional protection against the possibility of the loss of the father. (Many of General American Life's policyholders have met this need with the company's "Family Security Program". Many, too, are using our new Guaranteed Insurability Rider to guarantee their children's ability to obtain insurance in the future.)



Use term life insurance only to cover temporary protection needs — a mortgage or loan, for example. Permanent life insurance policies with their growing cash values are designed for your longer needs.



Will your family receive full value of your estate? They can . . . but only if you have earmarked sufficient life insurance to cover such specific expenses as unpaid bills, installment accounts, loans, mortgages, medical and other expenses, and taxes. Otherwise your home or other property may have to be sold hurriedly, possibly below market value, to provide immediate cash at the time of your death.



Are you developing new forms of insurance that take into account the rapid social and economic changes of this period and how those changes have affected the kind and extent of financial protection required by the insuring public?

## MANY OF THE COMPANY'S PRESENT INSURANCE PLANS WERE IMPROVED

General American Life offers many life and health insurance coverages that assist the individual, the family, and the business corporation in achieving financial security. Life and health insurance do their most effective job for a policyholder when they are tailored to his specific needs and income. This is the responsibility of General American Life's trained agents.

In addition to the new products described on the next page, the 1960 "preparedness program" led to significant improvements in established plans of insurance, including:

### A REDUCTION IN COST ON THREE FORMS OF COVERAGE:

- A. Most Annual Premium Life Policies of \$7,500 or More — premium rates were lowered because administrative and handling costs per policy are little different for large policies than for small ones. This principle, already applied to the "Econo" series of whole life policies, was extended to practically all new life policies in 1960 (except 5- and 10-year term policies, mortgage redemption policies, and pension trust policies). Example: the reduction amounts to \$1 per \$1,000 per year, or \$15 a year on a \$15,000 annual premium life policy.
- B. Single Premium Annuities — the life income an annuity provides is of special interest to the growing numbers who are looking forward to retirement. General American Life strengthened the competitive appeal of its annuity contracts by a detailed actuarial review of interest factors and mortality experience that bear on annuity rates, followed by the calculation of lower rates. Example: under the old rates, a

man age 60 could obtain a monthly annuity for the rest of his life of \$53.40 from a single, lump sum payment of \$10,000. Now that same payment will provide \$60.80 a month for life.

- C. Non-Occupational Accidental Death and Dismemberment Insurance — the premium rate for this coverage, written in conjunction with group life insurance, was reduced approximately 30 per cent.

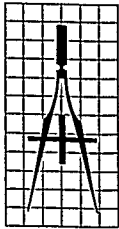
### MEDICAL EXAMINATIONS WAIVED IN CERTAIN INSTANCES:

The health of both men and women in the fast-growing younger age brackets is improving constantly. As a result, at such ages the cost of medical examinations, in certain instances, no longer justifies their use. In 1960, the limit on the amount of life insurance that may be purchased without medical examination by a person from age 1 to 25 was raised to \$25,000. Limits for most other ages under 40 were also increased.

### HIGHER CEILING FOR ADDITIONAL (DOUBLE) INDEMNITY BENEFIT:

For a small additional premium, a life insurance policy may carry a "rider" providing for the payment of an additional amount equal to the face of the policy — if death is caused by accidental bodily injury and occurs before the anniversary of the policy nearest the insured's 65th birthday and within 90 days after the accident. In 1960, the maximum policy amount that can be matched by "double indemnity" was increased from \$100,000 to \$150,000.





## IN 1960 . . . AND FIVE IMPORTANT NEW PRODUCTS WERE DEVELOPED

General American Life devoted more man-hours in 1960 than ever before to the actuarial studies, market research, and underwriting judgments required to develop five significant new insurance products. Each will serve a genuine need that exists among one part or another of the insuring public.



### A LIFETIME INDIVIDUAL OR FAMILY HOSPITAL EXPENSE INSURANCE PLAN

. . . with unusual features that answer the needs of people of all ages, including the senior citizen group. This plan is guaranteed renewable for life, and may be purchased up to age 75. Premiums may be increased only by class. Benefits are constant, even at the older ages. Another plus factor: the range of choice among benefits. The insured may purchase a complete program of hospital expense insurance or simply fill in gaps in present coverage. Surgical fees and doctor fees for hospital visits are optional. The cost of this permanent protection is surprisingly low.

### AN UNUSUAL AND FLEXIBLE NEW PENSION PLAN

. . . and a low-cost answer to business pension problems. Part of an employee's pension is derived from a special General American Life ordinary life policy that matures for its cash value at his retirement age; the rest from an auxiliary or supplementary fund deposited with this company or set up with a trustee. Employers may postpone payments into the auxiliary fund in bad times, make them up later. The company also developed new rates for other pension plans and pension annuity policies in 1960.

### A NEW DECREASING TERM LIFE POLICY

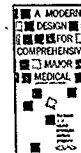
. . . without the usual base of permanent life insurance found in most policies of this type, and thus, the least expensive way to cover temporary needs for insurance protection. This policy is not a substitute for permanent life insurance. It is designed only for uses where the risk the policyholder should insure against will cease to exist at the end of

some months or years. Example: coverage to meet whatever remains due on a mortgage or is required to complete a son's college education. The amount of life insurance goes down as the dollars needed to cover a specific purpose decline; the premium remains level throughout the premium paying period. If the need for permanent protection arises, the policy may be converted into a permanent plan regardless of the occupation or health of the insured.

### A NEW GROUP LIFE PROGRAM



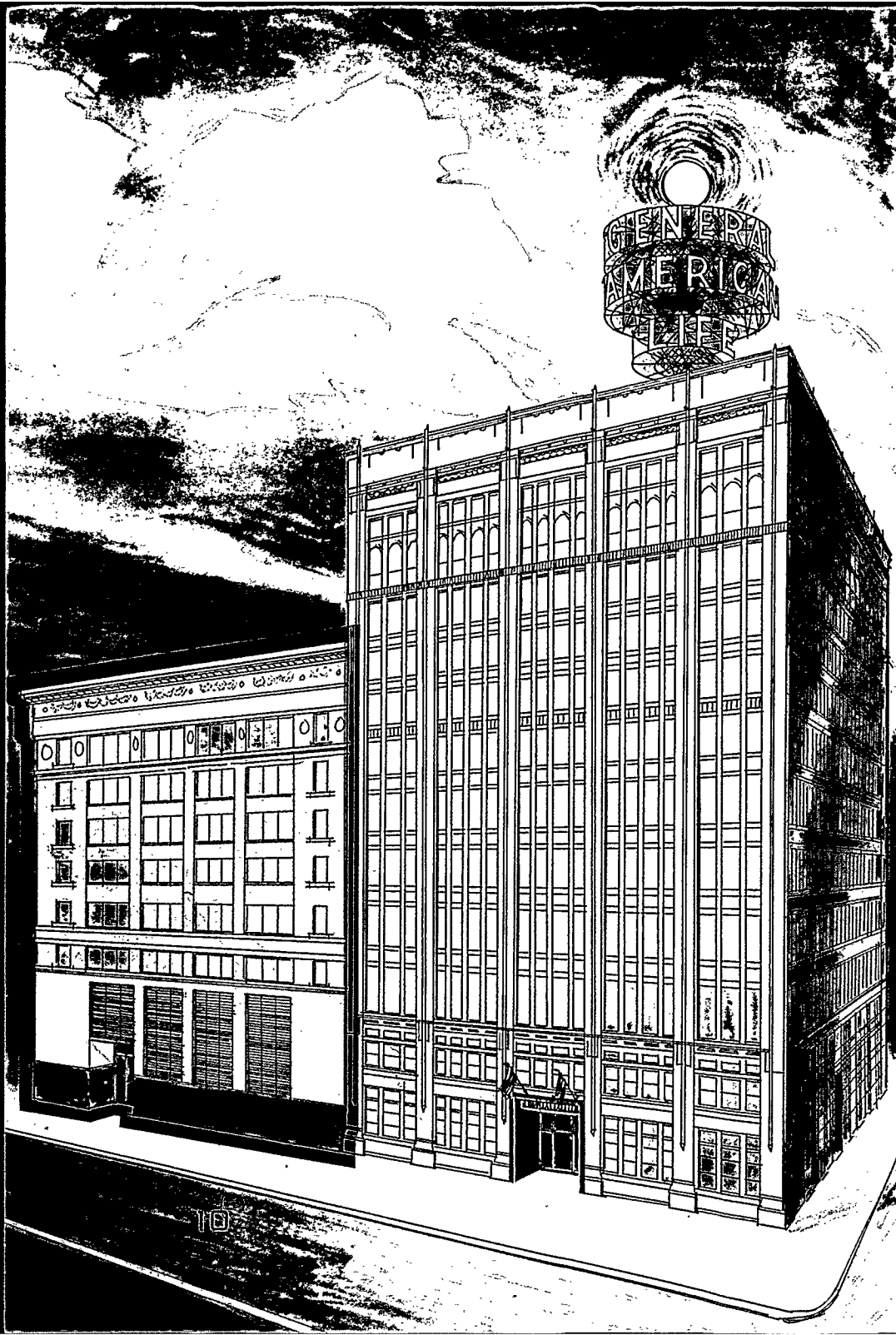
. . . that permits realistic amounts of this form of insurance so monthly income benefits will bear a reasonable relationship to earnings. The new program also provides expert money management for beneficiaries — without cost. General American Life will administer the principal, add interest, and pay a guaranteed regular income under any one of four optional plans. As individual insurance contracts contain the same options, group life insurance can now be made a more integral and useful part of an individual's financial security program.



### A NEW MODERN DESIGN OF "COMPREHENSIVE" GROUP MAJOR MEDICAL

. . . that replaces rather than supplements basic plans of group hospital and group medical expense insurance, and extends the range of protection to cover the expenses of severe illness or accident up to a maximum of either \$5,000 or \$10,000. There are 16 standard plans from which companies with 25 or more employees can engineer group major medical coverage to meet their particular needs. With hospital and medical care costs steadily increasing, various types of controls have been incorporated in the newer forms of major medical insurance to maintain as much stability as possible in insurance costs. General American Life's new plans contain both the traditional and the newest forms of such controls, all optional to the purchaser.





Is your company organized to provide prompt, efficient service to policyholders and beneficiaries?

## 1960 SAW A STRONGER HOME OFFICE

The 1960 "preparedness program" developed personnel as well as products. General American Life was expanding the essential "equipment" of a service institution — its qualified manpower — to match continued growth in the volume of its business and in the demand from policyholders, beneficiaries and sales agencies for many kinds of service.

New positions were created and filled to insure the efficient distribution of new products via the company's sales agencies. Examples were the appointment of a director of health insurance sales and a director of executive and employee benefit plans.

The life underwriting department was strengthened with the addition of an outstanding executive in that key field. New administrative manpower was added to the general accounting department, where insurance funds are handled; and to electronics planning, systems planning, and tabulating. The company started a middle management recruiting program to supplement college and other established forms of recruiting.

The new plans of group life and health insurance described on Page 9 were accompanied by major improvements in the organization of the company's large group division. The division itself was separated into two divisions — Group Sales and Group Operations. Group Operations received new actuarial and administrative personnel. Group Sales developed a closer working relationship between salaried personnel in the company's district and regional group offices and commissioned salesmen in its general agencies.

General American Life also had some success in overcoming the serious shortage of actuaries — the mathematicians of life insurance who de-





## TEAM . . . COMBINED WITH A STRONGER AGENCY FORCE

sign policies and determine rates. Within a few weeks, a record number of our actuaries in the intermediate stage of their training will take the difficult final examinations for fellowship in the Society of Actuaries.

Home Office work space was increased by taking over several floors of an 8-story adjoining building as a storage area. General American Life purchased the building, modernized the interior, and leased all of the space not immediately needed to another company.

And, looking further to the future, a Marketing Committee of top company executives began a long-range analysis of social and economic trends in the U. S. and in the insurance business — a preliminary to decisions that will guide General American Life's progress in years ahead.

☐ The most direct contact with General American Life's policyholders is maintained by its agency force, a key factor in the company's growth plans and a center of attention during the 1960 "preparedness program." Policyholders sometimes ask, how important is the agent to his company? The answers can be summed up as follows:

The life insurance agent is more than "important." He is essential to the very functioning of the principle of insurance. It is his efforts, for example, that spread the company's policyholders over a wide enough area so local conditions or catastrophe will not cause a severe deviation in the average mortality experience. (The death rate among policyholders is one of the main factors that determines the cost of life insurance to policyholders.) It is his efforts that maintain the constant flow of premium in-

come that allows insurance companies to avoid liquidating their securities in bad times when cash calls are heavy and when liquidation would mean a loss on the invested assets of policyholders.

General American Life's emphasis on agency expansion and on the education and training of its new agents was underlined in 1960 by the appointment of a new, well-qualified director of agency development.

The 1960 program also saw the development of new methods of compensation to help bring young men through to success, coupled with new visual material to aid general agents in the selection of promising young men. Aptitude and vocational interest tests for potential life insurance salesmen are widely used in the selection process.

A three-year training program, administered by the general agent with the help of the home office, educates the General American Life agent in the technical aspects of life insurance, including such complex fields as business insurance and estate planning. It also includes intensive training of the agent on how to present his subject to prospects. More General American Life agents qualified for the "Million Dollar Round Table" in 1960 than ever before.

General American Life directs concentrated attention to "training the trainer" in the areas of Selection, Training, Motivation, and Supervision. This is predicated on the conviction that sales training in the field by capable managers of men is the most effective means of developing competent career life underwriters. To this end, "training the trainer" seminars are held in the home office and regional conferences are regularly scheduled in the field.



Are you holding down the cost of your life and health insurance policies by taking advantage of opportunities to improve the efficiency with which you handle the work of planning and processing policies and dealing with finances and investments?

## 1960 BROUGHT NEW ECONOMIES IN OPERATING THE BUSINESS . . .

One of General American Life's prime responsibilities to policyholders is to provide insurance at the lowest possible cost. The cost factor over which the company has the most control is administrative expense.

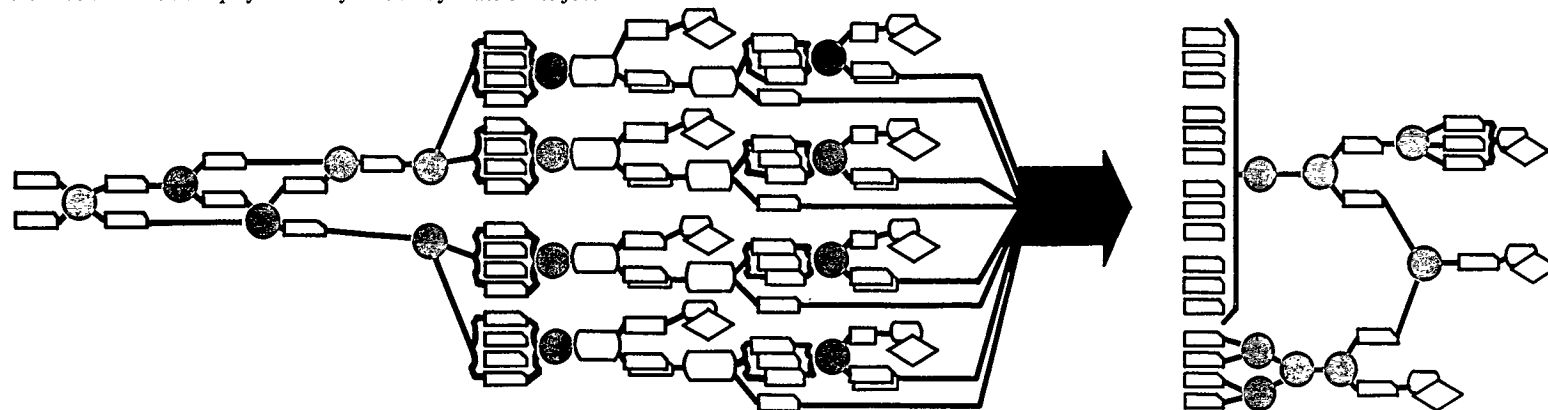
Efficient operation is vital both to present policyholders and to future growth in the competitive life insurance field. The 1960 "preparedness program" led to three different approaches to the constant problem of keeping administrative costs down in the face of the upward movement of prices.

The company put into full operation a new system of budget analysis and expense control. It has already returned very satisfactory results in holding expenses within the framework of anticipated income. Project plans and production goals of the various divisions have been coordinated to allow budgeting and expense control on a company wide basis.

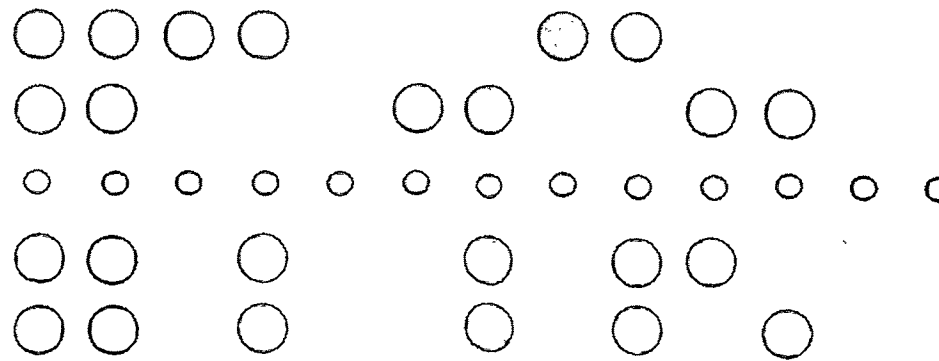
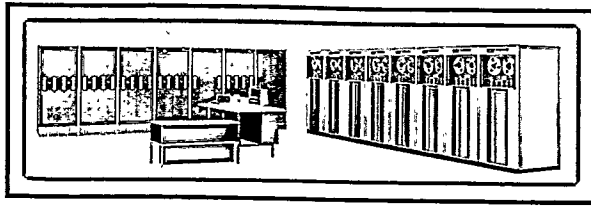
General American Life is developing a method for determining the precise costs of separate functions or specific services partially performed by several departments, as distinguished from over-all departmental operating costs. Cost accounting is a complex task with respect to the manufacturing processes of an industrial corporation. It has been particularly difficult for life insurance companies, however, because so heavy a proportion of its total costs of doing business are of an administrative or overhead nature.

Another program developed in 1960 and now underway, is helping supervisors plan and schedule their work more accurately, and determine manpower requirements for their departments more readily. Involved here is the measurement of different types of repetitive office work and the setting of standards which will help control the use of office manpower in much the same way as budgeting controls the use of dollars.

*The gain in efficiency made possible through the installation of our new IBM 7070 is dramatically portrayed in the two flow charts below. The one on Page 12 symbolizes the work flow for preparation of premium notices prior to our programming for the 7070. The chart on Page 13 shows the much simplified work flow chart for the same job.*







## ... AND A LARGER, FASTER COMPUTER COMING UP

Life insurance companies have been among the pioneers in the use of electronic and automated equipment, and with good reason. Few businesses handle anything like the mountain of paper work that goes into policy accounting procedures and other insurance operations.

General American Life's programmers went to work in earnest in 1960, preparing for the change over from the present IBM 650 computer system to the larger and more efficient IBM 7070-1401 system which uses magnetic tape instead of punched cards as the recording medium.

The eight magnetic tape units on the IBM 7070-1401 system read from, or write on, magnetic tape at 62,500 characters per second. One minute of tape time is equal to 150 hours of steady typing. Information from the system can be recorded on punched cards at the rate of 250 cards per minute, and cards containing policy information can be "read" into the

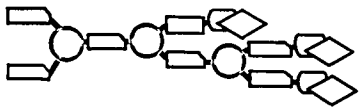
system at the rate of 800 cards per minute. The printer on the IBM 7070-1401 system — the unit that translates information from magnetic tape to printed forms or documents — will print 600 lines per minute. This is many times faster than the capacity of the IBM 650.

The use of magnetic tape as a recording medium for the company's records has several money-saving advantages. A comparatively few reels of tape will contain all the ordinary policy records, with immense savings in the amount of storage space required. Information can be erased at will from the tape and new information recorded. The reels can be used thousands of times. This will substantially reduce expenditures for paper record-keeping material.

Home Office accounting will be far more rapid with the 7070-1401 Data Processing System. Each day the master record tapes will be processed through the computer. Each daily run will produce premium bills, dividend payments, loan-interest calculations, current cash value status of all policies, and other accounting and statistical information. Added to the tape each day will be new policies, premium and other payments, payments to beneficiaries, and policyholders' name, address and other policy changes.

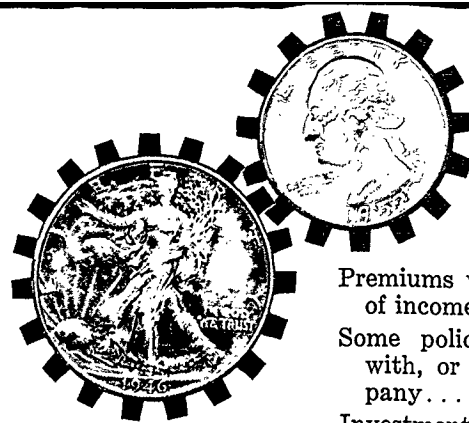
The 7070-1401 has enormous capabilities for holding down administrative costs. In addition, this system can be expanded economically and rapidly by exchanging only two of its many components.

It will keep General American Life in the forefront of life insurance companies using electronic data processing equipment.





In your investments of the accumulated savings of your policyholders, have you been able to achieve a combination of security against loss with a rate of return or interest that produces enough income to substantially reduce their premium payments?



## HOW YOUR LIFE INSURANCE DOLLARS ARE PUT TO WORK...

Most life insurance dollars perform two important functions. They provide financial security to policyholders and, between the time they are put into life insurance and the time they are needed to pay benefits, they are invested in America, helping to supply the dollars the country needs for growth. The statements on this and the following page show how the dollars of General American Life's policyholders were put to work in 1960 as compared with 1959. They also compare income and expenditures for those two years.

General American Life invested the record total of \$49,398,957 of policyholders' funds in 1960. Of that, \$23,929,414 went into mortgage loans; \$23,759,954 into corporate and municipal bonds; \$842,692 into preferred stocks and high-grade common stocks; and \$866,897 into real estate. The rate of return on the company's invested assets, after investment expenses but before federal income taxes, was 4.23 per cent, as compared to 4.04 per cent in 1959. The net investment yield after taxes was 3.70 per cent in 1960 as compared with 3.44 per cent in 1959.

Almost exactly 50 per cent of General American Life's total invested assets is in mortgage loans on choice residential, commercial and industrial properties. Another 36.9 per cent is in corporate bonds and tax-exempt municipal and government bonds.

## INCOME

|  | 1960                    | 1959                    |
|--|-------------------------|-------------------------|
| Premiums were the major source of income.....                        | \$ 77,442,650.13        | \$ 73,302,230.14        |
| Some policy payments are left with, or returned to, the company..... | 4,495,507.10            | 3,874,846.08            |
| Investment Income.....   | 12,480,502.42           | 11,416,517.85           |
| Profits realized on sales or liquidation of assets.....              | 59,254.95               | 47,707.00               |
| <b>TOTAL.....</b>  | <b>\$ 94,477,914.60</b> | <b>\$ 88,641,301.07</b> |

## DISTRIBUTION

|  |                         |                         |
|--|-------------------------|-------------------------|
| Paid to policyholders.....   | \$ 30,844,874.11        | \$ 29,349,953.75        |
| Paid to beneficiaries of deceased policyholders.....   | 21,743,352.00           | 20,150,181.00           |
| Funds left on deposit benefited their owners.....  | 3,766,840.31            | 3,379,879.45            |
| Taxes.....   | 3,066,918.15            | 3,015,051.76            |
| Operating Expenses.....  | 11,164,756.58           | 11,322,548.01           |
| Losses on sales and adjustment of asset values.....  | 304,012.18              | 355.54                  |
| Added to policy reserves.....  | 9,138,754.84            | 8,829,075.95            |
| Added to group mass hazard and excess morbidity reserve.....                                   | 605,578.58              | 314,998.70              |
| Added to reserves for fluctuation in mortality and asset values ..                             | 436,022.00              | 676,059.00              |
| Provision for funding past service annuities under Company's retirement plan.....              | 143,000.00              | 151,000.00              |
| <b>TOTAL.....</b>  | <b>\$ 81,214,108.75</b> | <b>\$ 77,189,103.16</b> |
| Net gain.....  | \$ 13,263,805.85        | \$ 11,452,197.91        |
| Taxes and expenses chargeable to prior years.....  | \$ 1,515,234.82         | \$ 435,000.00           |
| Dividends & experience rating credit premium refunds paid to or set aside for policyholders... | \$ 10,466,380.71        | \$ 9,938,574.38         |
| <b>ADDED TO SURPLUS....</b>  | <b>\$ 1,282,190.32</b>  | <b>\$ 1,078,623.53</b>  |



# GENERAL AMERICAN LIFE INSURANCE COMPANY STATEMENT OF FINANCIAL CONDITION (ACCRUAL BASIS)

## ASSETS

|  | December 31, 1960 |        | December 31, 1959 |        |
|--|-------------------|--------|-------------------|--------|
| Cash on Hand in Banks...   | \$ 4,171,185.04   | 1.4%   | \$ 3,461,956.24   | 1.3%   |
| Bonds: U. S. Government.   | 12,675,946.09     | 4.4%   | 18,581,615.79     | 6.8%   |
| Other Bonds.....   | 93,816,443.71     | 32.5%  | 86,857,109.77     | 32.0%  |
| Total Bonds.....   | \$106,492,389.80  | 36.9%  | \$105,438,725.56  | 38.8%  |
| Stocks.....  | 1,768,275.00      | .6%    | 871,960.00        | .3%    |
| Mortgage Loans:  |                   |        |                   |        |
| First Mortgage Loans on Real Estate.....                               | \$102,318,123.10  | 35.5%  | \$ 89,842,716.10  | 33.1%  |
| F. H. A. Loans.....  | 37,913,651.64     | 13.1%  | 40,004,861.46     | 14.7%  |
| Loans Guaranteed by Veterans' Administration.....                      | 3,767,768.42      | 1.3%   | 4,343,300.88      | 1.6%   |
| Total Mortgage Loans.....  | \$143,999,543.16  | 49.9%  | \$134,190,878.44  | 49.4%  |
| Home Office Building and Other Real Estate.....                        | \$ 4,052,949.91   | 1.4%   | \$ 3,261,883.11   | 1.2%   |
| Interest and Rents on Investments Accrued But Not Yet Due.....         | 2,227,458.59      | .8%    | 2,014,004.73      | .7%    |
| Interest and Rents Due (None of which is past due more than 90 days) . | 210,797.76        | .1%    | 168,526.35        | .1%    |
| Other Assets, Principally Net Premiums in Course of Collection.....    | 7,464,345.80      | 2.6%   | 6,164,690.62      | 2.3%   |
| Loans to Policyholders....   | 18,111,654.63     | 6.3%   | 15,961,003.87     | 5.9%   |
| Total Assets.....  | \$288,498,599.19  | 100.0% | \$271,533,628.92  | 100.0% |

## LIABILITIES

|  | December 31, 1960 | December 31, 1959 |
|--|-------------------|-------------------|
| Policy Reserves.....   | \$225,311,700.84  | \$216,458,668.27  |
| Premium and Interest Paid in Advance...                              | 3,950,144.07      | 3,462,611.94      |
| Reserve for Taxes....  | 2,540,677.38      | 2,085,604.36      |
| Amounts Held in Escrow or for Guarantee of Contract Performance..... | 6,832,717.72      | 4,144,050.09      |
| Reserve for Accounts Not Yet Due.....                                | 1,165,015.99      | 1,638,930.58      |
| Policyholders' Dividends.....  | 19,472,601.40     | 15,733,086.79     |
| Mass Hazard Reserve for Group Insurance                              | 4,919,805.43      | 5,422,952.85      |
| Reserves for Fluctuation in Mortality and Asset Values...            | 9,297,407.00      | 8,916,230.00      |
| Mandatory Security Valuation Reserve..                               | 543,304.00        | 488,459.00        |
| Total.....   | \$274,033,373.83  | \$258,350,593.88  |
| Surplus.....   | 14,465,225.36     | 13,183,035.04     |
| Total Liabilities....  | \$288,498,599.19  | \$271,533,628.92  |





# GENERAL AMERICAN

## BOARD OF DIRECTORS

*(First Elected to the Board in the Year Named)*

SIDNEY W. SOUERS\*, 1936  
Chairman

C. R. ANTHONY, 1952  
Chairman of the Board and President  
C. R. Anthony Co.  
Oklahoma City, Okla.

AUGUST A. BUSCH, JR., 1959  
Chairman of the Board and President  
Anheuser-Busch, Inc.  
St. Louis, Mo.

EDWIN M. CLARK\*, 1953  
President  
Southwestern Bell Telephone Co.  
St. Louis, Mo.

DONALD DANFORTH, 1957  
Chairman of the Board  
Ralston Purina Co.  
St. Louis, Mo.

PRESTON ESTEP, 1953  
Chairman of the Board  
Bank of St. Louis  
St. Louis, Mo.

JAMES M. KEMPER, 1933  
Chairman  
Commerce Trust Company  
Kansas City, Mo.

SIDNEY MAESTRE, 1953  
Chairman  
Mercantile Trust Company  
St. Louis, Mo.

J. W. McAFEE\*, 1951  
President  
Union Electric Company  
St. Louis, Mo.

WILLIAM A. McDONNELL\*, 1950  
Chairman of the Board  
First National Bank in St. Louis  
St. Louis, Mo.

FREDERIC M. PEIRCE\*, 1958  
President

TOM K. SMITH\*, 1940  
Honorary Chairman of the Board  
Boatmen's National Bank

EDWIN J. SPIEGEL, 1953  
Director and Advisor  
Crown Zellerbach Corp.  
St. Louis, Mo.

JOHN L. WILSON, 1951  
President  
Universal Match Corporation  
St. Louis, Mo.

HOWARD I. YOUNG, 1948  
President  
American Zinc, Lead & Smelting Co.  
St. Louis, Mo.

*\*Member of Executive Committee*

## EXECUTIVE OFFICERS

SIDNEY W. SOUERS  
Chairman

FREDERIC M. PEIRCE  
President

EMIL E. BRILL  
Senior Vice President

OTTO J. BURIAN  
Senior Vice President  
and Chief Actuary

FRANK P. ASCHEMEYER  
Vice-President and General Counsel

VICTOR F. BACHLE  
Controller

RICHARD H. BENNETT, C.L.U.  
Vice President

J. G. DRISCOLL  
Financial Vice-President

EDWARD L. FAITH  
Vice-President and Actuary

JAMES H. READY, M.D.  
Medical Director

STANLEY M. RICHMAN  
Vice-President

HARRY F. ROLLETT  
Secretary

ROBERT N. STABLER  
Assistant Vice-President  
and Group Actuary

E. LEE TRINKLE, JR.  
Assistant Vice-President

FRANK VESSER  
Vice-President

## DISTRICT GROUP OFFICES IN:

ATLANTA, GA.  
BIRMINGHAM, ALA.  
CHICAGO, ILLINOIS  
CLEVELAND, OHIO  
DALLAS, TEXAS  
DENVER, COLORADO  
DES MOINES, IOWA  
DETROIT, MICHIGAN  
HOUSTON, TEXAS  
KANSAS CITY, MISSOURI  
LITTLE ROCK, ARKANSAS  
LOS ANGELES, CALIFORNIA  
MEMPHIS, TENNESSEE  
OKLAHOMA CITY, OKLAHOMA  
PITTSBURGH, PENNSYLVANIA  
SAN ANTONIO, TEXAS  
ST. LOUIS, MISSOURI  
SAN FRANCISCO, CALIF.

## MORTGAGE LOAN FIELD OFFICES IN:

ATLANTA, GEORGIA  
AUSTIN, TEXAS  
CLEVELAND, OHIO  
DALLAS, TEXAS  
DENVER, COLORADO  
DETROIT, MICHIGAN  
FRESNO, CALIFORNIA  
HOUSTON, TEXAS  
LOS ANGELES, CALIFORNIA  
PHOENIX, ARIZONA  
SALT LAKE CITY, UTAH  
SAN ANTONIO, TEXAS  
ST. LOUIS, MISSOURI



# LIFE INSURANCE COMPANY

## SALES AGENCIES THAT SERVE OUR POLICYHOLDERS

### ALABAMA

Birmingham.....J. Orlando Ogle  
Montgomery.....John T. Dale

### ARIZONA

Phoenix.....Johnson & Johnson Ins. Agency, Inc.  
Tucson.....Kenneth J. Patzman, C.L.U.

### ARKANSAS

Little Rock.....Harry L. Ehrenberg  
Osceola.....Dane Fergus

### MASSACHUSETTS

Boston.....E. S. Benson Insurance Agency

### CALIFORNIA

Fresno.....Michael Sivick

LOS ANGELES.....Maurice Levine,  
Allen H. Ogilvie, C.L.U., Patrick A. Paige

Oakland.....G. F. Sterns, C.L.U.

San Diego.....Michael Chamberlain

San Francisco.....Gerald L. Gilson, Alwyn Graney,  
Lennart W. Johnson, Frank E. Kelly

San Jose.....Donald R. Williams

Victorville.....William A. Porter

### COLORADO

Denver.....Harry J. Pells

Greeley.....Spencer S. Trent

### DISTRICT OF COLUMBIA

Washington.....Brem & Klein Agency

### FLORIDA

Ft. Lauderdale.....Chester L. Hollifield

Miami.....Anthony J. Barone

St. Petersburg.....Harold R. Dormada

### GEORGIA

Atlanta.....Edward J. Scheiwe

### HAWAII

Honolulu.....Kamaaina Agencies

### ILLINOIS

Belleville.....Kenneth J. Green

Bloomington.....Frank Insurance Agency

Chicago.....Otto A. Jeanes

Rockford.....Walter G. Meyers

Springfield.....Don Forsyth

### INDIANA

Indianapolis.....Spafford Orwig

### IOWA

Cedar Rapids.....Paul S. Kohl

Davenport.....Louis P. Kruzick, C.L.U.

Des Moines.....Richard Strauss

Mason City.....T. H. Leaver

Sioux City.....Eldon W. Eberhard

### KANSAS

Topeka.....Charles W. Ransom

Wichita.....Earl R. Strimple

### MARYLAND

Baltimore.....John E. Lombardo

### MICHIGAN

Detroit.....Richard S. Acre, James W. Cannon,  
George Coury, C.L.U., Alex T. Drobish,

Edward G. McDonald, Arthur T. Prew,  
Donald R. Urquhart

### MISSOURI

Columbia.....Howard D. Berkley

DeSoto.....Claude J. Cook

Jefferson City.....Ernest B. LeGrande

Kansas City.....Cochran-Lowry Agencies

Kennett.....Will B. Bragg

Kirksville.....Cloy E. Whitney

Poplar Bluff.....Earl L. Graves

St. Joseph.....Homer O. Green

St. Louis.....Louis J. Clark, Malcolm N. Eilerman,  
George H. Fletcher, Edward J. Garlich, C.L.U.,

Chauncey H. Gegg, Louis W. E. Laudel,  
James J. Roberts, Adam Rosenthal,

Fred F. Sale, W. Stanley Stuart,  
William E. Vesser, V. Randall Workman

Sikeston.....Pinnell-Schumacher, Inc.

Springfield.....Dale T. Winslow, Jr.

Sullivan.....Harold W. Edgar

### NEBRASKA

Omaha.....William T. Barmettler

### NEW MEXICO

Clayton.....N. O. Brane

Roswell.....Walter G. Haut

### OHIO

Akron.....Vernon L. Woodrum

Cleveland.....J. William Van Horn

Columbus.....James E. Gilles

### OKLAHOMA

Oklahoma City.....William J. Newblock

Tulsa.....Gordon Tyler

### PENNSYLVANIA

Pittsburgh.....Robert R. Dodson, Arthur Goldberg,  
William E. Powell, Jr.

### TENNESSEE

Memphis.....Lewis C. Callow, C.L.U.

Nashville.....Kenneth W. Taylor, Sr.

### TEXAS

Abilene.....Behrens & Behrens

Amarillo.....The Cooley Agency

Corpus Christi.....Gordon G. Mandt

Dallas.....Dennis G. Colwell

El Paso.....Leo R. Schuster, Sr.

Fort Worth.....Raymond B. Atherton, Travis Smith,  
J. Harold Sharpe, Ira Leon Thomas

Houston.....Quentin N. Beutel, Hank Gould,  
I. D. Richardson, William Strauss, Jr.,  
John O. Wiggins

San Antonio.....S. J. Fisher, Jr., C.L.U.

Tyler.....Bud Price

Waco.....J. Haley Beers

Wichita Falls.....Bullington-Mason Company

### UTAH

Salt Lake City.....Charles L. Soelberg, C.L.U.

## MULTIPLE AGENCY DIRECTORS:

CASH D. BOND, JR., Detroit, Michigan

FRANCIS B. PERDUE, Ft. Worth, Texas

O. BOYD EWING, C.L.U., Houston, Texas

WILLIAM D. STAYTON, Pittsburgh, Pennsylvania

JOSEPH H. KRULL, C.L.U., St. Louis, Missouri

JOHN G. HERRMANN, San Francisco, California

JOHN FORD, Southern California, Los Angeles



Automotive, Petroleum and  
Allied Industries  
Employees Welfare Fund



Hardin-Simmons University



FOLLANSBEE STEEL CORPORATION

COOK PAINT & VARNISH COMPANY

BANK OF  
WASHINGTON TO  
LUCAS AT NINTH

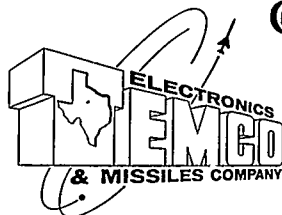


ST. LOUIS  
Member Federal Deposit Insurance Corporation



Commerce Trust Company

Philadelphia Gas Works



HILB & Co.

Anthony's  
C. R. ANTHONY CO.



HARDING-WILLIAMS CORPORATION

Pulitzer Publishing Company



GARDNER ADVERTISING COMPANY



Famous-Barr co.



W. F. Hall Printing Company

UNION ELECTRIC COMPANY

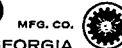
Retail Bakers' Insurance Trust Fund

SCOTT, FORESMAN  
AND COMPANY

DAN RIVER  
First in American Fabrics



CARWOOD



WINDER, GEORGIA



California State Automobile Association



GALLERY CHEMICAL COMPANY

MCDONNELL Aircraft Corporation

# A CROSS SECTION OF GENERAL AMERICAN LIFE GROUP POLICYHOLDERS

The business and industries, large and small, who have found that they're in good company when they group-insure with General American Life, together represent a working force of some 1,113,488 employees who, all-told, hold more than 2,137,138 group insurance certificates.





ENCLOSURE

12-31-95-75



7/16  
April 19, 1961

REC-84

100-80295-75

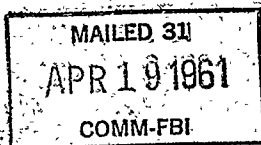
EX-112  
Rear Admiral Sidney W. Souers, USN(Retired)  
Chairman  
General American Life Insurance Company  
1501 Locust Street  
St. Louis 66, Missouri

Dear Sidney:

The 1960 Annual Report of "General American Life" which you sent to me was received on April 14, 1961. Please accept my thanks for your thoughtfulness in providing me a copy which I enjoyed reading.

Sincerely,

EDCAR



LM

D

gnt

REC'D-READING ROOM  
FBI

APR 19 2 26 PM '61

NOTE: Souers is on the Special Correspondents' List on a first name basis. He is a U. S. Navy Retired Rear Admiral. We have received the annual copy of "General American Life" since 1954 and have acknowledged receipt of same except for 1957. Nothing derogatory appears in Bufiles regarding "General American Life."

Tolson \_\_\_\_\_  
Parsons \_\_\_\_\_  
Mohr \_\_\_\_\_  
Belmont \_\_\_\_\_  
Callahan \_\_\_\_\_  
Conrad \_\_\_\_\_  
DeLoach \_\_\_\_\_  
Evans \_\_\_\_\_  
Malone \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tavel \_\_\_\_\_  
Trotter \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Holloman \_\_\_\_\_  
Gandy \_\_\_\_\_

JRS:sh (3)

UNCL

gum

thru


50 MAY 1 1961

MAIL ROOM ☐ TELETYPE UNIT ☐



SIDNEY W. SOUERS

CHAIRMAN  
GENERAL AMERICAN LIFE INSURANCE COMPANY  
SAINT LOUIS

  
GENERAL AMERICAN LIFE INSURANCE COMPANY  
1501 LOCUST STREET  
SAINT LOUIS 66, MISSOURI

2 ENCLOSURE  
ENCLOSURE ATTACHED

EX-112

PEC-84

62-80295-75

20 APR 24 1961

*an*

*8/19/61*

*av*



65-6

OFFICE OF DIRECTOR  
FEDERAL BUREAU OF INVESTIGATION  
UNITED STATES DEPARTMENT OF JUSTICE

April 14, 1961

The attached 1960 Annual Report  
of the General American Life  
Insurance Company was sent to  
the Director from General American  
Life Insurance Company, Saint Louis,  
Mo.

Attachment  
hbb

*file*

Mr. Tolson \_\_\_\_\_  
Mr. Parsons \_\_\_\_\_  
Mr. Mohr \_\_\_\_\_  
Mr. Belmont \_\_\_\_\_  
Mr. Callahan \_\_\_\_\_  
Mr. Conrad \_\_\_\_\_  
Mr. DeLoach *DeLoach* ✓  
Mr. Evans \_\_\_\_\_  
Mr. Malone \_\_\_\_\_  
Mr. Rosen \_\_\_\_\_  
Mr. Tavel \_\_\_\_\_  
Mr. Trotter \_\_\_\_\_  
Mr. Jones \_\_\_\_\_  
Mr. W.C. Sullivan \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Mr. Ingram \_\_\_\_\_  
Miss Holmes \_\_\_\_\_  
Miss Gandy \_\_\_\_\_

*W.C. Sullivan*

*encl  
ack 4-19-61  
JRS*



GENERAL AMERICAN LIFE INSURANCE COMPANY

SAINT LOUIS

OFFICE OF  
THE  
CHAIRMAN

May 12, 1961

|                   |   |
|-------------------|---|
| Mr. Tolson        | ✓ |
| Mr. Parsons       |   |
| Mr. Mohr          |   |
| Mr. Belmont       |   |
| Mr. Callahan      |   |
| Mr. Conrad        | ✓ |
| Mr. DeLoach       |   |
| Mr. Evans         |   |
| Mr. Malone        |   |
| Mr. Rosen         |   |
| Mr. Tavel         |   |
| Mr. Trotter       |   |
| Mr. W.C. Sullivan |   |
| Tele. Room        |   |
| Mr. Ingram        |   |
| Miss Gandy        |   |

*Handwritten initials and marks are present over the routing slip.*

The Honorable J. Edgar Hoover  
Director  
Federal Bureau of Investigation  
Washington, D. C.

Dear Edgar:

Your kindness in giving me your splendid photograph with your personal inscription is very much appreciated. I am very proud to have this because of my great respect for you, and for the fine service you have rendered to our country for more than forty years. I believe this establishes a record of distinguished service in Government.

I am grateful to have had the opportunity to be associated with you and value our friendship most highly.

With warm personal regards and every good wish,

Sincerely,

*Handwritten signature of Sidney W. Souers*

Sidney W. Souers

SWS:dal

*Handwritten: SOUERS, SIDNEY*

EX-114

REC-47

62-80295-76

12 MAY 17 1961

50 MAY 19 1961

*Reply - No Ack. Nec  
SWS*

*Handwritten: 28*

*Handwritten initials*



January 10, 1962

JAN 10 3 50 PM '62  
REC'D-READING ROOM  
FBI

REC-113 62-80245-77  
Rear Admiral Sidney W. Souers, U.S.N., Retired  
Apartment 1402  
625 South Skinker  
St. Louis 5, Missouri

Dear Sidney:

It was most considerate of you to write  
as you did in your letter of January 5th.

I am encouraged by this expression of  
your support, and I hope our future endeavors will con-  
tinue to merit your approval. May the New Year bring  
you every possible measure of good health and happiness.

Sincerely,

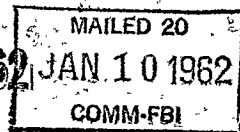
Edgar

NOTE: Correspondent is on the Special Correspondents' List on a first-  
name basis. Our mailing list contains both correspondent's home and  
business address, and this letter is being directed to his home in view  
of the personal nature of the correspondence even though incoming is  
written on his company's letterhead.

JH:cal

(3)

Tolson \_\_\_\_\_  
Belmont \_\_\_\_\_  
Mohr \_\_\_\_\_  
Callahan \_\_\_\_\_  
Conrad \_\_\_\_\_  
DeLoach \_\_\_\_\_  
Evans \_\_\_\_\_  
Malone \_\_\_\_\_  
Rosen \_\_\_\_\_  
Sullivan \_\_\_\_\_  
Tavel \_\_\_\_\_  
Trotter \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Ingram \_\_\_\_\_  
Gandy \_\_\_\_\_



MAIL ROOM ☐

TELETYPE UNIT ☐



# GENERAL AMERICAN LIFE INSURANCE COMPANY

SAINT LOUIS

OFFICE OF  
THE  
CHAIRMAN

January 5, 1962

|              |   |
|--------------|---|
| Mr. Tolson   | ✓ |
| Mr. Belmont  | ✓ |
| Mr. Mohr     | ✓ |
| Mr. Callahan | ✓ |
| Mr. Conrad   | ✓ |
| Mr. DeLoach  | ✓ |
| Mr. Evans    | ✓ |
| Mr. Malone   | ✓ |
| Mr. Rosen    | ✓ |
| Mr. Sullivan | ✓ |
| Mr. Tavel    | ✓ |
| Mr. Trotter  | ✓ |
| Tele. Room   | ✓ |
| Mr. Ingram   | ✓ |
| Miss Gandy   | ✓ |

The Honorable J. Edgar Hoover  
Director  
Federal Bureau of Investigation  
United States Department of Justice  
Washington 25, D. C.

Dear Edgar:

Each of your releases is very interesting and appreciated. Your statement for release December 28 was of particular interest. I know you do a fine job always, but to see the record spelled out is very impressive indeed.

I wish for you the best of health for 1962 and for many, many more years to come. We have great need of your patriotic services.

With warm personal regards,

Sincerely,

*Sidney*  
Sidney W. Souers

SWS:dal

REC-113

62-80295-77

8 JAN 12 1962

*fel*  
*ack 1-10-62*  
*JH/pen*

*8/8/62*



REC-45

62-80295-78

October 24, 1962

Rear Admiral Sidney W. Souers, U. S. N., Retired  
Chairman  
General American Life Insurance Company  
1501 Locust Street  
St. Louis 66, Missouri

Dear Sidney:

It was with great pleasure that I received  
your letter of October 22nd.

Thank you for your concern with the recent  
scurrilous attacks by the individual you so accurately  
termed as some "neophyte." Your support is keenly  
appreciated, and in this connection I am enclosing a tel-  
egram by the Assistant Attorney General, Criminal Divi-  
sion, which is self-explanatory and which rather thoroughly  
explains Levine's belligerent attacks upon me.

Sincerely,

Edgar

Enclosure

NOTE: Correspondent is on the Special Correspondents' List.

JET:jpp

(3)

Tolson

Belmont

Mohr

Casper

Callahan

Conrad

DeLoach

Evans

Gale

Rosen

Sullivan

Tavel

Trotter

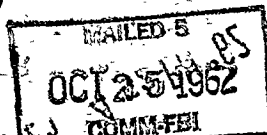
Tele. Room

Holmes

Gandy

MAIL ROOM

TELETYPE UNIT



RECEIVED DIRECTOR

XEROX  
NOV 13 1962



# GENERAL AMERICAN LIFE INSURANCE COMPANY

SAINT LOUIS

OFFICE OF  
THE  
CHAIRMAN

October 22, 1962

|              |   |
|--------------|---|
| Mr. Tolson   | ✓ |
| Mr. Belmont  |   |
| Mr. Mohr     |   |
| Mr. Casper   |   |
| Mr. Callahan |   |
| Mr. Conrad   |   |
| Mr. DeLoach  |   |
| Mr. Evans    |   |
| Mr. Gale     |   |
| Mr. Rosen    |   |
| Mr. Sullivan |   |
| Mr. Tavel    |   |
| Mr. Trotter  |   |
| Tele. Room   |   |
| Miss Holmes  |   |
| Miss Gandy   |   |

The Honorable J. Edgar Hoover  
Director  
Federal Bureau of Investigation  
United States Department of Justice  
Washington 25, D. C.

Dear Edgar:

Your Annual Report for the fiscal year ending  
June 30, 1962, reveals a year of great accomplish-  
ment.

Recently, I read in the local paper a front page  
story outlining the charges of some neophyte who  
had been through your training school indicating  
that your administration is too strict on the poor  
boys. Evidently, he does not know that an institu-  
tion such as yours must have discipline as tight  
as, if not tighter than prevails in the military  
establishment.

Having dealt with many of the men in your organiza-  
tion, both in the field and in the home office, I  
have found no disloyal ones and all of them seem to  
take great pride in the F.B.I. and its Director. The  
fact that the organization is under strict control  
seems to have impressed them most favorably, and it  
has always impressed me that way.

With warm personal regards and best wishes,

Sincerely,

REC-45

Sidney W. Souers

4 NOV 2 1962

SWS:das

Ask: 11-2K-62  
JET: joo

XEROX  
NOV 12 1962

EXP. PROC. OCT 24 1962

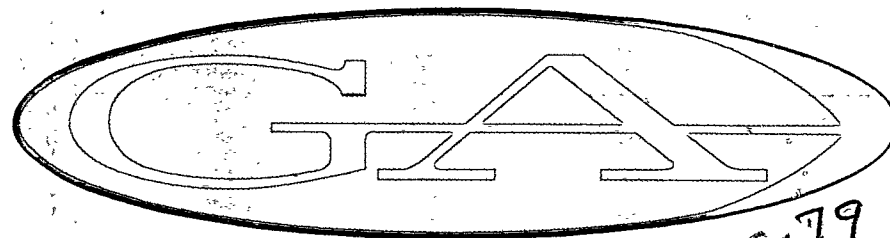
11/2  
34



*Annual Report*

GENERAL AMERICAN LIFE  
INSURANCE COMPANY

1962



62-80295-79



*When income stops, financial security is threatened—perhaps even obliterated.*

*A man dies, and income to his family dies with him. Or he lives to retire, and income may be reduced to a bare minimum. Or . . . a man may be seriously disabled for a long time. He has the double problem of mounting medical bills, and no income to pay either them or his on-going living expenses.*

*General American Life exists to provide people with protection against loss of income, whatever the cause. But it is not enough for a life insurance company to simply offer protection. The protection should be tailored to a family's financial needs and budget. This tailoring can properly be done only by an agent, carefully selected and trained—and sincerely dedicated to the responsibility of helping assure financial security, no matter what happens.*

*General American has many such agents. Some of them are shown on the next page. These pictures were taken at meetings held by the company to explain new individual life insurance products to agents, so that the agents could explain them to their clients.*



BASIC ANNUAL PREMIUMS PER \$1,000 OR PER UNIT—POLICY CONSTANT \$7.00

SUBSTANTIAL  
EXTRA PREMIUMYOUNG  
EXECUTIVE

5 UNITS TO

15 OR  
MORE UNITS

DOUBLE

1 UNIT: \$2,000 TO AGE 70, \$1,000 THEREAFTER

5 UNITS TO  
100,000 UNITS15 OR  
MORE UNITS

FEMALE

1-3 YEARS, \$6,000 INSURANCE

LIFE  
WITH WP  
WITH AI  
WITH WPAI

4-6 YEARS, \$5,000 INSURANCE

LIFE  
WITH WP  
WITH AI  
WITH WPAI

7-9 YEARS, \$4,000 INSURANCE

LIFE  
WITH WP  
WITH AI  
WITH WPAI

10-12 YEARS, \$3,000 INSURANCE

LIFE  
WITH WP  
WITH AI  
WITH WPAI

13-15 YEARS, \$2,000 INSURANCE

LIFE  
WITH WP  
WITH AI  
WITH WPAI

THEREAFTER, \$1,000 INSURANCE PER UNIT

LIFE  
WITH WP  
WITH AI  
WITH WPAI22-98  
26-17 22-35  
23-56

17-98

CASH  
VALUE0  
6  
19  
32  
4660  
74  
88  
103  
118134  
149  
165  
181  
198214  
231  
248  
266  
283518  
552  
600With Accumulated Dividends:  
Paid up at age 55  
Matures at age 65

Age and Term, Div.

| AGE | MALE | FEMALE |
|-----|------|--------|
| 60  | 4.56 | 4.00   |
| 62  | 5.21 | 4.59   |
| 65  | 6.33 | 5.59   |

|       |       |    |       |       |
|-------|-------|----|-------|-------|
| 20.25 | 20.62 | 32 | 23.39 | 23.68 |
| 20.51 | 20.88 | 33 | 23.81 | 24.09 |
| 20.77 | 21.13 | 34 | 24.27 | 24.54 |
| 21.03 | 21.38 | 35 | 24.75 | 25.02 |
| 21.33 | 21.67 | 36 | 25.26 | 25.53 |
| 21.63 | 21.96 |    |       |       |

Each unit provides \$2,000 of term insurance on wife to her age 60 and \$1,000 of term insurance on each child to child's age 23 but not beyond wife's age 60.  
See page F-12 for guaranteed values.

E  
POLICY GI

FEMALE

35.28  
35.86  
36.21  
36.79

NS

TERM  
DIV..00  
.00  
.00  
.00  
.00.00  
.00  
.00  
.00  
10.0011.60  
13.20  
14.80  
16.40  
18.0019.60  
21.20  
22.80  
24.40  
26.0026.00  
26.00  
26.00  
26.00  
26.00Income from  
Acc. Div.  
Div.FEMALE  
6.52  
9.57  
11.15  
13.93  
19.91

FEMALE

9.50  
10.14  
10.43  
11.07

NS



A man who can be both technician and counselor. A man who keeps up with new developments. A man who understands human problems and handles them professionally. A man who is willing to work evenings in other people's living rooms instead of spending them with his own family.

These are qualities General American Life seeks in its agents—for these are qualities a policyholder values in his life insurance man. A policyholder in Houston, Texas is one of hundreds of thousands of policyholders who found these qualities in the General American Life agent he selected. Here is the way this policyholder expressed it...



YOUR SUCCESS IS OUR BUSINESS!

BUSINESS MOTIVATION, INC.  
DISTRIBUTORS FOR SUCCESS MOTIVATION INST., INC.  
303 AUSTIN  
HOUSTON 7, TEXAS  
CAPITOL 7-4742

December 8, 1962

Mr. Ray E. Rabe, Special Agent  
General American Life Insurance Co.  
2903 Richmond Ave.  
Houston 6, Texas

Dear Mr. Rabe:

I want to thank you for the outstanding analysis you performed of my existing coverage, pointing out to me those areas that required additional consideration and the necessity of planning adequate protection for my wife and family in the event I don't live to the ripe old age to which I reasonably expect! It was quite apparent that you

cessity of planning adequate protection for my wife and family in the event I don't live to the ripe old age to which I reasonably expect! It was quite apparent that you had given considerable thought and study to my particular requirements and I am deeply appreciative of your time and effort expended in my behalf.

Many thanks again for providing me with a little more "peace of mind". You are to be complimented for the manner in which you represent a fine profession.

Many thanks again for providing me with a little more "peace of mind". You are to be complimented for the manner in which you represent a fine profession.

*Purdy E. Cole*  
Purdy E. Cole

\*A DIVISION OF HOUSTON BUSINESS SYSTEMS, INC.



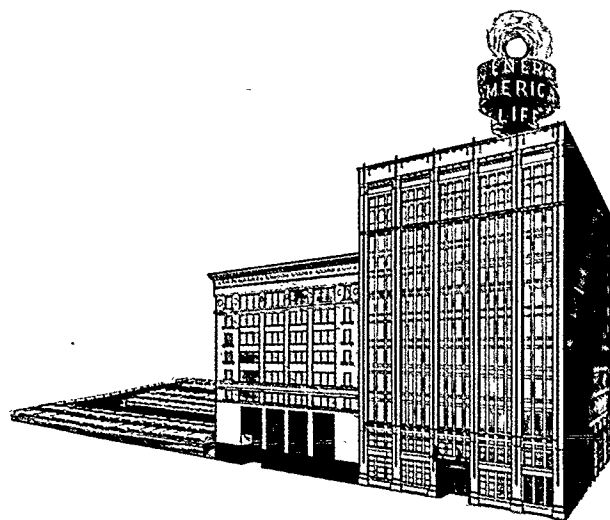
## STANDING AS OF DECEMBER 31, 1962

|                         | 1962            | 1961            |
|-------------------------|-----------------|-----------------|
| Insurance in Force..... | \$3,443,485,505 | \$3,336,406,654 |
| Total Assets.....       | 311,805,808     | 295,746,820     |
| Surplus.....            | 22,617,356      | 20,289,251      |

## HIGHLIGHTS OF THE YEAR

|   |               |                |
|---|---------------|----------------|
| Individual Life Sales.....  | \$158,071,600 | \$138,633,200* |
| Individual Health Insurance<br>Sales (Paid first year<br>premiums).....                   | 465,809       | 381,900        |
| Group Insurance Sales<br>(Annualized premiums).. <td>4,131,253</td> <td>3,741,234</td>    | 4,131,253     | 3,741,234      |
| Operating Income From<br>All Sources .....  | 102,295,738   | 98,138,326     |
| Operating Expenses.....   | 15,812,583    | 14,613,200     |
| Policyholders Benefits,<br>Dividends and Amounts<br>set aside for future<br>benefits..... | 81,185,887    | 77,804,163     |

\*Excludes term and group conversions.







## *To Our*

Webster defines a milestone as a significant point in any course. Last year was a year of milestones for General American Life, for it was marked by many significant points in the course of our progress.

In April General American Life passed the \$300 million mark in assets. With all the hundreds of thousands of manufacturing corporations in the United States, there are probably only a couple of hundred which have assets of \$300 million. Out of all the life insurance companies there are fewer than 50 that do.

The year 1962 saw General American Life reach—and pass—the milestone of four and a half per cent return on investments. The return last year of 4.61 per cent before taxes was the highest in the Company's history. Additions to surplus—a fund which provides extra safety against unforeseen losses—totaled \$2,328,105 last year to bring total surplus to \$22,617,356.

For the first time in 1962, our gross income from premium payments,




# Policyholders:

investments and other sources went over the \$100 million mark. In the United States, there are fewer than 400 industrial corporations which take in as much as \$100 million per year.

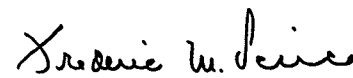
In August, 1962 we passed another significant milestone. For the first time, our individual life insurance contracts in force added up to more than a billion dollars of protection. This, added to our group life insurance account gave us a year-end figure of \$3,443,000,000.

Perhaps the most important milestone of the year lies in the development of new products to meet new needs for insurance protection. In the third quarter of 1962, we extended practically our entire broad line of group insurance to groups with as few as ten employees. The minimum had previously been 25. At the end of 1962 the Company introduced a completely new line of individual life insurance, incorporating the most sweeping changes in the Company's history. The new individual life insurance line was followed immediately by a completely new pension line.

*The year 1962 was in several important respects the best year yet for General American Life. Our new products and the agents who will tailor them to the financial needs of policyholders provide good reason to believe that 1963 will be even better than 1962...that the best is indeed yet to come.*



Sidney W. Souers, Chairman



Frederic M. Peirce, President



## 1962 - Best Year Yet In Individual Life Insurance Sales

### ...AND THE YEAR OF PREPARATION FOR THE GREATEST NEW

In 1962 General American Life agents placed \$158,071,600 in new life insurance in force for their clients. This represented a nine per cent increase over the comparable figure of 1961 and a 30.9 per cent increase over 1960. The estimated increase for the industry from 1961 to 1962 is 2 per cent. It was another 2 per cent from 1960 to 1961—for a total of 4.4 per cent.

General American Life operates coast to coast in 40 states. At year end, 1962, it had 138 sales offices, some in small and medium sized communities, but most in key large metropolitan areas. New agencies formed in 1962 totaled 36.

The greatest new line of individual life insurance in General American Life's history became effective January 1, 1963. It had been in the making for two years, with work concentrated heavily in 1962. It incorporates the most sweeping changes ever made by the Company at one time—innovations to make available to policyholders modern coverages to meet today's—and tomorrow's needs for financial security.

General American's new individual life insurance line is based on the new Commissioners Standard Ordinary Mortality Table. Changing to a new mortality table requires revision of all premiums, dividends and policy values—a herculean job in itself. This revision involved more than 1,300,000 calculations for General American Life.

But General American Life was not satisfied to simply re-calculate existing coverages. And so its new line of individual life insurance is characterized by new policies and features, plus significant underwriting liberalizations.

Attractive though General American's new policies and features are, it will rarely be in the interest of a present policyholder to trade in a life insurance policy he already has for one based on the new line. Present policyholders receive the advantage of lower cost factors through dividends. In addition, permanent life insurance builds up cash values over the years and policyholders receive the benefit of interest compounding on those values.

General American Life's new line of individual life insurance made headlines in the metropolitan press on the December morning when it was first introduced to agents in meetings in St. Louis. It made news in the trade publications too.

6



## LINE IN GENERAL AMERICAN HISTORY

*Here are just a few of the highlights of the greatest new individual life insurance line in General American Life's history.*

**Lower premiums**—This results from the new mortality table which reflects the fact that people are living longer now. In general, lower premiums apply both to "standard" insurance and to insurance on which people pay extra premiums because of poor health or a hazardous occupation.

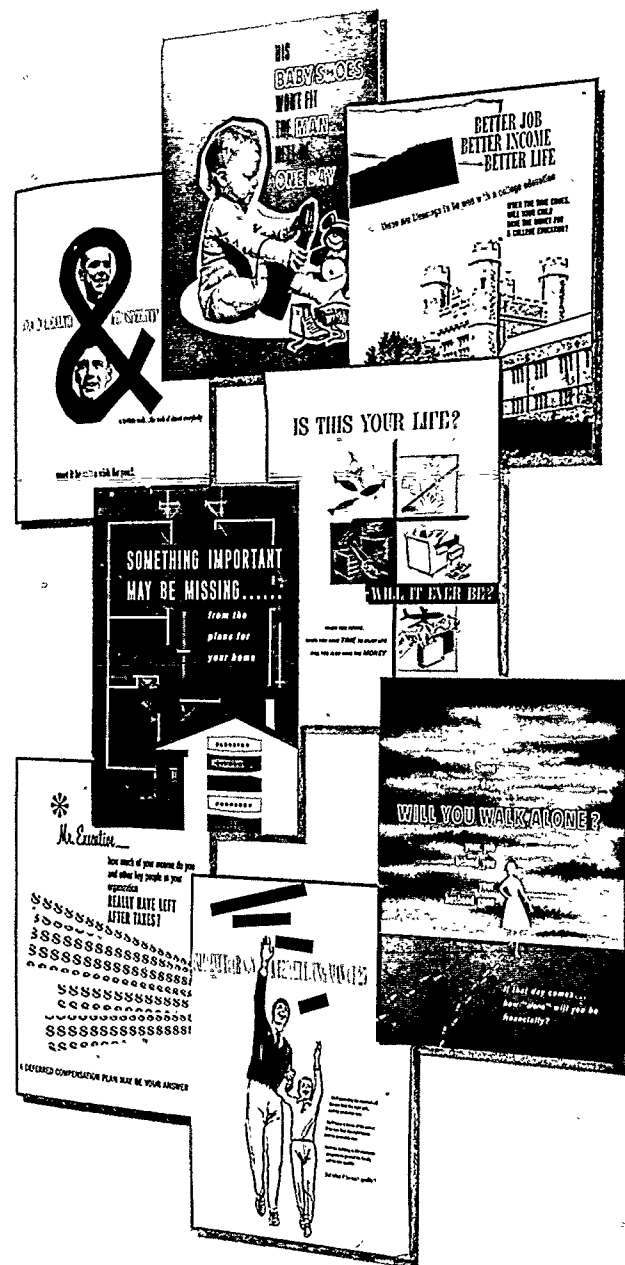
**Preferred Risk Underwriting for Men**—It has been common for life insurance companies to offer one special policy on which they would do "preferred risk underwriting"—offering a special discount on this policy for men in unusually good health. General American Life—with its new ordinary line—becomes one of the first companies to do preferred risk underwriting on *all* types of policies of \$15,000 or more.

**Special Lower Rates for Women**—Women, on the average, live longer than men. General American recognizes this with a special set of lower rates for women on all policies.

**Young Executive's Policy**—This new plan is ideally suited for the man whose need for life insurance is great and whose ability to pay for it can be expected to improve over the years. The initial premium is less than half that for permanent ordinary life insurance. The reason is . . . part of the protection is term insurance, but this term insurance can be converted over the years without medical examination.

**Double Protection to Age 70**—This new policy is similar to basic, permanent ordinary life insurance except that protection up to age 70 is twice what it is after that age.

With its new line of individual life insurance, General American Life introduced some 76 new informative source materials, proposal folders and other materials designed to help agents explain new-line products to their clients.





**Mortgage Protection**—This new coverage is designed to pay off the mortgage if the breadwinner does not live to do it personally. Protection decreases precisely in the pattern of a 6 per cent mortgage.

**Family Plan**—This is another coverage new at General American Life. It provides, in one low-cost package, insurance on a man, his wife, all his children and any children he may have in the future.

**Improved Guaranteed Insurability**—Guaranteed Insurability is the provision which guarantees a child or young adult the right to buy additional "standard" life insurance at specified times in the future, regardless of health or occupation. The specified times, called "option dates," are normally three years apart—from age 25 to 40. However, now an option date can be "moved up" when a man gets married or has a new addition to his family.

Automatically and without additional charge, General American Life is including with almost all new-line policies a Policy Growth Fund Agreement—a feature which adds a new dimension of flexibility to life insurance. Under this agreement, the policyholder can make additional payments to General American Life over and above his regular premium payments. These payments need not be regular like premiums, nor need they be for a set amount.

If a policyholder takes advantage of his Growth Fund privileges and *does* pay in extra money, he can use that money later in any of a number of ways. He might use it, for instance, to buy additional life insurance, guaranteed to him at standard rates under a guaranteed insurability option. He might finance the conversion of term insurance. He might pay up or mature his policy early. Or he could place the money under the same settlement options as those specified

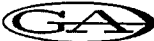
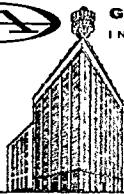
Changes in General American Life's individual life insurance policies extend even to the appearance of those policies. Legal-size, gold bordered policy forms were replaced January 1, 1963 with trim, 8½ by 11 forms with a clean-cut modern design. Policy language was substantially shortened and simplified.

in his policy and derive income from both his Growth Fund and his life insurance values.

Policy Growth Fund money, of course, earns interest and it can be easily withdrawn by the policyholder. In five states—Texas, California, Illinois, Indiana and Ohio—the Company provides a Growth *Plan* which gives the policyholder most of the same privileges as the Growth *Fund*, except that the money cannot be held at General American Life.

These have been only the highlights of General American's new individual life insurance line. There are many other innovations—new increasing and level term insurance features, improvements in annuities, a first year dividend on most policies when the second year premium is paid, the provision that the Company will refund any premiums paid beyond the date of death. And, of course, the new line includes basic types of life insurance which, for years, have been General American Life "best sellers."

So numerous are the new policies and features—so comprehensive is the Company's new line—that a policyholder might well ask himself "What's best for me? How can I decide?" The questions are too important to a policyholder for him to answer alone. He should have the guidance and suggestions of a General American agent. He can have that guidance—those suggestions—simply by calling his nearest General American representative.

|   |  |  |  |
|---|--|--|--|
|  |  | <b>GENERAL AMERICAN LIFE</b><br>INSURANCE COMPANY • ST. LOUIS<br><small>A Mutual, Legal Reserve Life Insurance Company</small> |  |
|  |  | Insured      Charles Miller  |  |
|   |  | Face Amount \$ 15,000  |  |
|   |  | Date of Issue      February 15, 1963   |  |
|   |  | Policy Number      1,001,000   |  |



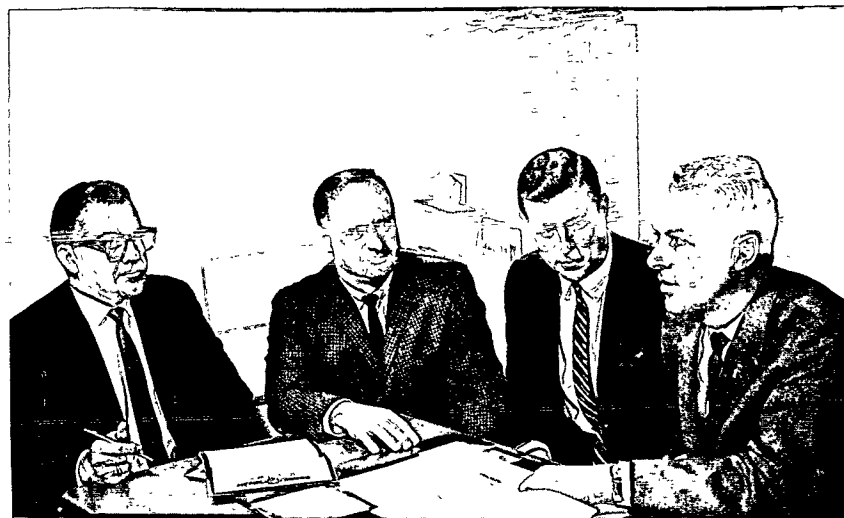
There was once a time when employers who wanted to set up a pension plan for employees did so by buying certain types of individual life insurance with high premiums that would produce the values necessary for the desired amount of retirement income. Under the General American arrangement, the employer buys ordinary or low cost permanent life insurance. Then—since values will not be sufficient to provide suitable pensions—he makes additional payments into an auxiliary fund. When business is good and he can afford to, he can make substantial payments into the auxiliary fund. In other years, he may make much smaller payments—or even none at all.

In 1962, General American's pension business in force rose 27.65 per cent over 1961. The types of enterprises covered by General American Life pension plans range from a drugstore with three employees, to a college, to a saw mill.

At year-end, 1962, the amount of individual life insurance involved in pension coverage ranged from \$11,650 to \$2,166,941. This coverage will produce monthly income for employees ranging from \$20 to \$1400.

Immediately after introducing its new line of individual life insurance, General American introduced a new and improved pension line, also based on the new mortality table. Included in the new pension line are two new policies. One of these policies—an Interim Term Insurance policy—can provide life insurance benefits for employees during the period before they are eligible for participation in a pension plan. The other—a Deferred Premium Annuity—substantially reduces the impact of the high cost of providing retirement benefits for participants who will retire within ten years from the time they enter a pension plan.

## 1962 - RECORD YEAR FOR PENSION BUSINESS



Here are representatives of General American Life and executives of Elgee Electric Company of Columbus, Ohio, working together to complete details of the pension plan which Elgee adopted for its employees in 1962. From left are General American District Manager Glenn Erskine, Elgee President Sam Lubin, General American Agent Sanford Stern and Elgee Vice President Jerome Gross.

Elgee Electric is one of the leading wholesale electrical supply firms in Ohio. Its General American pension plan is coordinated with Social Security and is paid for entirely by the Company.



1962 -  
THE YEAR OF  
"PROGRAMMED"  
HEALTH INSURANCE...  
AND HEALTH INSURANCE  
FOR BUSINESS PURPOSES

It was in 1961 that General American Life completely revamped its line of individual health insurance and introduced two new policies that last year accounted for about half a million dollars in new health insurance premiums. One of these policies is a hospital-surgical plan for individuals and families. It is guaranteed renewable for life which means that the Company cannot cancel the policy, no matter how many claims there might be—no matter what the amount paid out in benefits. Premiums for this policy can be changed only for whole classes of policyholders.

The other new health insurance product is a disability income policy—a policy to help replace income lost during serious and long-lasting disability. This policy, too, has built-in long-term safeguards for the policyholder. It is non-cancellable by the Company for the working lifetime of most people—to age 65. The premium for this policy is guaranteed and cannot be changed by the Company.

Most people have *some* health insurance, but few have enough. General American's health insurance plans are especially designed so that they can be tailored around existing coverage. This tailoring is called "programming" and is a new and unusual concept. Much of the Company's effort in the health insurance field in 1962 was designed to make agents more proficient in handling this programming for clients.

In 1961 and early 1962, most disability income policies were purchased by individual policyholders for personal insurance reasons. But by the end of 1962, more and more disability income policies were being purchased for business reasons.

For example—a variety store chain in Honolulu, Hawaii bought General American disability income policies on each of its officers and store managers. If one of them becomes seriously disabled, General American will pay income to the man as provided in his policy. The variety store company will not have to stand the double strain of doing without the services of a key man and, at the same time, paying him income from corporate resources. Premiums being paid by the variety store chain are tax-deductible to the corporation.

As another example—three doctors who run a clinic near Memphis, Tennessee have long had an agreement that if one of them should be disabled, he would still take his full one-third share of income from the partnership. If one should be disabled, the other two would



have to carry the full load of operating the clinic. Income to the clinic would probably drop. Yet these two doctors could still take only one-third of the divisible money.

Each of the three doctors now owns a General American disability income policy which would pay benefits direct to him in case of disability, thereby substantially reducing the amount he would need to take from partnership funds to maintain a satisfactory income for himself. This would leave more money for the two doctors sharing the burden at the clinic.

In 1962, first-year health insurance premiums increased by 22% over 1961. Five years ago General American's individual health insurance premiums in force amounted to \$988,000. It is expected that by the end of 1963, they will have more than doubled. This is not alone because of attractive health insurance products . . . but also because of the effectiveness of General American Life agents in properly tailoring those products to meet the health insurance needs of their clients.

Here's how a General American Life agent might illustrate disability income insurance, "programmed" around existing coverage for a man named George R. Harrison. Mr. Harrison wants to assure that, in case of a serious disability, he would have income of \$400 a month for 24 months. He has a group insurance sick leave plan which would pay him \$300 a month, but only for six months. Because of the flexibility of General American's coverage, the agent can offer Mr. Harrison precisely what he needs—coverage which would pay \$100 a month for the first six months, supplementing sick leave pay—and then \$400 a month for the rest of the 24 months. Mr. Harrison's premium would be \$69.20 per year. If he had to buy a "straight" \$400 a month disability income policy—thus giving him duplicate coverage in the first six months that he really didn't need—his premium would have been \$128 per year.

### WHEN YOU ARE DISABLED

with a Sickness or Injury and can't work  
starting on the 15th day of your disability

### YOU WILL RECEIVE . . .

\$ 100 per month for the first 6 months  
—AND THEN—  
\$ 400 per month for the next 18 months

LIFETIME ACCIDENT EXTENSION ☐ Included  
☒ Not Included

This extends the benefit shown in Item 2 above so that the amount of \$\_\_\_\_\_ per month would be payable for as long as disability lasts, even for life, if disability is due to an injury.

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### IMMEDIATE SICKNESS LIABILITY

|   |  |
|---|--|
| <p>\$ <u>100</u> per month<br/>For— <u>6 months</u><br/>\$ <u>600</u></p> | <p>\$ <u>400</u> per month<br/>For— <u>18 months</u><br/>\$ <u>7,200</u></p> |
| \$ <u>600</u>   | \$ <u>7,200</u>  |
| TOTAL \$ <u>7,800</u>   |  |

General American  
Group Insurance

George R. Harrison  
DISABILITY INCOME PROGRAM

Scale:  
Up - \$25  
Across - 1 MO.

6 MOS

24 MOS



# 1962—THE YEAR GENERAL AMERICAN MADE POSSIBLE FOR SMALL

12

Small companies—just like large ones—need flexibility in choosing kinds and amounts of group insurance benefits, so that these benefits will precisely fit their own situation. It was with this conviction that General American Life last year extended practically its entire broad group insurance line to companies with as few as 10 employees.

Traditionally the minimum number of persons for "regular" group insurance has been 25. Smaller groups have generally been restricted to "package" plans, offering little flexibility in benefit design.

The extension of General American's group line to companies with 10 to 24 employees represents one of the most sweeping changes in the Company's long history of writing group coverage. General American is in the vanguard of companies to take steps to meet the need of small companies for group insurance flexibility.

General American Life made news with new products in the group insurance field as well as in individual life insurance. Extension of virtually all of the Company's "regular" group line to small companies rated coverage in the metropolitan press and in trade publications.

Extension of virtually its entire group line to small companies became possible for General American Life because of streamlining of administrative procedures. All coverages are included in one policy. New methods of home office handling make it possible to issue a group contract to a small company in just three or four days.





## COMPANIES THE FLEXIBILITY OF "REGULAR" GROUP INSURANCE

With its new group plan, General American Life has taken two important steps to provide medical coverage for "senior citizens." It has incorporated in both its basic hospital-surgical and its comprehensive major medical plans a provision which guarantees no modification of coverage because of age. Thus, if an employee reaches 65 and is still actively working, he has the same benefits as younger people.

In addition—General American's key medical coverages contain a built-in conversion provision for employees who terminate employment after reaching age 62.

General American Life was one of the pioneers in the group insurance business. A glance at the back cover of this brochure will show that the Company group-insures many large and important organizations throughout the country.

The Company's largest group case covers over 130,000 people. Its smallest now covers ten.

Largely because of the concentration on smaller firms last year, the Company sold many more group cases in 1962 than in 1961—64 per cent more. Since the cases were small, new group life insurance volume declined slightly. Nevertheless, new group business amounting to \$4,131,253 in annual premiums was up 11 per cent over 1961.



Employees of the Acme Bedding Company of St. Louis—a firm which manufactures Hide-A-Matic sofa sleepers, Town House living room furniture and Siesta mattresses—gathered in their display room to hear about their new General American group insurance plan. Ten officers, office personnel and foremen are covered. The plan includes group life insurance, accidental death and dismemberment (the double indemnity of the group insurance field) and major medical which would pay up to \$10,000 for serious disabilities.

Standing from left are agent Ira Fleischmann and Assistant District Group Manager Edward C. Eckhoff who tailored the group insurance plan to the needs of Acme employees and their families.



## LIFE AND HEALTH INSURANCE IN ACTION...BENEFIT PAYMENTS

Pieces of paper formally known as life and health insurance policies came to life last year for over two hundred thousand General American Life policyholders, as unexpected events brought a need for money . . . and a claim to General American brought benefit payments.

One benefit payment of \$30,000 is helping the family of a 26-year-old man who had had his life insurance policy less than a year. He was driving home on a San Francisco freeway one night when the car skidded out of control and plunged into a light standard. Other people in the car lived to tell the tale of screeching brakes and twisting metal. The young man didn't. He left a widow and a baby girl so small she will never remember her father's features although she will long benefit from his provision for her.

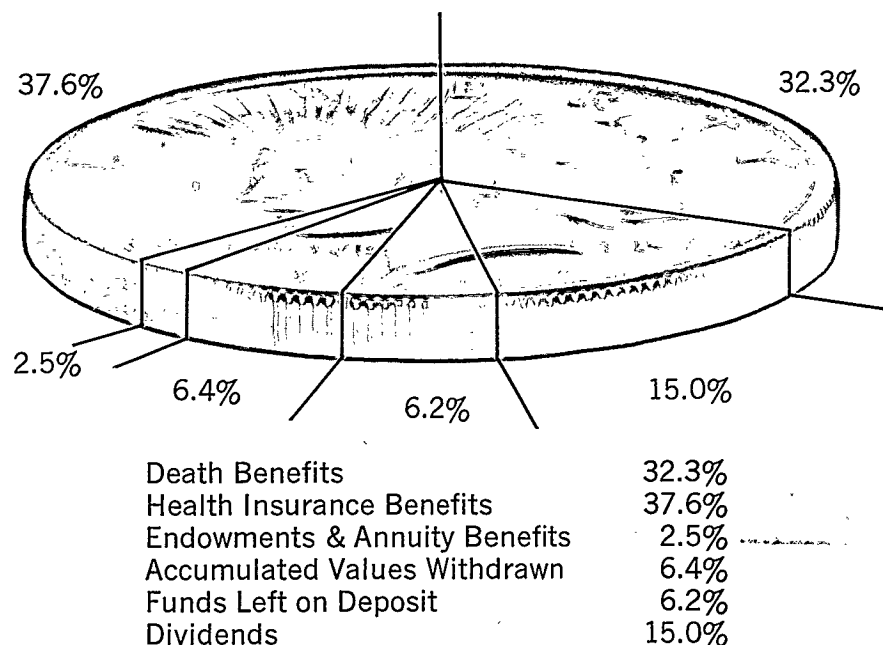
Another benefit payment—this one, from group health insurance—helped put a 58-year-old man in St. Louis, Missouri back on his feet financially after he got back on his feet from a liver ailment. He was in the hospital from January 11 until March 31, 1962, and it was early in May before he could return to work. His total expenses came to \$6685.40. General American paid \$5067.72 in benefits from group hospitalization and major medical coverage, plus an additional \$651.43 in disability income.

General American Life paid benefits last year even to people who didn't know they had benefits coming. In mid-1962 the Company began making dividend payments on some policies that had been issued years ago on a non-participating (no dividends) basis. Among the dividend notices was one for a policyholder in Tucson, Arizona.

The policyholder's widow was puzzled indeed and she called her local General American representative. Her husband had been dead for seven years, she explained. "I had no idea that my husband had

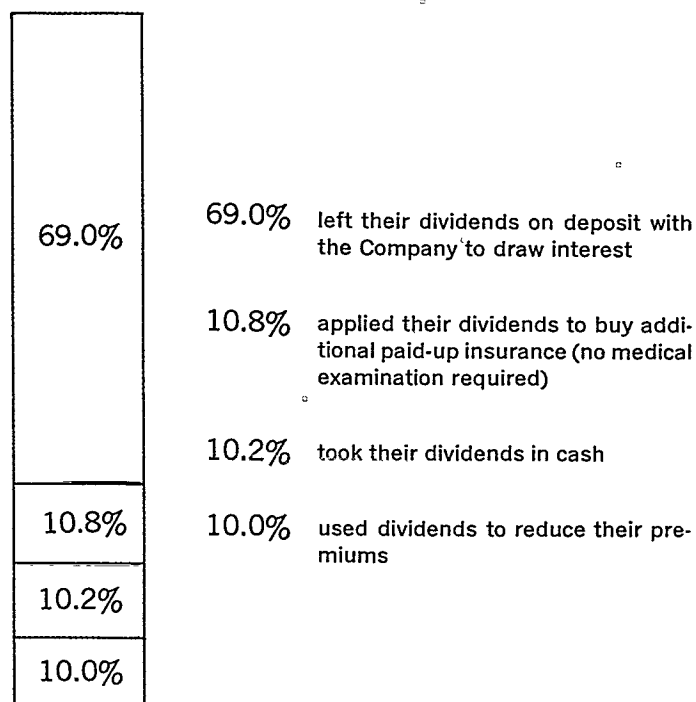
insurance in force with your company," she said, "and that's why I didn't contact you when he died. I do remember seeing two policies. But I threw them away. My attorney said they were worthless."

Home office records showed that the policies were anything *but* worthless. Both were in force on a paid-up basis. General American paid the benefits due—a total of \$6470.



In 1962, for the 14th consecutive year, General American paid more benefits to living policyholders than to beneficiaries of deceased policyholders.





### ***How General American Policyholders Use Dividends***

As a mutual life insurance company, General American returns to its policyholders in the form of dividends any premiums not needed for claims, expenses, or reserves for future claims. What do those policyholders do with their dividends? An overwhelming percentage of them leave them with the Company to enhance the value of their life insurance programs. The chart above shows the results of a 30-day study made in General American's home office.

## **PREMIUM PAYMENTS MADE EASY— A SERVICE TO POLICYHOLDERS**

Most people believe in life insurance. That is why eight out of ten American men own it. Still . . . General American recognizes that it is harder for people to part with money for life insurance than for something to see or touch or eat. The Company now has three special monthly payment programs to make life insurance payments as convenient as possible for policyholders. Under all three programs, the Company passes on savings in administrative expense, and premiums are lower than monthly premiums paid direct to the Company.

Most popular and widely used of the three programs is a Pre-Authorized Check system. Under this system, the policyholder signs one simple authorization card and thereby relieves himself entirely of writing checks for General American premiums. The Company draws a check on his bank account each month. The policyholder need only adjust his checking account balance.

Some policyholders—because of checking account arrangements—have not been able to take advantage of the Pre-Authorized Check system. Therefore General American has introduced a Post-Dated Check Plan which gives the policyholder the same savings in premiums as the Pre-Authorized Check system. Under the Post-Dated Check Plan, a policyholder writes twelve monthly premium checks all at one time, dating them a month apart. The Company takes responsibility for depositing the checks on appropriate dates.

A third means of convenient premium payments is available to policyholders whose employers have adopted a General American Budget Insurance Franchise. With Budget Insurance, a policyholder can arrange to have his premium payments deducted from his paycheck.



## THE IBM 7070—NOW A REALITY AT GENERAL AMERICAN

Machines will never replace people in life insurance home offices because policyholders are not just files or numbers—they are human beings, and many of the elements of policyholder service can be accomplished only on a person-to-person basis. Yet life insurance home offices necessarily perform vast routine operations. To the extent that those operations can be performed better and faster by machines . . . then to that extent, home office efficiency improves and operating costs are reduced.

General American Life took a major step forward in efficiency last year with installation of an IBM 7070-1401 electronic data processing system. IBM cards—so many that, if stacked together, they would tower almost as high as the Empire State Building—are on their way out at General American, as the Company converts records to magnetic tape on the 7070.

Records on an individual life insurance policy now consume on the average, 15 to 20 IBM cards in different departments on four floors of General American's 12-story home office building. On the IBM 7070, these records can be consolidated on two to three inches of tape. General American will run its individual insurance master tape through the machine each day, keeping records up to date, making changes and producing information requested by policyholders or, in their behalf, by agents. Once individual insurance policy records are transferred to the 7070, much more information on these policies will be available much more quickly than ever before.



So great is the speed of the IBM 7070 that General American's individual insurance records can eventually be run through these tape machines in 36 minutes. However before information can be "written onto" tape or "read" from it, the information must be "programmed." Technicians must tell the machine what to do.



## WHY AND HOW GENERAL AMERICAN INVESTS POLICYHOLDERS' MONEY

Life insurance companies have large sums of money to invest because premiums—in the early years of the policies—are more than is needed to cover the probability of death. The excess, together with interest, must be available later when the probability of death is greater. It is, therefore, the responsibility of a life insurance company to invest policyholders' money wisely and safely. It is the challenge of a *progressive* life insurance company to—without sacrificing safety—obtain the best possible return on policyholders' money.

A good return on invested policyholders' money benefits policyholders because it helps make for low insurance costs. General American Life obtained an unusually good return on investments in 1962. The net yield last year before federal income taxes was 4.61 per cent, as compared with 4.41 per cent for the preceding year. General American's 4.61 per cent for 1962 compares with an estimated 4.32 for the industry.

General American Life places more than half its investments in high-grade mortgage loans. According to the figures quoted in "Best's Life Insurance Reports" on 1961, General American's mortgage loan yield of 5.65 per cent was the highest of the 47 life insurance companies with over \$300,000,000 in assets. Mortgage loan yield on new investments made during 1962 was 6.35 per cent.

The year 1962 saw further development of a marked change in type of mortgage investment at General American... a change in emphasis from residential loans to loans for commercial, industrial and apartment properties. The Company made 418 loans in 1962, as compared with 520 in 1961 and 960 a few years before. But the

average loan was considerably larger. Loans amounting to \$23,625,978 were closed in 1962, for an average new loan amount of \$56,500. This is more than double the average loan of a few years ago.

Investments at General American Life include, in addition to mortgage loans, tax-exempt securities, corporate stocks and bonds and government bonds. In 1962 the Company committed \$39,034,956 to such new investments and obtained an average gross yield on these investments of 5.77 per cent.



The St. Louis Diecasting Corporation, a firm which makes and distributes decorative and functional zinc and aluminum die castings to the appliance industry, financed a building in St. Louis through General American Life. Due to continual growth, the firm found it necessary to expand. They selected Keokuk, Iowa as the site of another plant. The firm again sought financing from General American Life—and again the Company loaned money... a sound investment which will safeguard policyholders' money and, at the same time, contribute to the expansion of an up-and-coming midwestern business.



# THE FINANCIAL STORY FOR 1962



General American Life is a mutual company, owned by its policyholders. The policyholders elect the members of the board of directors who, in turn, elect the officers who operate the Company. Policyholders are entitled to vote on the directors, either in person or by proxy, at the Company's annual meeting. The annual meeting is at 9:00 a.m. on the fourth Tuesday of each January in the home office of the Company, 1501 Locust Street, St. Louis. The next annual meeting will be on Tuesday, January 28, 1964.

## SUMMARY OF EARNINGS AND SURPLUS INCOME

|                        | 1962          | 1961          | 1957          | 1952          |
|------------------------|---------------|---------------|---------------|---------------|
| Premiums.....          | \$ 87,477,464 | \$ 84,303,286 | \$ 65,581,958 | \$ 35,272,269 |
| Investment Income..... | 14,806,690    | 13,819,542    | 9,871,529     | 7,426,699     |
| Miscellaneous.....     | 11,584        | 15,498        | 39,104        | 9,595         |
| TOTAL.....             | \$102,295,738 | \$ 98,138,326 | \$ 75,492,591 | \$ 42,708,563 |

## DEDUCTIONS

|  |               |               |               |               |
|--|---------------|---------------|---------------|---------------|
| Policyholders Benefits, Dividends, and<br>Amounts set aside for future benefits..... | \$ 81,185,887 | \$ 77,804,163 | \$ 61,272,367 | \$ 32,928,112 |
| Operating Expenses.....  | 15,812,583    | 14,613,200    | 11,073,973    | 6,598,419     |
| TOTAL.....   | \$ 96,998,470 | \$ 92,417,363 | \$ 72,346,340 | \$ 39,526,531 |
| OPERATING GAIN (Before Federal Income Tax)..<  | \$ 5,297,268  | \$ 5,720,963  | \$ 3,146,251  | \$ 3,182,032  |
| Provision for Federal Income Tax.....  | \$ 2,000,000  | \$ 1,400,000  | \$ 634,043    | \$ 423,158    |
| NET GAIN FROM OPERATIONS.....  | \$ 3,297,268  | \$ 4,320,963  | \$ 2,512,208  | \$ 2,758,874  |
| SURPLUS ACCOUNT ADJUSTMENT.....  | 969,163       | -1,503,063    | 1,791,098     | 1,418,697     |
| INCREASE IN SURPLUS.....   | \$ 2,328,105  | \$ 5,824,026  | \$ 721,110    | \$ 1,340,177  |
| Surplus December 31, Previous Year.....  | 20,289,251    | 14,465,225    | 10,550,191    | 5,366,866     |
| SURPLUS END OF YEAR.....   | \$ 22,617,356 | \$ 20,289,251 | \$ 11,271,301 | \$ 6,707,043  |



# GENERAL AMERICAN LIFE INSURANCE COMPANY

## Statement of Financial Condition

### ASSETS

|   | DECEMBER 31, 1962 |        | DECEMBER 31, 1961 |        |
|---|-------------------|--------|-------------------|--------|
| Cash on Hand and in Banks.....  | \$ 3,946,939.74   | 1.3%   | \$ 4,526,923.75   | 1.5%   |
| Government Direct and Guaranteed Obligations:   |                   |        |                   |        |
| U. S. Government Bonds.....   | \$ 6,741,298.19   | 2.2%   | \$ 6,550,288.36   | 2.2%   |
| Canadian Government Bonds....   | 251,240.47        | .1%    | -0-               | .0%    |
| Guaranteed Mortgage Loans....   | 33,839,393.23     | 10.8%  | 38,160,472.74     | 12.9%  |
| Total.....  | \$ 40,831,931.89  | 13.1%  | \$ 44,710,761.10  | 15.1%  |
| Bonds—Corporate.....  | 105,363,070.30    | 33.8%  | 101,041,622.50    | 34.2%  |
| Mortgage Loans—Conventional.....  | 118,844,892.95    | 38.1%  | 109,483,369.11    | 37.0%  |
| Stocks:   |                   |        |                   |        |
| Preferred Stock.....  | \$ 3,790,902.17   | 1.2%   | \$ 1,522,693.40   | .5%    |
| Common Stock.....   | 3,080,056.00      | 1.0%   | 2,563,221.00      | .9%    |
| Total Stocks.....   | \$ 6,870,958.17   | 2.2%   | \$ 4,085,914.40   | 1.4%   |
| Real Estate:  |                   |        |                   |        |
| Properties Occupied by the Company.....   | \$ 3,906,437.69   | 1.2%   | \$ 3,914,902.08   | 1.3%   |
| Investment Real Estate.....   | 306,870.67        | .1%    | 266,178.29        | .1%    |
| Total Real Estate.....  | \$ 4,213,308.36   | 1.3%   | \$ 4,181,080.37   | 1.4%   |
| Electronic Data Processing Equipment.....   | \$ 1,201,312.03   | .4%    | -0-               | .0%    |
| Interest and Rents on Investments   |                   |        |                   |        |
| Accrued But Not Yet Due.....  | 2,221,475.09      | .7%    | 2,021,811.31      | .7%    |
| Interest and Rents Due on Investments (None of which is past due more than 90 days).... | 228,006.53        | .1%    | 178,819.53        | .1%    |
| Other Assets, Principally Net Premiums in Course of Collection.....                     | 9,006,561.33      | 2.9%   | 8,561,284.28      | 2.9%   |
| Loans to Policyholders.....   | 19,077,351.18     | 6.1%   | 16,955,233.41     | 5.7%   |
| Total Assets.....   | \$311,805,807.57  | 100.0% | \$295,746,819.76  | 100.0% |

### LIABILITIES

|  | December 31, 1962 | December 31, 1961 |
|--|-------------------|-------------------|
| Policy Reserves.....   | \$232,615,071.37  | \$227,596,701.82  |
| Premiums & Interest Paid in Advance....                            | 6,473,305.29      | 5,274,218.08      |
| Reserves for Taxes.....  | 2,522,839.40      | 2,316,874.05      |
| Amounts Held in Escrow or for Guarantee of Contract Performance... | 4,582,389.26      | 2,387,792.32      |
| Reserve for Amounts Not Yet Due.....                               | 1,727,657.26      | 1,869,855.09      |
| Policyholders Dividends.....                                       | 20,720,046.02     | 17,594,199.85     |
| Special Contract Contingent Reserve on Certain Group Policies..... | 6,063,500.00      | 4,888,613.00      |
| Mass Hazard Reserve for Group Insurance.....                       | 6,500,832.00      | 5,794,133.00      |
| Reserve for Mortality Fluctuation.....                             | 890,000.00        | 900,000.00        |
| Mandatory Security Valuation Reserve....                           | 761,376.00        | 747,494.00        |
| Reserve for Fluctuation in Asset Values.....                       | 6,331,435.00      | 6,087,688.00      |
| Total.....   | \$289,188,451.60  | \$275,457,569.21  |
| Surplus.....   | 22,617,355.97     | 20,289,250.55     |
| Total Liabilities.....   | \$311,805,807.57  | \$295,746,819.76  |



## Board of Directors

(First Elected to the Board in the Year Named)

SIDNEY W. SOUERS\*, 1936  
Chairman

C. R. ANTHONY, 1952  
Chairman of the Board and President  
C. R. Anthony Co.  
Oklahoma City, Okla.

AUGUST A. BUSCH, JR., 1959  
President and Chairman of the Board  
Anheuser-Busch, Inc.  
St. Louis, Mo.

EDWIN M. CLARK\*, 1953  
President  
Southwestern Bell Telephone Co.  
St. Louis, Mo.

DONALD DANFORTH, 1957  
Chairman of the Board  
Ralston Purina Co.  
St. Louis, Mo.

IRVING EDISON, 1961  
President  
Edison Bros. Stores, Inc.  
St. Louis, Mo.

PRESTON ESTEP, 1953  
Chairman of the Board  
Bank of St. Louis  
St. Louis, Mo.

JAMES M. KEMPER, 1933  
Chairman  
Commerce Trust Company  
Kansas City, Mo.

SIDNEY MAESTRE, 1953  
Chairman of the Executive Committee  
Mercantile Trust Company  
St. Louis, Mo.

J. W. McAFEE\*, 1951  
President  
Union Electric Company  
St. Louis, Mo.

WILLIAM A. McDONNELL\*, 1950  
Chairman of the Board  
St. Louis-San Francisco Railway Co.  
St. Louis, Mo.

FREDERIC M. PEIRCE\*, 1958  
President

TOM K. SMITH\*, 1940  
Honorary Chairman of the Board  
Boatmen's National Bank  
St. Louis, Mo.

EDWIN J. SPIEGEL\*, 1953  
Director and Advisor  
Crown Zellerbach Corp.  
St. Louis, Mo.

JOHN L. WILSON, 1951  
Chairman of the Board  
Universal Match Corporation  
St. Louis, Mo.

HOWARD I. YOUNG, 1948  
President  
American Zinc, Lead & Smelting Co.  
St. Louis, Mo.

*\*Member of Executive Committee*

## Executive Officers

SIDNEY W. SOUERS  
Chairman

FREDERIC M. PEIRCE  
President

FRANK P. ASCHEMEYER  
Vice-President and General Counsel

VICTOR F. BACHLE  
Controller

RICHARD H. BENNETT, CLU  
Vice-President—Sales

J. G. DRISCOLL  
Financial Vice-President

EDWARD L. FAITH  
Vice-President and Actuary

JAMES H. READY, M.D.  
Medical Director

STANLEY M. RICHMAN  
Vice-President

HARRY F. ROLLETT  
Secretary

ROBERT N. STABLER  
Vice-President

E. LEE TRINKLE, JR.  
Assistant Vice-President

FRANK VESSER  
Vice-President

## District Group Offices in:

ATLANTA, GEORGIA  
BIRMINGHAM, ALABAMA  
CHICAGO, ILLINOIS  
COLUMBUS, OHIO  
DALLAS, TEXAS  
DENVER, COLORADO  
DES MOINES, IOWA  
DETROIT, MICHIGAN  
HOUSTON, TEXAS  
KANSAS CITY, MISSOURI  
LITTLE ROCK, ARKANSAS  
LOS ANGELES, CALIFORNIA  
MEMPHIS, TENNESSEE  
OKLAHOMA CITY, OKLAHOMA  
PITTSBURGH, PENNSYLVANIA  
SAN ANTONIO, TEXAS  
ST. LOUIS, MISSOURI  
SAN FRANCISCO, CALIFORNIA

## Mortgage Loan Field Offices in:

ATLANTA, GEORGIA  
DALLAS, TEXAS  
DENVER, COLORADO  
DETROIT, MICHIGAN  
FRESNO, CALIFORNIA  
HOUSTON, TEXAS  
LOS ANGELES, CALIFORNIA  
ORLANDO, FLORIDA  
PHOENIX, ARIZONA  
SAN ANTONIO, TEXAS  
SAN FRANCISCO, CALIFORNIA  
ST. LOUIS, MISSOURI



## SALES AGENCIES THAT SERVE OUR POLICYHOLDERS

### ALABAMA

Birmingham.....J. Orlando Ogle  
Mobile.....Gulf Coast Agencies  
Montgomery.....John T. Dale

### ARIZONA

Phoenix.....Johnson & Johnson Ins. Agcy.  
Tucson.....Kenneth J. Patzman, CLU

### ARKANSAS

Little Rock.....Harry L. Ehrenberg, CLU  
Osceola.....Dane Fergus

### CALIFORNIA

Apple Valley.....Wilson-Porter, Inc.  
Los Angeles.....Harold L. Flangel, Maurice Levine,  
Gilbert S. Nickerson, Allen H. Ogilvie, CLU  
Patrick A. Paige, CLU

Oakland.....G. F. Sterns, CLU  
Salinas.....Life Plan  
San Diego.....Michael Chamberlain  
San Francisco.....John V. Boito,  
Gerald A. Gilson, Frank E. Kelly,  
John P. Miksits, Alfred W. Miller

Santa Ana.....Charles R. Billman,  
William E. Robinson, Daniel F. Stukowski,  
Stanley C. Sweet, Robert L. Webb

Santa Barbara.....Jens H. Christiansen

### COLORADO

Denver.....Harry J. Pells  
Greeley.....Spencer S. Trent

### DISTRICT OF COLUMBIA

Washington.....Brem & Klein Agency

### FLORIDA

Miami.....Anthony J. Barone  
Miami.....Potts & Finchell Underwriters

### GEORGIA

Atlanta.....Edward J. Scheiwe

### HAWAII

Honolulu.....Kamaaina Agencies

### ILLINOIS

Belleville.....Kenneth J. Green  
Bloomington.....Frank Insurance Agency  
Chicago.....Edward H. Bart, Robert M. Benson,  
Paul J. Bratt, Gerald B. Dewey,  
Sam F. Emma, Harold V. Hayward,  
Otto A. Jeanes, Langan-Haeger-Vincent & Born,  
Marac Insurance Agency, Benjamin S. Rue  
Rockford.....Walter G. Meyers  
Springfield.....Don Forsyth

### INDIANA

Indianapolis.....Spafford Orwig

### IOWA

Cedar Rapids.....Paul S. Kohl  
Davenport.....Paul J. Wadle, CLU  
Des Moines.....Richard Strauss  
Mason City.....T. H. Leaver, Sr.  
Sioux City.....Eldon W. Eberhard, CLU

### KANSAS

Baxter Springs.....C. Ward Bain  
Topeka.....Charles W. Ransom  
Wichita.....Earl E. Strimple

### MARYLAND

Baltimore.....Leonhart & Co. (Md.) Inc.

### MASSACHUSETTS

Boston.....E. S. Benson Insurance Agcy.

### MICHIGAN

Detroit.....C. Quintin Banwell, CLU,  
James W. Cannon, George Coury, CLU,  
Alex T. Drobish, Edward G. McDonald,  
Richard T. Murphy, Charles H. A. Redding

### MISSOURI

Cape Girardeau.....Sidney S. Sommers  
Columbia.....Howard D. Berkley  
DeSoto.....Claude J. Cook  
Kansas City.....Cochran-Lowry Agencies  
Kennett.....Bragg-Carter Agency  
Kirksville.....Cloy E. Whitney  
Lebanon.....James C. Kesterson  
Mexico.....John W. Cox  
Poplar Bluff.....Earl L. Graves  
St. Louis.....Louis J. Clark, George H. Fletcher,  
Edward J. Garlich, CLU, Chauncey H. Gegg,  
Kekeris Brothers & Assoc.,  
Louis W. E. Laudel, James J. Roberts,  
Rosenthal Agency Associates, Fred F. Sale,  
W. Stanley Stuart and Assoc.,  
William E. Vesser and Assoc.  
Springfield.....Ben W. Alpuerto  
Sullivan.....Harold W. Edgar

### NEBRASKA

Omaha.....William T. Barmettler

### NEW MEXICO

Clayton.....N. O. Brane  
Roswell.....Walter G. Haut

### OHIO

Akron.....Vernon L. Woodrum  
Cincinnati.....Charles J. Lima, Jr.  
Cleveland.....J. William Van Horn  
Columbus.....James E. Gilles

### OKLAHOMA

Oklahoma City.....William J. Newblock  
Tulsa.....Gordon Tyler

### PENNSYLVANIA

Pittsburgh.....Robert R. Dodson, James R. Hall,  
Arthur G. Leichter, William E. Powell, Jr.,  
Professional Administrators,  
William E. Wrenshall, CLU

### TENNESSEE

Chattanooga.....Newton R. Douglas  
Memphis.....Lewis C. Callow, CLU  
Nashville.....General Insurance Underwriters

### TEXAS

Abilene.....Behrens & Behrens  
Amarillo.....The Cooley Agency  
Corpus Christi.....Gordon G. Mandt  
Dallas.....Douglas C. Defferari,  
Bernard C. McQuirk,  
Travis Smith, James H. Stevens  
El Paso.....Leo R. Schuster, Sr.  
Ft. Worth.....Raymond B. Atherton,  
Robert E. Hardie, Sr., Irvin L. Kelley,  
J. Harold Sharpe  
Houston.....O. Boyd Ewing, CLU, Hank Gould,  
Thomas L. Lund, Seymour Seidler,  
William Strauss, Jr., John O. Wiggins,  
James R. Wilson  
San Antonio.....S. J. Fisher, Jr., CLU  
Tyler.....Bud Price  
Waco.....J. Haley Beers  
Wichita Falls.....Bullington-Mason Company

### UTAH

Salt Lake City.....L. B. Bigler

## Multiple Agencies Directors

PAUL M. HANSON, Chicago, Illinois  
D. B. PHILLIPS, JR., Dallas, Texas  
CASH D. BOND, JR., Detroit, Michigan  
FOREST B. CLEMENTS, Ft. Worth, Texas  
JAMES C. CLEMENS, Houston, Texas  
JOHN G. HERRMANN, Northern Calif.  
CHARLES W. DEAN, Out-State Missouri  
WILLIAM D. STAYTON, Pittsburgh, Pa.  
JOSEPH H. KRULL, CLU, St. Louis, Mo.  
JOHN FORD, Southern California  
RICHARD J. PICCINATI, Associate  
Director, Southern California





**ST. LOUIS CAR**  
A DIVISION OF  
GENERAL STEEL  
INDUSTRIES, INC.

HARDING-WILLIAMS CORPORATION

*Anthony's*  
C. E. ANTHONY CO.

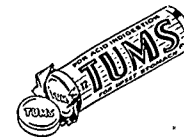


**SCOTT, FORESMAN  
AND COMPANY**



**RAPID TRANSIT LINES, INC.**  
HOUSTON

Retail Bakers' Insurance Trust Fund



*Pulitzer Publishing Company*



GARDNER ADVERTISING COMPANY



W. F. Hall Printing Company



FRANK BLOCK ASSOCIATES

H. E. BUTT GROCERY COMPANY



California State Automobile Association



*McDONNELL Aircraft Corporation*



*Famous-Barr Co.*

UNION ELECTRIC COMPANY

Philadelphia Gas Works



**BRIGGS**

BEAUTYWARE

BRODERICK & BASCOM ROPE CO.

HILB & Co.



BUTCHERS, SAUSAGE MAKERS  
AND PACKING HOUSE WORKERS  
LOCAL NUMBER 545 WELFARE FUND

**BOYD'S**

**PRINCE GARDNER®**

**A CROSS SECTION OF GENERAL AMERICAN LIFE GROUP POLICYHOLDERS**

CAMPBELL-EWALD COMPANY

GRAPHIC ARTS ASSOCIATION OF ST. LOUIS, Inc.



*Bank Building Corporation*  
OF AMERICA

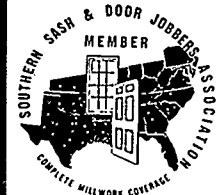


FOLLANSBEE STEEL CORPORATION



*Commerce Trust Company*

UNIVERSITY OF MISSOURI



PITTSBURGH STEEL COMPANY



*Transit Casualty Company*

Automotive, Petroleum and  
Allied Industries  
Employees Welfare Fund

ANHEUSER-BUSCH, INC.



MOZARK AIR LINES

**SCULLIN STEEL CO.**

CARPENTERS' DISTRICT COUNCIL  
OF ST. LOUIS - SHOPS AND MILLS WELFARE FUND

EL PASO NATIONAL BANK

*The Boatmen's*

ST. LOUIS Public Service COMPANY



*Hardin-Simmons University*



BANK OF ST. LOUIS  
WASHINGTON TO  
LUCAS AT NINTH



Member Federal Deposit Insurance Corporation

**MATERIAL SERVICE**

ARKANSAS POWER & LIGHT COMPANY

INTER-COUNTY TELEPHONE  
& TELEGRAPH COMPANY



STUPP BROS. BRIDGE & IRON COMPANY



Communications for  
South Central and  
Southern States



# INDUSTRIAL & MISCELLANEOUS (Cont'd)

|  | Coupon | Maturity  | Principal Amount |
|--|--------|-----------|------------------|
| Kimberly-Clark Corp., S. F. Deb.                           | 3 3/4  | 1983      | 500,000          |
| Liberty Loan Corp., Notes                                  | 5 1/2  | 1980      | 350,000          |
| Liberty Loan Corp., Notes                                  | 5 1/2  | 1975      | 500,000          |
| Martin Co. (The), S. F. Deb.                               | 5 1/2  | 1968      | 107,000          |
| May Department Stores Co., Deb.                            | 3 1/4  | 1978      | 500,000          |
| Midland-Guardian, Jr. Sub. Notes                           | 6 1/4  | 1977      | 250,000          |
| Modern Homes Finance Co., Collateral Trust Deb. Series "B" | 6 1/4  | 1974      | 250,000          |
| Moog Servocontrols, Inc., Notes                            | 6      | 1974      | 217,000          |
| National Acceptance Co. of America, Deb.                   | 5 1/4  | 1973      | 350,000          |
| National Acceptance Co. of America, Sub. Serial Notes      | 5 1/4  | 1965-1974 | 350,000          |
| National Distillers & Chemical Corp., S. F. Deb.           | 4 1/4  | 1983      | 500,000          |
| National Steel Corp., First Mtge.                          | 3 3/8  | 1986      | 500,000          |
| Ohio Brass Company, Notes                                  | 5 1/4  | 1976      | 500,000          |
| Pacific Finance Corp., Notes                               | 5 1/4  | 1980      | 250,000          |
| Pacific Finance Corp., Deb.                                | 5 1/4  | 1981      | 500,000          |
| Philco Finance Corp., Deb.                                 | 5 1/4  | 1981      | 400,000          |
| Phillips Petroleum Co., Conv. Sub. Deb.                    | 4 1/4  | 1987      | 300,000          |
| Pioneer Finance Company, Sub. Deb.                         | 6 1/4  | 1973      | 250,000          |
| Pioneer Finance Company, S. F. Sr. Notes                   | 5 1/2  | 1977      | 250,000          |
| R. J. Reynolds Tobacco Co., Deb.                           | 3      | 1973      | 196,000          |
| Safeway Stores, Inc., Deb., B.                             | 4 1/4  | 1969      | 220,000          |
| Seaboard Finance Co., Deb.                                 | 5 1/4  | 1980      | 500,000          |
| Sinclair Oil Co., Conv. Deb.                               | 4 3/4  | 1986      | 250,000          |
| Socony-Mobil Oil Co., Deb.                                 | 2 1/2  | 1976      | 300,000          |
| Sperry Rand Corp., Deb.                                    | 5 1/2  | 1982      | 500,000          |
| Standard Financial Corp., Sr. Notes                        | 5      | 1982      | 350,000          |
| Standard Oil Co. (New Jersey), Deb.                        | 2 3/4  | 1974      | 600,000          |
| Standard Oil Co. (Ohio), Deb.                              | 4 1/4  | 1982      | 500,000          |
| State Loan & Finance Corp., Deb.                           | 5.40   | 1981      | 350,000          |
| Sterling Drug, Inc., Deb.                                  | 3 1/4  | 1980      | 500,000          |
| Sylvania Electric Products, Inc., S. F. Deb.               | 4 1/4  | 1980      | 500,000          |
| Talcott (James), Senior Notes                              | 5 1/4  | 1973      | 250,000          |
| Talcott (James), Subordinated Notes                        | 5 1/2  | 1973      | 250,000          |
| Talcott (James), Sr. Notes                                 | 4 1/4  | 1977      | 100,000          |
| Talcott (James), Capital Notes                             | 5      | 1979      | 100,000          |
| Talcott (James), Senior Notes                              | 5 1/2  | 1979      | 250,000          |
| Talcott (James), Senior Notes                              | 5 1/4  | 1980      | 150,000          |
| Union Oil Co. of California, Sub. Deb.                     | 4 1/4  | 1991      | 185,000          |
| Van Camp Sea Food Co., Sr. Prom. Notes                     | 4 1/4  | 1977      | 175,000          |
| West Virginia Pulp & Paper Co., Deb.                       | 4      | 1978      | 500,000          |
|  |        |           | \$28,945,000     |
|  |        |           | \$111,799,090    |

Total Principal Amount

## PREFERRED STOCKS

|  | Number of Shares |
|--|------------------|
| Cleveland-Cliffs Iron Company, \$4.50, \$100 Par Value             | 2,000            |
| Gas Service Company, 5%, \$100 Par Value                           | 3,500            |
| General Contract Finance Corporation, 5 1/4% Conv., \$20 Par Value | 3,000            |
| Murphy Corporation, 5 1/4%, \$100 Par Value                        | 2,910            |
| National Distillers & Chemical Corp., 4 1/4%, \$100 Par Value      | 3,500            |
| Natural Gas Pipeline Company of America, 5 1/4%, \$100 Par Value   | 2,390            |
| Natural Gas Pipeline Company of America, 5 1/4%, \$100 Par Value   | 2,500            |
| Panhandle Eastern Pipe Line Co., 4.64%, \$100 Par Value            | 5,000            |
| Permanente Cement Company, 5% Conv., \$50 Par Value                | 5,000            |
| Pettibone Mulliken Corp., 5.75 Cum. Pref. Stock, \$100 Par Value   | 2,500            |
| Puget Sound Power & Light Co., 4.84%, \$100 Par Value              | 3,500            |
| Tennessee Gas Transmission Company, 5.24%, \$100 Par Value         | 3,500            |
| Transcontinental Gas Pipeline, 5.26% Cum. Prf., \$100 Par Value    | 3,500            |
| Market Value of Preferred Stocks                                   | \$3,899,540      |

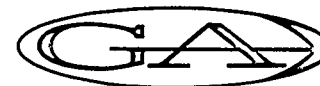
## COMMON STOCKS

### PUBLIC UTILITIES

|                                       | Number of Shares |
|---------------------------------------|------------------|
| American Tel. & Tel. Company          | 735              |
| Laclede Gas Company                   | 2,000            |
| Niagara Mohawk Power Corporation      | 7,086            |
| Ohio Edison Company                   | 4,500            |
| Pacific Gas & Electric Company        | 4,725            |
| Public Service Electric & Gas Company | 3,000            |
| Union Electric Company                | 3,100            |

### INDUSTRIALS

|   |             |
|---|-------------|
| American Investment Company of Illinois | 6,540       |
| Bankers Trust Company                   | 300         |
| Chase Manhattan Bank                    | 300         |
| Consolidated Cigar Corporation          | 4,749       |
| Continental Can Company                 | 1,500       |
| Federated Department Stores, Inc.       | 1,000       |
| General Motors Corporation              | 2,600       |
| Goodyear Tire & Rubber Company          | 2,000       |
| Martin-Marietta Company                 | 4,500       |
| May Department Stores Company           | 1,500       |
| Missouri Portland Cement Company        | 4,000       |
| National Dairy Products Company         | 2,500       |
| National Lead Company                   | 2,200       |
| Parke, Davis & Company                  | 2,700       |
| Philadelphia National Bank              | 300         |
| Standard Oil Company (Indiana)          | 4,500       |
| Standard Oil Company (New Jersey)       | 2,117       |
| United States Gypsum                    | 700         |
| United States Steel Corporation         | 1,400       |
| Market Value of Common Stocks           | \$3,080,056 |
| Total Market Value of Stocks            | \$6,979,596 |



# GENERAL AMERICAN LIFE

INSURANCE COMPANY ST. LOUIS

## SECURITIES OWNED ON DECEMBER 31, 1962

### BONDS

#### GOVERNMENT—UNITED STATES

|                              | Coupon | Maturity         | Principal Amount |
|------------------------------|--------|------------------|------------------|
| United States Treasury Bills |        | Jan. 10, 1963    | \$1,000,000      |
| United States Treasury Bonds | 3 3/4  | Aug. 15, 1968    | 2,000,000        |
| United States Treasury Bonds | 4      | Feb. 15, 1969    | 550,000          |
| United States Treasury Bonds | 2 1/2  | Dec. 15, 1969/64 | 29,500           |
| United States Treasury Bonds | 4      | Aug. 15, 1971    | 2,000,000        |
| United States Treasury Bonds | 3 3/8  | Nov. 15, 1971    | 1,000,000        |
| United States Treasury Bonds | 3 1/4  | June 15, 1983/78 | 100,000          |
| United States Treasury Bonds | 3 1/2  | Feb. 15, 1990    | 25,000           |
| FHA Debentures               |        |                  | 16,500           |
|                              |        |                  | \$6,721,000      |

#### GOVERNMENT—CANADA

|                          |       |              |            |
|--------------------------|-------|--------------|------------|
| Dominion of Canada Bonds | 5 1/2 | Apr. 1, 1976 | \$ 260,000 |
|--------------------------|-------|--------------|------------|

### MUNICIPALS

|  | Coupon    | Maturity         | Principal Amount |
|--|-----------|------------------|------------------|
| Aldine Independent School District, Harris County, Texas, Schoolhouse  | 4.00      | 1997 & 1998      | \$250,000        |
| Allegheny Valley Joint Sewage Authority, Allegheny County, Pennsylvania, Sewer Rev.  | 4.20-4.35 | 1975-1979 & 1981 | 250,000          |
| Upper Allegheny Joint Sanitary Authority, Allegheny County, Pennsylvania, Sewer Rev.                                       | 4.25      | 2001             | 350,000          |
| City of Birmingham, Alabama, Industrial Water Board Rev.   | 4.90      | 1989 & 1998      | 340,000          |
| Bi-State Development Agency, Missouri—Illinois Metropolitan District, Gateway Arch Transportation Facilities Revenue Bonds | 5.50      | 1992             | 150,000          |
| Carlsbad, New Mexico, Joint Water & Sewer Refunding and Extension Rev.   | 4.50      | 1982-1985        | 350,000          |
| City of Chicago, Chicago-O'Hare International Airport Rev.   | 4.75      | 1999             | 750,000          |
| City of Clayton, Parking Facilities Rev.   | 3.90      | 1972-1974        | 185,000          |
| Clinton Township, Macomb County, Michigan, Water Supply & Sewage Disposal System Rev.                                      | 4.375     | 1987-1992        | 250,000          |
| Dade County, Florida, Port Authority Rev.  | 4.70      | 1999             | 250,000          |
| Dade County, Florida, Port Authority, Special Rev.   | 4.75      | 1991             | 250,000          |
| Erie County Water Authority (N. Y.) Water Rev.   | 4.00      | 1998             | 400,000          |
| Farmington, New Mexico, Elec., Light, Water and Sewer Rev.   | 4.75      | 1994             | 350,000          |
| Farmington, New Mexico, Elec., Light, Water and Sewer Ref. & Imp. Rev.   | 4.375     | 1994             | 180,000          |
| Florida Development Commission, Hillsborough County Road Rev.  | 4.20      | 1982 & 1983      | 500,000          |
| City of Garland, Texas, Elec., Water & Sewer Rev.  | 3.00      | 1984 & 1985      | 450,000          |
| Georgia Rural Roads Authority  | 3.70      | 1977-1979        | 310,000          |
| Grand River Dam Authority, Series 1961, Okla. Rev.   | 4.375     | 2002             | 350,000          |
| Grant County, Wash., Public Utility District No. 2, Wanapum, Hydro-Elec. Rev.  | 4.875     | 2009             | 500,000          |
| Harper Creek Community Schools, Calhoun County, Michigan School  | 4.375     | 1976-1979        | 215,000          |
| Territory of Hawaii, Aviation Rev.   | 4.30      | 1984             | 250,000          |
| Board of Water Supply of the City & County of Honolulu, Consolidated System Rev.   | 4.20      | 1986 & 1987      | 385,000          |
| City of Hot Springs, Arkansas, Industrial Development Rev.   | 5.00      | 1961-1980        | 471,000          |
| County of Lancaster, Nebr., Industrial Development Rev.  | 4.25      | 1982-1987        | 300,000          |
| Oakland County, Michigan, Sewage Disposal  | 4.375     | 1985             | 250,000          |
| Trustees of the Oklahoma City Municipal Improvement Authority Water System   | 4.20      | 2000             | 300,000          |
| Oklahoma Turnpike Authority, (Southwestern Turnpike Project), Turnpike Rev.  | 4.75      | 2001             | 350,000          |
| Ottumwa, Iowa, Water Rev.  | 4.125     | 1993-2000        | 315,000          |
| School District No. 187 (Cahokia) St. Clair County, School Site and Building   | 4.25      | 1974 & 1975      | 250,000          |
| St. Louis County, Missouri, Re-Organized School District No. R-6, School Bldg. & Site                                      | 4.25      | 1974-1976        | 255,000          |
| South Bend School Building Corporation, St. Joseph County, Indiana, First Mortgage Rev.                                    | 4.00      | 1972 & 1973      | 250,000          |
| Taylorville, Illinois, Water Rev.  | 4.375     | 1987-1990        | 250,000          |
| Tucson Airport Authority Rev.  | 4.50-4.60 | 1985-1996        | 350,000          |
| University of Illinois, Board of Trustees Rev.   | 4.75      | 1984             | 500,000          |
| University of Missouri, Dormitory Rev.   | 4.00      | 1979 & 1980      | 100,000          |
| University of Washington, Rev.   | 4.125     | 1989 & 1990      | 250,000          |
| West Virginia University, Board of Governors Agric. & Eng. Building Rev.   | 4.30      | 1984 & 1985      | 350,000          |
|  |           |                  | \$11,806,000     |



## PUBLIC UTILITIES

|  | Coupon | Maturity | Principal Amount |   | Coupon | Maturity | Principal Amount |   | Coupon | Maturity | Principal Amount |  | Coupon | Maturity | Principal Amount |
|--|--------|----------|------------------|---|--------|----------|------------------|---|--------|----------|------------------|--|--------|----------|------------------|
| Albama Power Company, First Mtge.  | 3 1/4  | 1972     | 77,000           | Consumers Power Co., First Mtge.                    | 2 1/2  | 1975     | 300,000          | Michigan Cons. Gas Co., First Mtge.                     | 3 1/4  | 1980     | 500,000          | Public Service Co. of Indiana, Inc., First Mtge., G...   | 3 1/2  | 1977     | 260,000          |
| Appalachian Elec. Pr. Co., First Mtge.   | 3 1/4  | 1970     | 200,000          | Consumers Power Co., First Mtge.                    | 2 1/2  | 1977     | 150,000          | Missouri Power & Light Co., First Mtge.                 | 2 1/2  | 1976     | 350,000          | Public Service Co. of Indiana, Inc., First Mtge., J...   | 3 1/2  | 1982     | 200,000          |
| Appalachian Elec. Pr. Co., First Mtge.   | 2 1/2  | 1980     | 125,000          | Consumers Power Co., First Mtge.                    | 3      | 1984     | 300,000          | Missouri Power & Light Co., First Mtge.                 | 2 1/2  | 1979     | 250,000          | Public Service Co. of Indiana, Inc., First Mtge., K...   | 3 1/2  | 1984     | 250,000          |
| Arizona Public Service Co., First Mtge.  | 3 1/4  | 1984     | 300,000          | Dallas Power & Light Co., First Mtge.               | 2 1/2  | 1979     | 300,000          | Missouri Power & Light Co., First Mtge.                 | 3 1/4  | 1984     | 300,000          | Public Service Co. of Oklahoma, First Mtge., E.....      | 3      | 1984     | 750,000          |
| Arkansas Power & Light Co., First Mtge.  | 3 1/2  | 1982     | 400,000          | Dallas Power & Light Co., First Mtge.               | 2 1/2  | 1980     | 300,000          | Missouri Public Service Co., First Mtge.                | 4 1/2  | 1987     | 500,000          | Public Service Co. of Oklahoma, First Mtge., F.....      | 4 1/2  | 1987     | 500,000          |
| Arkansas Power & Light Co., First Mtge.  | 3 1/4  | 1984     | 200,000          | Dallas Power & Light Co., First Mtge.               | 3 1/2  | 1983     | 150,000          | New Jersey Power & Light Co., First Mtge.               | 3 1/4  | 1984     | 500,000          | Public Service Elec. & Gas Co., First & Ref. Mtge...     | 3      | 1972     | 220,000          |
| Atlantic City Elec. Co., First Mtge.   | 2 1/2  | 1979     | 250,000          | Dayton Power & Light Co., First Mtge.               | 2 1/2  | 1975     | 300,000          | New York Power & Light Corp., First Mtge.               | 2 1/2  | 1975     | 300,000          | Public Service Elec. & Gas Co., First & Ref. Mtge...     | 2 1/2  | 1979     | 280,000          |
| Atlantic City Elec. Co., First Mtge.   | 2 1/4  | 1980     | 250,000          | Dayton Power & Light Co., First Mtge.               | 3      | 1978     | 300,000          | New York State Elec. & Gas Corp., First Mtge.           | 3 1/2  | 1988     | 250,000          | Public Service Elec. & Gas Co., First & Ref. Mtge...     | 2 1/2  | 1980     | 100,000          |
| Black Hills Power & Light Co., First Mtge.                                       | 5 1/2  | 1991     | 248,750          | Delaware Power & Light Co., First Mtge. & Coll. Tr. | 2 1/4  | 1980     | 400,000          | Niagara Mohawk Power Corp., Gen. Mtge.                  | 2 1/2  | 1980     | 300,000          | Public Service Elec. & Gas Co., First & Ref. Mtge...     | 3 1/2  | 1984     | 300,000          |
| Boston Edison Co., First Mtge., B.....   | 2 1/4  | 1980     | 600,000          | Detroit Edison Co., Gen. & Ref. Mtge., H.....       | 3      | 1970     | 50,000           | Niagara Mohawk Power Corp., Gen. Mtge.                  | 3 1/4  | 1984     | 300,000          | Public Service Elec. & Gas Co., Deb.....                 | 4 1/2  | 1977     | 344,000          |
| Boston Edison Co., First Mtge., E.....   | 3      | 1984     | 400,000          | Detroit Edison Co., Gen. & Ref. Mtge., I.....       | 2 1/2  | 1982     | 300,000          | Northern Illinois Gas Co., First Mtge.                  | 3 1/2  | 1979     | 315,000          | St. Louis County Water Co., First Mtge., E.....          | 3 1/2  | 1985     | 500,000          |
| Central Illinois Public Service Co., First Mtge., D...                           | 3 1/2  | 1982     | 300,000          | Detroit Edison Co., Gen. & Ref. Mtge., J.....       | 2 1/2  | 1985     | 250,000          | Northern Natural Gas Co., S. F. Deb.....                | 4 1/2  | 1976     | 478,000          | San Diego Gas & Elec. Co., First Mtge., C.....           | 3      | 1978     | 400,000          |
| Central Illinois Public Service Co., First Mtge., F....                          | 3 1/4  | 1984     | 50,000           | Detroit Edison Co., Gen. & Ref. Mtge., N.....       | 2 1/2  | 1984     | 150,000          | Northern States Power Co., S. F. Deb.....               | 4 1/2  | 1976     | 478,000          | San Diego Gas & Elec. Co., First Mtge., E.....           | 2 1/2  | 1984     | 350,000          |
| Central Power & Light Co., First Mtge., D.....                                   | 3 1/2  | 1982     | 300,000          | Duquesne Light Co., First Mtge.                     | 2 1/2  | 1977     | 400,000          | Northern States Power Co., (Minn.) First Mtge.          | 2 1/2  | 1975     | 275,000          | Southern California Edison Co., First & Ref. Mtge., A... | 3 1/2  | 1973     | 135,000          |
| Central Power & Light Co., First Mtge., F.....                                   | 3 1/2  | 1984     | 200,000          | Duquesne Light Co., First Mtge.                     | 2 1/2  | 1979     | 100,000          | Northern States Power Co., (Minn.) First Mtge.          | 3      | 1978     | 225,000          | Southern California Edison Co., First & Ref. Mtge., B... | 3      | 1973     | 200,000          |
| Central Power & Light Co., First Mtge., G.....                                   | 3 1/4  | 1986     | 250,000          | Duquesne Light Co., First Mtge.                     | 2 1/2  | 1980     | 100,000          | Northern States Power Co., (Minn.) First Mtge.          | 2 1/2  | 1979     | 100,000          | Southern California Edison Co., First & Ref. Mtge., C... | 2 1/2  | 1976     | 265,000          |
| Cincinnati Gas & Elec. Co., First Mtge.  | 2 1/4  | 1975     | 150,000          | Duquesne Light Co., First Mtge.                     | 2 1/2  | 1980     | 100,000          | Northern States Power Co., (Minn.) First Mtge.          | 3 1/4  | 1982     | 200,000          | Southern California Edison Co., First & Ref. Mtge., F... | 3      | 1979     | 300,000          |
| Cincinnati Gas & Elec. Co., First Mtge.  | 2 1/2  | 1978     | 385,000          | Equitable Gas Co., First Mtge.                      | 4 1/2  | 1983     | 750,000          | Ohio Edison Co., First Mtge.                            | 2 1/2  | 1980     | 400,000          | Southern California Edison Co., First & Ref. Mtge., F... | 3      | 1979     | 300,000          |
| Cleveland Elec. Illuminating Co., First Mtge.                                    | 3      | 1982     | 400,000          | Gulf Power Co., First Mtge.                         | 3 1/4  | 1984     | 500,000          | Ohio Power Co., First Mtge.                             | 3      | 1978     | 600,000          | Southern California Gas Co., First Mtge.                 | 3 1/2  | 1970     | 38,000           |
| Cleveland Elec. Illuminating Co., First Mtge.                                    | 2 1/4  | 1985     | 200,000          | Gulf States Utilities Co., First Mtge.              | 3      | 1978     | 398,000          | Ohio Power Co., First Mtge.                             | 3 1/2  | 1984     | 150,000          | Southern Indiana Gas & Elec. Co., First Mtge.            | 3 1/2  | 1984     | 250,000          |
| Cleveland Elec. Illuminating Co., First Mtge.                                    | 3      | 1989     | 300,000          | Gulf States Utilities Co., First Mtge.              | 2 1/2  | 1979     | 100,000          | Oklahoma Gas & Elec. Co., First Mtge.                   | 2 1/2  | 1975     | 200,000          | Tennessee Gas Transmission Co., First Mtge.              | 5 1/2  | 1977     | 41,000           |
| Columbus & Southern Ohio Elec. Co., First Mtge...                                | 3 1/2  | 1983     | 250,000          | Gulf States Utilities Co., First Mtge.              | 2 1/2  | 1980     | 100,000          | Oklahoma Gas & Elec. Co., First Mtge.                   | 2 1/2  | 1980     | 300,000          | Tennessee Gas Transmission Co., First Mtge.              | 5 1/2  | 1979     | 257,000          |
| Columbus & Southern Ohio Elec. Co., First Mtge...                                | 3 1/4  | 1986     | 250,000          | Hawaiian Elec. Co., Ltd., First Mtge.               | 4 1/2  | 1989     | 250,000          | Oklahoma Gas & Elec. Co., First Mtge.                   | 3 1/4  | 1982     | 150,000          | Tennessee Gas Transmission Co., Deb.....                 | 5      | 1982     | 325,000          |
| Commonwealth Edison Co., First Mtge., L.....                                     | 3      | 1977     | 300,000          | Houston Lighting & Power Co., First Mtge.           | 2 1/2  | 1974     | 170,000          | Oklahoma Gas & Elec. Co., First Mtge.                   | 3 1/2  | 1988     | 350,000          | Texas Elec. Service Co., First Mtge.                     | 2 1/2  | 1975     | 290,000          |
| Commonwealth Edison Co., First Mtge., N.....                                     | 3      | 1978     | 200,000          | Houston Lighting & Power Co., First Mtge.           | 3      | 1989     | 630,000          | Pacific Gas & Elec. Co., First & Ref. Mtge., J.....     | 3      | 1970     | 100,000          | Texas Elec. Service Co., First Mtge.                     | 2 1/2  | 1979     | 250,000          |
| Commonwealth Edison Co., First Mtge., O.....                                     | 3 1/4  | 1982     | 250,000          | Illinois Power Co., First Mtge.                     | 2 1/2  | 1976     | 100,000          | Pacific Gas & Elec. Co., First & Ref. Mtge., T.....     | 2 1/2  | 1976     | 100,000          | Texas Elec. Service Co., First Mtge.                     | 3 1/2  | 1985     | 260,000          |
| Consolidated Edison Co. of New York, Inc.,<br>First & Ref. Mtge., D.....         | 3      | 1972     | 100,000          | Illinois Power Co., First Mtge.                     | 2 1/2  | 1979     | 199,000          | Pacific Gas & Elec. Co., First & Ref. Mtge., Q.....     | 2 1/2  | 1980     | 200,000          | Texas Power & Light Co., First Mtge.                     | 2 1/2  | 1975     | 470,000          |
| Consolidated Edison Co. of New York, Inc.,<br>First & Ref. Mtge., E.....         | 3      | 1979     | 150,000          | Illinois Power Co., First Mtge.                     | 2 1/2  | 1980     | 300,000          | Pacific Gas & Elec. Co., First & Ref. Mtge., R.....     | 3 1/2  | 1982     | 100,000          | Texas Power & Light Co., First Mtge.                     | 3      | 1977     | 55,000           |
| Consolidated Edison Co. of New York, Inc.,<br>First & Ref. Mtge., A.....         | 2 1/2  | 1982     | 350,000          | Illinois Power Co., First Mtge.                     | 3 1/2  | 1982     | 200,000          | Pacific Gas & Elec. Co., First & Ref. Mtge., S.....     | 3      | 1983     | 100,000          | Texas Power & Light Co., First Mtge.                     | 3      | 1978     | 75,000           |
| Consolidated Edison Co. of New York, Inc.,<br>First & Ref. Mtge., H.....         | 3 1/2  | 1982     | 100,000          | Indiana & Michigan Elec. Co., First Mtge.           | 3      | 1978     | 200,000          | Pacific Gas & Elec. Co., First & Ref. Mtge., X.....     | 3 1/2  | 1984     | 200,000          | Transcontinental Gas Pipeline Corp., First Mtge...       | 5      | 1981     | 500,000          |
| Consolidated Edison Co. of New York, Inc.,<br>First & Ref. Mtge., I.....         | 3 1/2  | 1983     | 200,000          | Indiana & Michigan Elec. Co., First Mtge.           | 2 1/4  | 1980     | 400,000          | Pacific Gas & Elec. Co., First & Ref. Mtge., U.....     | 3 1/2  | 1985     | 100,000          | Union Elec. Co. of Missouri, First Mtge. & Coll. Tr...   | 3 1/2  | 1971     | 350,000          |
| Consolidated Gas, Elec., Lt. & Pr. Co. of<br>Baltimore, First Ref. Mtge., U..... | 2 1/2  | 1981     | 600,000          | Indianapolis Power & Light Co., First Mtge.         | 3      | 1974     | 200,000          | Pennsylvania Elec. Co., First Mtge.                     | 3 1/2  | 1972     | 62,000           | Union Elec. Co. of Missouri, First Mtge. & Coll. Tr...   | 2 1/2  | 1980     | 250,000          |
| Consolidated Gas, Elec. Lt. & Pr. Co. of<br>Baltimore, First Ref. Mtge., Z.....  | 3      | 1989     | 400,000          | Indianapolis Power & Light Co., First Mtge.         | 2 1/2  | 1979     | 400,000          | Philadelphia Elec. Co., First & Ref. Mtge.              | 2 1/2  | 1978     | 300,000          | Union Elec. Co., First Mtge.                             | 3 1/2  | 1982     | 250,000          |
| Consolidated Natural Gas Co., Deb.   | 3      | 1978     | 250,000          | Indianapolis Power & Light Co., First Mtge.         | 3 1/2  | 1983     | 150,000          | Philadelphia Elec. Co., First & Ref. Mtge.              | 2 1/2  | 1981     | 300,000          | Union Elec. Co., First Mtge.                             | 3 1/2  | 1986     | 150,000          |
| Consolidated Natural Gas Co., Deb.   | 3 1/2  | 1979     | 500,000          | Iowa Power & Light Co., First Mtge.                 | 3 1/4  | 1973     | 79,000           | Philadelphia Elec. Co., First & Ref. Mtge.              | 2 1/2  | 1987     | 500,000          | Union Elec. Co., First Mtge.                             | 4 1/2  | 1988     | 245,000          |
|  |        |          |                  | Iowa Power & Light Co., First Mtge.                 | 3      | 1978     | 210,000          | Portland General Electric Co., First Mtge.              | 4 1/2  | 1987     | 500,000          | United Gas Corp., First Mtge. & Coll. Tr.....            | 3 1/2  | 1975     | 500,000          |
|  |        |          |                  | Iowa Power & Light Co., First Mtge.                 | 2 1/2  | 1979     | 209,000          | Portland General Electric Co., First Mtge.              | 5 1/2  | 1990     | 250,000          | Utah Power & Light Co., First Mtge.                      | 2 1/2  | 1980     | 250,000          |
|  |        |          |                  | Kansas City Power & Light Co., First Mtge.          | 2 1/2  | 1976     | 200,000          | Portland General Electric Co., First Mtge.              | 5 1/2  | 1987     | 250,000          | Virginia Elec. & Power Co., First & Ref. Mtge., E....    | 2 1/2  | 1975     | 300,000          |
|  |        |          |                  | Kansas City Power & Light Co., First Mtge.          | 2 1/2  | 1978     | 200,000          | Potomac Electric Power Co., First Mtge.                 | 3 1/2  | 1977     | 120,000          | Virginia Elec. & Power Co., First & Ref. Mtge., F....    | 3      | 1978     | 200,000          |
|  |        |          |                  | Kansas City Power & Light Co., First Mtge.          | 2 1/2  | 1980     | 200,000          | Potomac Electric Power Co., First Mtge.                 | 3      | 1983     | 270,000          | Virginia Elec. & Power Co., First & Ref. Mtge., H....    | 2 1/2  | 1980     | 100,000          |
|  |        |          |                  | Long Island Lighting Co., First Mtge.               | 3 1/2  | 1982     | 400,000          | Potomac Electric Power Co., First Mtge.                 | 2 1/2  | 1985     | 210,000          | Virginia Elec. & Power Co., First & Ref. Mtge., K....    | 3 1/2  | 1984     | 250,000          |
|  |        |          |                  | Louisville Gas & Electric Co., First Mtge.          | 2 1/2  | 1979     | 600,000          | Potomac Electric Power Co., First Mtge.                 | 3 1/2  | 1988     | 300,000          | Wisconsin Elec. Power Co., First Mtge.                   | 2 1/2  | 1976     | 100,000          |
|  |        |          |                  | Louisville Gas & Electric Co., First Mtge.          | 3 1/2  | 1984     | 250,000          | Public Service Co. of Colorado, First Mtge.             | 3 1/2  | 1984     | 500,000          | Wisconsin Elec. Power Co., First Mtge.                   | 2 1/2  | 1980     | 500,000          |
|  |        |          |                  |   |        |          |                  | Public Service Co. of Indiana, Inc., First Mtge., F.... | 3 1/2  | 1975     | 140,000          | Wisconsin Elec. Power Co., First Mtge.                   | 3 1/2  | 1984     | 150,000          |
|  |        |          |                  |   |        |          |                  |   |        |          |                  |  |        |          |                  |
|  |        |          |                  |   |        |          |                  |   |        |          |                  |  |        |          | \$43,885,75      |

## TELEPHONES

|  | <u>Coupon</u>     | <u>Maturity</u> | <u>Principal Amount</u> |
|--|-------------------|-----------------|-------------------------|
| American Tel. & Tel. Co., Deb.               | 2 $\frac{3}{4}$ % | 1971            | \$200,000               |
| American Tel. & Tel. Co., Deb.               | 3 $\frac{3}{8}$ % | 1973            | 150,000                 |
| American Tel. & Tel. Co., Deb.               | 2 $\frac{3}{4}$ % | 1972            | 175,000                 |
| American Tel. & Tel. Co., Deb.               | 3 $\frac{1}{4}$ % | 1984            | 405,000                 |
| American Tel. & Tel. Co., Deb.               | 2 $\frac{1}{2}$ % | 1986            | 35,000                  |
| American Tel. & Tel. Co., Deb.               | 2 $\frac{1}{8}$ % | 1987            | 35,000                  |
| American Tel. & Tel. Co., Deb.               | 3 $\frac{1}{8}$ % | 1990            | 250,000                 |
| American Tel. & Tel. Co., Deb.               | 5                 | 1983            | 250,000                 |
| Bell Telephone Co. of Pennsylvania, Deb.     | 3                 | 1974            | 600,000                 |
| Bell Telephone Co. of Pennsylvania, Deb.     | 3 $\frac{1}{4}$ % | 1996            | 250,000                 |
| Illinois Bell Telephone Co., First Mtge., B. | 3                 | 1978            | 465,000                 |
| Illinois Bell Telephone Co., First Mtge., A. | 2 $\frac{3}{4}$ % | 1981            | 235,000                 |
| Michigan Bell Telephone Co., Deb.            | 3 $\frac{1}{8}$ % | 1988            | 550,000                 |
| Mountain States Tel. & Tel. Co., Deb.        | 3 $\frac{1}{8}$ % | 1978            | 400,000                 |
| Mountain States Tel. & Tel. Co., Deb.        | 2 $\frac{1}{2}$ % | 1986            | 200,000                 |
| Mountain States Tel. & Tel. Co., Deb.        | 3                 | 1989            | 200,000                 |
| Mountain States Tel. & Tel. Co., Deb.        | 4 $\frac{3}{8}$ % | 1988            | 200,000                 |
| New England Tel. & Tel. Co., Deb.            | 3                 | 1982            | 400,000                 |
| New England Tel. & Tel. Co., Deb.            | 3 $\frac{1}{4}$ % | 1991            | 600,000                 |
| New Jersey Bell Telephone Co., Deb.          | 3 $\frac{1}{8}$ % | 1988            | 400,000                 |
| New Jersey Bell Telephone Co., Deb.          | 3                 | 1989            | 305,000                 |
| New Jersey Bell Telephone Co., Deb.          | 2 $\frac{3}{4}$ % | 1990            | 45,000                  |
| New York Telephone Co., Ref. Mtge., E.       | 3 $\frac{1}{8}$ % | 1978            | 100,000                 |
| New York Telephone Co., Ref. Mtge., F.       | 3                 | 1981            | 270,000                 |
| New York Telephone Co., Ref. Mtge., D.       | 2 $\frac{3}{4}$ % | 1982            | 230,000                 |
| New York Telephone Co., Ref. Mtge., I.       | 3 $\frac{1}{8}$ % | 1996            | 400,000                 |
| Northwestern Bell Tel. Co., Deb.             | 2 $\frac{3}{4}$ % | 1984            | 600,000                 |
| Northwestern Bell Tel. Co., Deb.             | 3 $\frac{1}{4}$ % | 1996            | 400,000                 |
| Pacific Tel. & Tel. Co., Deb.                | 3 $\frac{1}{4}$ % | 1978            | 100,000                 |
| Pacific Tel. & Tel. Co., Deb.                | 3 $\frac{1}{8}$ % | 1983            | 50,000                  |
| Pacific Tel. & Tel. Co., Deb.                | 2 $\frac{3}{4}$ % | 1985            | 450,000                 |
| Southern Bell Tel. & Tel. Co., Deb.          | 3                 | 1979            | 175,000                 |
| Southern Bell Tel. & Tel. Co., Deb.          | 2                 | 1985            | 275,000                 |
| Southern Bell Tel. & Tel. Co., Deb.          | 2 $\frac{1}{8}$ % | 1987            | 250,000                 |
| Southern Bell Tel. & Tel. Co., Deb.          | 3 $\frac{1}{8}$ % | 1989            | 100,000                 |
| Southwestern Bell Tel. Co., Deb.             | 3 $\frac{1}{8}$ % | 1983            | 250,000                 |
| Southwestern Bell Tel. Co., Deb.             | 2 $\frac{3}{4}$ % | 1985            | 450,000                 |
| Southwestern Bell Tel. Co., Deb.             | 4 $\frac{1}{8}$ % | 1995            | 300,000                 |
| Southwestern Bell Tel. Co., Deb.             | 4 $\frac{3}{4}$ % | 1992            | 500,000                 |
| United Tel. Co. of Penn., First Mtge.        | 5                 | 1991            | 297,000                 |
|  |                   |                 | <u>\$11,547,000</u>     |

## RAILROADS

|   | Coupon | Maturity                      | Principal Amount   |
|---|--------|-------------------------------|--------------------|
| Atchison, Topeka & Santa Fe Ry. Co., General Mtge.....                                | 4      | 1995                          | \$500,000          |
| Atlantic Coast Line R.R. Co., Eq. Tr., K.....   | 4½     | 1971 & 1972                   | 250,000            |
| Chicago, Burlington & Quincy R.R. Co., First & Ref. Mtge.....                         | 3½     | 1985                          | 100,000            |
| Chicago, Burlington & Quincy R.R. Co., First & Ref. Mtge.....                         | 3      | 1990                          | 199,000            |
| Chicago, Milwaukee, St. Paul & Pacific R.R. Co., Eq. Tr. "MM".....                    | 2½     | 1964 & 1965                   | 200,000            |
| Chicago, Milwaukee, St. Paul & Pacific R.R. Co., Cond. Sale Contract....              | 5½     | 1961-1976                     | 216,000            |
| Chicago, Milwaukee, St. Paul & Pacific R. R. Co., Cond. Sale Contract....             | 5½     | 1962-1977                     | 479,326            |
| Chicago, Rock Island & Pacific R.R. Co., First Mtge., A.....                          | 2½     | 1980                          | 500,000            |
| Chicago Union Station Co., First Mtge., F.....  | 3½     | 1963                          | 50,000             |
| Cincinnati Union Terminal Co., First Mtge., G.....                                    | 2¾     | 1974                          | 79,000             |
| Cleveland, Cincinnati, Chicago & St. Louis Ry. Co., Gen. Mtge., A.....                | 4      | 1993                          | 200,000            |
| Kansas City Southern Ry. Co., First Mtge., C.....                                     | 3¼     | 1984                          | 500,000            |
| Kansas City Terminal Ry. Co., First Mtge.....   | 2¾     | 1974                          | 200,000            |
| Louisville & Nashville R. R. Co., Collateral Trust Bonds.....                         | 4½     | 1987                          | 250,000            |
| Minneapolis, St. Paul & Sault Ste. Marie Ry. Co.,<br>First Ref. Mtge., B. (Reg.)..... | 5½     | 1978                          | 71,904             |
| Missouri Pacific R.R. Co., Eq. Tr. "LL".....  | 2½     | 1963                          | 100,000            |
| Missouri Pacific R.R. Co., Eq. Tr. "OO".....  | 2¾     | 1963                          | 85,000             |
| Missouri Pacific R.R. Co., Eq. Tr. "G".....   | 4½     | 1968-1972                     | 165,000            |
| New York Central & Hudson River R.R., First Mtge.....                                 | 3½     | 1997                          | 10,000             |
| New York Central & Hudson River R.R., First Mtge. (Reg.).....                         | 3½     | 1997                          | 140,000            |
| Northern Pacific Ry. Co., Prior Lien Mtge.....  | 4      | 1997                          | 200,000            |
| Pennsylvania R.R. Co., Eq. Tr., Z.....  | 2½     | 1963                          | 200,000            |
| St. Louis-San Francisco Ry. Co., Cond.<br>Sales Agr.....                              | 3½     | Semi-annually<br>through 1970 | 272,000            |
| St. Louis-San Francisco Ry. Co., Cond.<br>Sales Agr.....                              | 5¼     | Semi-annually<br>through 1975 | 216,110            |
| St. Louis Southwestern Ry. Co., First Mtge.....                                       | 4      | 1989                          | 800,000            |
| Seaboard Air Line R.R. Co., First Mtge., B.....                                       | 3      | 1980                          | 500,000            |
| Southern Pacific Co., San Francisco Terminal First Mtge., A.....                      | 3½     | 1975                          | 196,000            |
| Terminal R.R. Association of St. Louis Ref. & Imp. Mtge., D.....                      | 2½     | 1985                          | 600,000            |
| Terminal R.R. Association of St. Louis Ref. & Imp. Mtge., C.....                      | 4      | 2019                          | 75,000             |
| Texas & Pacific Ry. Co., First Mtge.....  | 5      | 2000                          | 180,000            |
| Union Pacific R.R. Co., Ref. Mtge., C.....  | 2½     | 1991                          | 600,000            |
| Wabash Railroad Co., Con. Sales Agr.....  | 5      | Semi-annually<br>through 1977 | 500,000            |
|   |        |                               | <u>\$8,634,340</u> |

## INDUSTRIAL & MISCELLANEOUS

|  | Coupon | Maturity  | Principal Amount |
|--|--------|-----------|------------------|
| Acceptance Finance Co., Sr. Note                                   | 5½     | 1975      | \$250,000        |
| Aetna Finance Co., Conv. Sub. Deb.                                 | 5½     | 1975      | 250,000          |
| Aetna Finance Co., Sr. Notes                                       | 5      | 1982      | 250,000          |
| Aldens, Inc., Notes  | 5½     | 1961-1976 | 460,000          |
| Aldens, Inc., S. F. Sr. Sub. Notes                                 | 5½     | 1982      | 350,000          |
| Allied Chemical & Dye Corp., Deb.                                  | 3½     | 1978      | 900,000          |
| Aluminum Co. of America, Deb.                                      | 3      | 1979      | 750,000          |
| Aluminum Co. of America, Deb.                                      | 4½     | 1982      | 250,000          |
| Aluminum Co. of America, S. F. Deb.                                | 3½     | 1983      | 225,000          |
| American Can Co., Deb.   | 3½     | 1988      | 750,000          |
| American Investment Co. of Illinois, Notes                         | 3½     | 1966      | 110,000          |
| American Investment Co. of Illinois, Notes                         | 3½     | 1974      | 160,000          |
| American Investment Co. of Illinois, Conv. Capital Notes           | 4½     | 1981      | 66,000           |
| American Investment Co. of Illinois, Sub. Notes                    | 5½     | 1981      | 500,000          |
| Anheuser-Busch, Inc., Deb.   | 3½     | 1977      | 699,000          |
| Associates Investment Co., Notes                                   | 3½     | 1967      | 500,000          |
| Atlantic Refining Co., Deb.  | 3½     | 1979      | 285,000          |
| Atlantic Steel Co., S. F. Notes                                    | 6      | 1982      | 500,000          |
| Automatic Canteen Company of America, Deb.                         | 5½     | 1981      | 350,000          |
| Bishop of the Catholic Diocese of Jefferson City, Mo., First Mtge. | 5      | 1974      | 514,000          |
| Brown Shoe Co., Inc., Deb.   | 3½     | 1971      | 131,000          |
| Caterpillar Tractor Co., Deb.                                      | 4½     | 1977      | 472,000          |
| C. I. T. Financial Corp., Deb.                                     | 3½     | 1970      | 250,000          |
| Commercial Credit Co., Notes                                       | 3½     | 1965      | 750,000          |
| Commercial Credit Co., Deb.  | 4½     | 1978      | 250,000          |
| Continental Baking Co., Deb.                                       | 3      | 1965      | 297,000          |
| Continental Oil Co., Deb.  | 3      | 1984      | 495,000          |
| Crown Finance Corporation, Senior Notes                            | 5½     | 1971      | 135,000          |
| Crown Finance Corporation, Sub. Notes                              | 6½     | 1971      | 100,000          |
| Flintkote Company, Deb.  | 4½     | 1977      | 500,000          |
| General American Transportation Corp., Equip. Trust Certfs.        | 4½     | 1978      | 472,000          |
| General Electric Co., Deb.   | 3½     | 1976      | 500,000          |
| General Motors Acceptance Corp., Deb.                              | 3      | 1969      | 600,000          |
| General Motors Acceptance Corp., Deb.                              | 3½     | 1975      | 150,000          |
| General Motors Acceptance Corp., Deb.                              | 4      | 1979      | 250,000          |
| General Motors Corporation, Deb.                                   | 3½     | 1979      | 750,000          |
| Walter E. Heller & Co., Sr. Notes                                  | 5      | 1982      | 500,000          |
| Hilton Hotels Corporation, Deb.                                    | 6      | 1984      | 250,000          |
| Inland Steel Co., First Mtge., I.                                  | 3.20   | 1982      | 174,000          |
| Kentucky Finance Company, Inc., Notes                              | 5½     | 1975      | 250,000          |

**CONTINUED ➡➡**





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April 10, 1963

①  
Rear Admiral Sidney W. Souers  
U. S. N., Retired  
Chairman  
General American Life  
Insurance Company  
1501 Locust Street  
St. Louis 66, Missouri

Dear Sidney: Souers

I received the copy of your Annual Report  
on April 8th. It was indeed thoughtful of you to send me  
this information.

Sincerely,

Edgar

ENCLOSURE  
ENCLOSURE ATTACHED

EX-114

REC-61 62-80295-

112 APR 12 1963

NOTE: Rear Admiral Souers is on the Special Correspondents' List  
and is known to the Director on a first-name basis.

RWE:may (3)

may 10 3 35 PM '63

Tolson \_\_\_\_\_  
Belmont \_\_\_\_\_  
Mohr \_\_\_\_\_  
Casper \_\_\_\_\_  
Callahan \_\_\_\_\_  
Conrad \_\_\_\_\_  
DeLoach \_\_\_\_\_  
Evans \_\_\_\_\_  
Gale \_\_\_\_\_  
Rosen \_\_\_\_\_  
Sullivan \_\_\_\_\_  
Tavel \_\_\_\_\_  
Trotter \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Holmes \_\_\_\_\_  
Gandy \_\_\_\_\_

REC'D NY FBI

MAILED 4  
APR 10 1963  
COMM-FBI

MAIL ROOM ☐ TELETYPE UNIT ☐



DO-8

OFFICE OF DIRECTOR  
FEDERAL BUREAU OF INVESTIGATION  
UNITED STATES DEPARTMENT OF JUSTICE

MR. TOLSON ☒  
MR. BELMONT ☐  
MR. MOHR ☐  
MR. CASPER ☐  
MR. CALLAHAN ☐  
MR. CONRAD ☐  
MR. DELOACH ☒  
MR. EVANS ☐  
MR. GALE ☐  
MR. ROSEN ☐  
MR. SULLIVAN ☐  
MR. TAVEL ☐  
MR. TROTTER ☐  
MR. JONES ☐  
TELE. ROOM ☐  
MISS HOLMES ☐  
MRS. METCALF ☐  
MISS GANDY ☐

SIDNEY W. SOUERS

CHAIRMAN  
GENERAL AMERICAN LIFE INSURANCE COMPANY  
SAINT LOUIS

sch  
ack 4-10-64  
RWE/mw/may

62-80295-79

ENCLOSURE

sch  
8-88



GENERAL AMERICAN LIFE INSURANCE COMPANY

SAINT LOUIS

SIDNEY W. SOUERS  
CHAIRMAN OF THE BOARD

October 31, 1963

|              |   |
|--------------|---|
| Mr. Tolson   | ✓ |
| Mr. Belmont  | ✓ |
| Mr. Mohr     | ✓ |
| Mr. Casper   | ✓ |
| Mr. Callahan | ✓ |
| Mr. Conrad   | ✓ |
| Mr. DeLoach  | ✓ |
| Mr. Evans    | ✓ |
| Mr. Gale     | ✓ |
| Mr. Rosen    | ✓ |
| Mr. Sullivan | ✓ |
| Mr. Tavel    | ✓ |
| Mr. Trotter  | ✓ |
| Tele. Room   | ✓ |
| Miss Holmes  | ✓ |
| Miss Gandy   | ✓ |

The Honorable J. Edgar Hoover  
Director  
Federal Bureau of Investigation  
United States Department of Justice  
Washington 25, D. C.

Dear Edgar:

Your thoughtfulness in sending me the F.B.I.  
Annual Report for the fiscal year 1963 is very  
much appreciated. These reports are always most  
interesting as they show the outstanding results  
of your excellent organization during the past  
year.

If, at any time I can be of service to you  
personally or to the F.B.I., please let me know.

With warm personal regards and best wishes,

Sincerely,

*Sidney*  
Sidney W. Souers

67-1-27150

APPLICANTS GENERAL

REC-137

NOT RECORDED

SEARCHED

INDEXED

5 NOV 6 1963

25 SEP 14 1966

EXP. PROC.

NOV 4 1963

SEP 16 1966

35

20

THREE

8/8



April 16, 1964

APR 16 4 04 PM '64  
REC'D-READING ROOM  
FBI

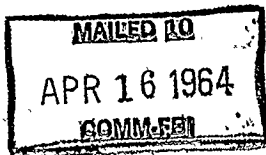
Rear Admiral Sidney W. Souers,  
U.S.N., Retired  
Chairman  
General American Life Insurance Company  
1501 Locust Street  
St. Louis 66, Missouri

Dear Sidney:

I have received the 1963 reports for  
your company, and it was indeed thoughtful of you to  
make these available.

Sincerely,

Edgar



NOTE: Souers is on the Special Correspondents' List. He was thanked  
on 4-10-63 for sending the previous year reports.

DTP:ncr (3)

Tolson \_\_\_\_\_  
Belmont \_\_\_\_\_  
Mohr \_\_\_\_\_  
Casper \_\_\_\_\_  
Callahan \_\_\_\_\_  
Conrad \_\_\_\_\_  
DeLoach \_\_\_\_\_  
Evans \_\_\_\_\_  
Gale \_\_\_\_\_  
Rosen \_\_\_\_\_  
Sullivan \_\_\_\_\_  
Tavel \_\_\_\_\_  
Trotter \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Holmes \_\_\_\_\_  
Gandy \_\_\_\_\_

ENCLOSURE

APR 21 1964

MAIL ROOM ☐ TELETYPE UNIT ☐

11 APR 17 1964



DO-6

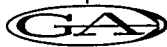
OFFICE OF DIRECTOR  
FEDERAL BUREAU OF INVESTIGATION  
UNITED STATES DEPARTMENT OF JUSTICE

MR. TOLSON ☒  
MR. BELMONT \_\_\_\_\_  
MR. MOHR \_\_\_\_\_  
MR. CASPER \_\_\_\_\_  
MR. CALLAHAN \_\_\_\_\_  
MR. CONRAD \_\_\_\_\_  
MR. DELOACH ☒  
MR. EVANS \_\_\_\_\_  
MR. GALE \_\_\_\_\_  
MR. ROSEN \_\_\_\_\_  
MR. SULLIVAN \_\_\_\_\_  
MR. TAVEL \_\_\_\_\_  
MR. TROTTER ☒  
MR. JONES ☒  
TELE. ROOM \_\_\_\_\_  
MISS HOLMES ☒  
MRS. METCALF \_\_\_\_\_  
MISS GANDY \_\_\_\_\_

SIDNEY W. SOUERS

CHAIRMAN  
GENERAL AMERICAN LIFE INSURANCE COMPANY  
SAINT LOUIS

See 8 sub 4-16-64  
DTP/ham



GENERAL AMERICAN LIFE  
INSURANCE COMPANY • ST. LOUIS 66, MO.

ENCLOSURE

62-80295-80



April 8, 1966

①  
Rear Admiral Sidney W. Souers, USN (Retired)  
Chairman  
\*General American Life Insurance Company  
1501 Locust Street  
St. Louis, Missouri 63103

Dear Sidney:

It was most thoughtful of you to send me  
the 1965 Annual Report of your company along with the  
brochure reflecting securities owned at the end of 1965.  
I read them with interest.

Sincerely,

~~Edgar Hoover~~

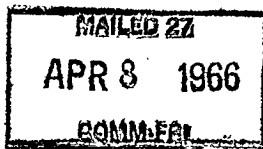
62-80295-1

APR 8 11 39 AM '66  
REC'D-READ  
FBI  
COMM-FBI

3 APR 12 1966

NOTE: Rear Admiral Souers is on the Special Correspondents'  
List. He is the Chairman of the General American Life Insurance  
Company.

PDW:kcf (3)



APR 8 1966

COMM-FBI

MAIL ROOM ☐ TELETYPE UNIT ☐

"ENCL BEHIND FILE"

3 ENCLOSURE

Tolson \_\_\_\_\_  
DeLoach \_\_\_\_\_  
Mohr \_\_\_\_\_  
Wick \_\_\_\_\_  
Casper \_\_\_\_\_  
Callahan \_\_\_\_\_  
Conrad \_\_\_\_\_  
Felt \_\_\_\_\_  
Gale \_\_\_\_\_  
Rosen \_\_\_\_\_  
Sullivan \_\_\_\_\_  
Tavel \_\_\_\_\_  
Trotter \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Holmes \_\_\_\_\_  
Gandy \_\_\_\_\_

APR 18 1966



DO-6

OFFICE OF DIRECTOR  
FEDERAL BUREAU OF INVESTIGATION  
UNITED STATES DEPARTMENT OF JUSTICE

MR. TOLSON ☒  
MR. DELOACH ☒  
MR. MOHR ☒  
MR. WICK ☒  
MR. CASPER ☒  
MR. CALLAHAN ☐  
MR. CONRAD ☐  
MR. FELT ☐  
MR. GALE ☐  
MR. ROSEN ☐  
MR. SULLIVAN ☐  
MR. TAVEL ☐  
MR. TROTTER ☐  
MR. JONES ☐  
V TELE. ROOM ☐  
MISS HOLMES ☐  
MRS. METCALF ☐  
MISS GANDY ☒

*Handwritten signature*

*ack 4-8-66  
p day Ref*

SIDNEY W. SOUERS

CHAIRMAN  
GENERAL AMERICAN LIFE INSURANCE COMPANY  
SAINT LOUIS

*rel*



GENERAL AMERICAN LIFE  
INSURANCE COMPANY • ST. LOUIS 66, MO.

62-80295-81

ENCLOSURE

*Handwritten signature*



# GENERAL AMERICAN LIFE INSURANCE COMPANY

SAINT LOUIS MO.

|              |   |
|--------------|---|
| Mr. Tolson   | ✓ |
| Mr. DeLoach  | ✓ |
| Mr. Mohr     | ✓ |
| Mr. Wick     | ✓ |
| Mr. Casper   | ✓ |
| Mr. Callahan | ✓ |
| Mr. Conrad   | ✓ |
| Mr. Felt     | ✓ |
| Mr. Gale     | ✓ |
| Mr. Rosen    | ✓ |
| Mr. Sullivan | ✓ |
| Mr. Tavel    | ✓ |
| Mr. Trotter  | ✓ |
| Tele. Room   | ✓ |
| Miss Holmes  | ✓ |
| Miss Gandy   | ✓ |

FREDERIC M. PEIRCE  
PRESIDENT

April 7, 1967

AKA FREDERIC

Dear Mr. Hoover:

Although I am sure you will be hearing directly from Admiral Souers, I wanted to send a word of special thanks to you for responding so promptly and so warmly to my invitation to write Sidney Souers for his birthday.

Your letter and the others from his good friends of many years pleased him immeasurably. I know he will cherish them. As the years pass, those special people with whom we have shared special experiences become even more treasured.

My best wishes.

Sincerely,

*Frederic M. Peirce*

Frederic M. Peirce

The Honorable J. Edgar Hoover  
Federal Bureau of Investigation  
United States Department of Justice  
Washington, D. C. 20535

REC-43  
MCT-30

62-80295-82

APR 13 1967

59 APR 25 1967

ST-11

*noak - reply*  
*Spencer*

*See index*

10-

APR 10 1967



GENERAL AMERICAN LIFE INSURANCE COMPANY

SAINT LOUIS, MO.

SIDNEY W. SOUERS  
CHAIRMAN OF THE BOARD

April 13, 1967

|              |   |
|--------------|---|
| Mr. Tolson   | ✓ |
| Mr. DeLoach  | ✓ |
| Mr. Mohr     | ✓ |
| Mr. Wick     | ✓ |
| Mr. Casper   | ✓ |
| Mr. Callahan | ✓ |
| Mr. Conrad   | ✓ |
| Mr. Felt     | ✓ |
| Mr. Gale     | ✓ |
| Mr. Rosen    | ✓ |
| Mr. Sullivan | ✓ |
| Mr. Tavel    | ✓ |
| Mr. Trotter  | ✓ |
| Tele. Room   | ✓ |
| Miss Holmes  | ✓ |
| Miss Gandy   | ✓ |

Dear Edgar:

One of the things that pleased me most on my 75th birthday was ~~Fred Peirce's~~ presentation of a beautiful leather bound book containing letters from good friends and associates over the years. As I looked through this book, it was a pleasure indeed to find your warm and generous letter. Thank you very much.

It was my privilege to be associated with you and your organization from time to time before and after the Second World War. From my own experience I am familiar with the great work you were doing then and are doing now. I hope you have the opportunity to continue to serve your country for a long, long time to come.

With warm personal regards,

Sincerely,

*Sidney W. Souers*

Sidney W. Souers 62-80295-83

REC- 43

The Honorable J. Edgar Hoover  
Federal Bureau of Investigation [ST-111]  
United States Department of Justice  
Washington, D. C. 20535

11 APR 18 1967

*No ack rec.*

*g/pant*

59 APR 25 1967

4-18  
38

EX-111

APR 17 1967



April 15, 1968

REC 107

REC 16

62-80295-84

Rear Admiral Sidney W. Souers, USN (Retired)  
Chairman of the Board  
General American Life Insurance Company  
1501 Locust Street  
St. Louis, Missouri 63103

Dear Sidney:

I have received your letter of April 8th and  
am pleased to know you enjoy the publications we prepare  
from time to time. It was indeed thoughtful of you to write  
and I appreciate your kind comments.

MAILED 12

APR 15 1968

COMM-FBI

Sincerely,

J. Edgar Hoover

NOTE: Correspondent is on the Special Correspondents List, and  
is known to the Director on a first name basis.

WMG:cae (3)

cae

✓

TBB

a

Paul

wmg

Tolson \_\_\_\_\_  
DeLoach \_\_\_\_\_  
Mohr \_\_\_\_\_  
Bishop \_\_\_\_\_  
Casper \_\_\_\_\_  
Callahan \_\_\_\_\_  
Conrad \_\_\_\_\_  
Felt \_\_\_\_\_  
Gale \_\_\_\_\_  
Rosen \_\_\_\_\_  
Sullivan \_\_\_\_\_  
Tavel \_\_\_\_\_  
Trotter \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Holmes \_\_\_\_\_  
Gandy \_\_\_\_\_

REC'D BISHOP  
FBI

APR 16 3 30 PM '68

6 APR 10 1968 TELETYPE UNIT ☐



GENERAL AMERICAN LIFE INSURANCE COMPANY

SAINT LOUIS

SIDNEY W. SOUERS  
CHAIRMAN OF THE BOARD

April 8, 1968

Mr. Tolson ✓  
Mr. DeLoach ✓  
Mr. Mohr ✓  
Mr. Bishop ✓  
Mr. Casper ✓  
Mr. Callahan ✓  
Mr. Conrad ✓  
Mr. Felt ✓  
Mr. Gale ✓  
Mr. Rosen ✓  
Mr. Sullivan ✓  
Mr. Tavel ✓  
Mr. Trotter ✓  
Tele. Room ✓  
Miss Holmes ✓  
Miss Gandy ✓

Dear Edgar:

I appreciate very much being on your mailing list. The various reports put out by you are most comprehensive and I am very glad to read them.

The work of the FBI should be increasing year by year as our country and many of its people are in turmoil most of the time. I pray for your strength and your continuation in office as I think it is most important to our well being.

With warm regards and best wishes,

Sincerely,

Sidney

Sidney (Souers)

Sidney W. Souers

The Honorable J. Edgar Hoover  
Director, Federal Bureau of Investigation  
United States Department of Justice  
Washington, D. C. 20535

REC 16

10 APR 15 1968

ack and/sak  
4-15-68  
WMB/cac

SCL  
Mailing List  
Change Noted  
4/12/68 owl

8-WMB



asa  
June 18, 1971

REC-46

62-7027-85  
Rear Admiral Sidney W. Souers,  
USN (Retired)  
Apartment 1402  
625 South Skinker  
St. Louis, Missouri 63105

Dear Sidney: Souers

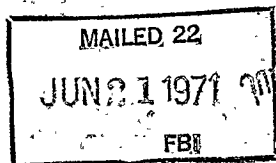
10  
ME  
Thank you for the generous comments in  
your letter received on June 16th. I greatly appreciate  
your support in the face of recent attacks on my direction  
of the FBI. Your kind remarks certainly mean a great  
deal to me and are most encouraging.

Sincerely,  
Edgar

NOTE: Correspondent is on the Special Correspondent's List and is  
addressed on a first-name basis.

MHB:pls (3)

Tolson \_\_\_\_\_  
Sullivan \_\_\_\_\_  
Mohr \_\_\_\_\_  
Bishop \_\_\_\_\_  
Brennan, C.D. \_\_\_\_\_  
Callahan \_\_\_\_\_  
Casper \_\_\_\_\_  
Conrad \_\_\_\_\_  
Dalbey \_\_\_\_\_  
Felt \_\_\_\_\_  
Gale \_\_\_\_\_  
Rosen \_\_\_\_\_  
Tavel \_\_\_\_\_  
Walters \_\_\_\_\_  
Soyars \_\_\_\_\_  
Beaver \_\_\_\_\_  
Tele. Room \_\_\_\_\_  
Holmes \_\_\_\_\_  
Gandy \_\_\_\_\_



REC-D BISHOP  
FBI

55 JUL 15 1971

MAIL ROOM ☐ TELETYPE UNIT ☐



GENERAL AMERICAN LIFE INSURANCE COMPANY

SAINT LOUIS

SIDNEY W. SOUERS  
CHAIRMAN EMERITUS

June 11, 1971

Mr. Tolson ✓  
Mr. Sullivan ✓  
Mr. Mohr ✓  
Mr. Bishop ✓  
Mr. Brennan CD ✓  
Mr. Callahan ✓  
Mr. Casper ✓  
Mr. Conrad ✓  
Mr. Dalbey ✓  
Mr. Felt ✓  
Mr. Gale ✓  
Mr. Rosen ✓  
Mr. Tavel ✓  
Mr. Walters ✓  
Mr. Soyars ✓  
Mr. Beaver ✓  
Tele. Room ✓  
Miss Holmes ✓  
Miss Gandy ✓

Dear Edgar:

Every now and then the "Far Left" renews its drive against you and I am happy to see their efforts are as futile now as they were in the past.

We will never have a more capable and effective Director of your great organization, and I hope you will be running it for many more years.

I read the FBI Law Enforcement Bulletin and other reports issued by the FBI and appreciate very much receiving them.

With every good wish,

Sincerely,

*Sidney W. Souers*  
Sidney W. Souers

The Honorable J. Edgar Hoover, Director  
Federal Bureau of Investigation  
United States Department of Justice  
Washington, D. C. 20535

REC-46 62-80295-85

17 JUN 23 1971



ack/oml  
scz  
6-18-71  
MJB: [initials]

*[Handwritten signature]*



January 16, 1973

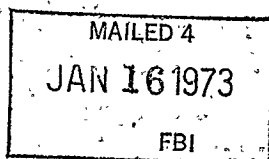
*LT*  
Mrs. Sidney W. ~~Souers~~  
Apartment 1402 *Sylvia Souers*  
625 South Skinker  
St. Louis, Missouri 63105 *Encl. 1*

Dear Mrs. Souers:

On behalf of my associates, I wish to extend heartfelt sympathy to you on the death of your husband. I hope you will find comfort in the knowledge that his many contributions to America will long remain as a memorial to him. We in the FBI did want you to know that we are thinking of you and share your grief. *WS*

Sincerely,

Pat Gray



REC-24

X-101

62-80295-86  
16 JAN 18 1973

NOTE: Rear Admiral Sidney was on the Special Correspondents List. Bureau relations with him over the years have been favorable.

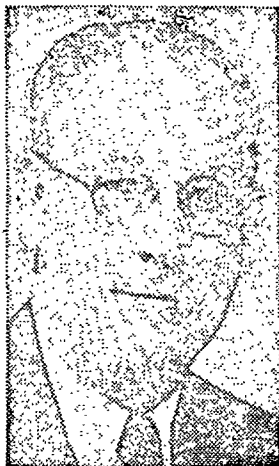
awt:la (3)

*la*

- Felt \_\_\_\_\_
- Baker \_\_\_\_\_
- Callahan \_\_\_\_\_
- Cleveland \_\_\_\_\_
- Conrad \_\_\_\_\_
- Dalbey \_\_\_\_\_
- Gebhardt \_\_\_\_\_
- Jenkins \_\_\_\_\_
- Marshall \_\_\_\_\_
- Miller, E.S. \_\_\_\_\_
- Purvis \_\_\_\_\_
- Soyars \_\_\_\_\_
- Walters \_\_\_\_\_
- Tele. Room \_\_\_\_\_
- r. Kinley \_\_\_\_\_
- Armstrong \_\_\_\_\_
- Herwig \_\_\_\_\_
- Neenan \_\_\_\_\_

*7150* *ENCLOSURE* *FMS* *M&R* *AWT*  
55 JAN 24 1973  
MAIL ROOM ☐ TELETYPE UNIT ☐





ADM. SIDNEY SOUERS

## Admiral, First CIA Director

Rear Adm. Sidney W. Souers, 80, the first executive secretary of the National Security Council, died Sunday in St. Louis.

Adm. Souers served as Security Council executive secretary from 1947 to 1950. He was also the first director of the Central Intelligence Agency.

Born in Dayton, Ohio, he was a graduate of Miami University in Ohio and was commissioned a lieutenant commander in the U.S. Naval Reserve in 1929.

He was promoted to rear admiral in 1945, when he was made deputy chief of naval intelligence.

Adm. Souers then played a leading role as representative of the late Navy Secretary James B. Forrestal in the creation of the CIA.

He was a consultant to the late President Harry S. Truman during the Korean War. He left Washington in 1953 and became board chairman of the General American Life Insurance Co.

He also had been an executive of a number of other firms in Atlanta, Houston and Catron, Mo., as well as in New York, Chicago, New Orleans and Memphis. He had served on a number of college boards, including the board of trustees of George Washington University.

He is survived by his wife, Sylvia.

|                  |       |
|------------------|-------|
| Mr. Felt         | _____ |
| Mr. Mohr         | _____ |
| Mr. Rosen        | _____ |
| Mr. Bates        | _____ |
| Mr. Bishop       | _____ |
| Mr. Callahan     | _____ |
| Mr. Campbell     | _____ |
| Mr. Casper       | _____ |
| Mr. Cleveland    | _____ |
| Mr. Conrad       | _____ |
| Mr. Dalbey       | _____ |
| Mr. Miller, E.S. | _____ |
| Mr. Ponder       | _____ |
| Mr. Soyars       | _____ |
| Mr. Waikart      | _____ |
| Mr. Walters      | _____ |
| Tele. Room       | _____ |
| Mr. Kinley       | _____ |
| Mr. Armstrong    | _____ |
| Ms. Herwig       | _____ |
| Mrs. Neenan      | _____ |

The Washington Post Times Herald **C-5**

The Washington Daily News \_\_\_\_\_

The Evening Star (Washington) \_\_\_\_\_

The Sunday Star (Washington) \_\_\_\_\_

Daily News (New York) \_\_\_\_\_

Sunday News (New York) \_\_\_\_\_

New York Post \_\_\_\_\_

The New York Times \_\_\_\_\_

The Daily World \_\_\_\_\_

The New Leader \_\_\_\_\_

The Wall Street Journal \_\_\_\_\_

The National Observer \_\_\_\_\_

People's World \_\_\_\_\_

Date **January 16, 1973**

**ENCLOSURE**

62-80295-86

ack  
1-16-73  
awt:la

ice made for ml  
for deletion  
1-16-73 rsk

scL

AWT



DO-6 OFFICE OF ACTING DIRECTOR  
FEDERAL BUREAU OF INVESTIGATION  
UNITED STATES DEPARTMENT OF JUSTICE

January 30, 1973

SIDNEY SOUERS

Dear Mr. Gray -

Will you please express to  
your associates, my sincere appre-  
ciation and thanks for your beautiful  
letter of sympathy in my great loss  
of Admiral Souers.

As you know, the security of  
his country which he loved dearly  
was upper-most on his mind. He had  
great respect for all that FBI and its  
dedicated men were doing for their  
country.

Sincerely

Sylvia Souers

(625 South Skinker - Apt. 1402  
Saint Louis, Missouri 63105)

MR. SIDNEY SOUERS

COPY: nm

EXP. PROC.

8 FEB 14 1973

EX-105

MR. FELT ✓  
MR. BAKER ✓  
MR. CALLAHAN ✓  
MR. CLEVELAND  
MR. CONRAD  
MR. GEBHARDT  
MR. JENKINS  
MR. MARSHALL  
MR. MILLER, E. S.  
MR. PURVIS  
MR. SOYARS  
MR. WALTERS  
TELE. ROOM  
MR. KINLEY  
MR. ARMSTRONG  
MR. BOWERS  
MR. HERINGTON  
MS. HERWIG

MR. MINTZ  
MRS. GREEN

FEB 8 1973



625 South Skinker-Apt. 1402  
Saint Louis, Missouri 63105



January 30 1973

Dear Mr. Dray-

Will you please express to  
your associates, my sincere  
appreciation and thanks for  
your beautiful letter of sympathy  
in my great loss of Admiral Soren.



# INDUSTRIAL & MISCELLANEOUS BONDS

|  | Coupon | Maturity  | Principal Amount |
|--|--------|-----------|------------------|
| Aetna Finance Co., Conv. Sub. Deb.                                 | 5%     | 1975      | 250,000          |
| Aldens, Inc., Notes  | 5%     | 1961-1976 | 500,000          |
| Allied Chemical & Dye Corp., Deb.                                  | 3 1/2  | 1978      | 900,000          |
| Aluminum Co. of America, Deb.                                      | 3      | 1979      | 750,000          |
| Aluminum Co. of America, Deb.                                      | 4 1/4  | 1982      | 250,000          |
| Aluminum Co. of America, S. F. Deb.                                | 3 7/8  | 1983      | 225,000          |
| American Can Co., Deb.   | 3 3/4  | 1988      | 750,000          |
| American Investment Co. of Illinois, Notes                         | 3 7/8  | 1966      | 166,000          |
| American Investment Co. of Illinois, Notes                         | 3 1/2  | 1974      | 180,000          |
| American Investment Co. of Illinois, Conv. Capital Notes           | 4 1/2  | 1981      | 200,000          |
| Anheuser-Busch, Inc., Deb.   | 3 3/4  | 1977      | 699,000          |
| Associates Investment Co., Notes                                   | 3 1/2  | 1961      | 250,000          |
| Associates Investment Co., Notes                                   | 3 1/2  | 1967      | 500,000          |
| Atlantic Refining Co., Deb.  | 3 1/4  | 1979      | 285,000          |
| Bishop of the Catholic Diocese of Jefferson City, Mo., First Mtge. | 5      | 1974      | 572,000          |
| Brown Shoe Co., Inc., Deb.   | 3 1/2  | 1971      | 131,000          |
| Caterpillar Tractor Co., Deb.                                      | 4 1/2  | 1977      | 500,000          |
| C. I. T. Financial Corp., Deb.                                     | 3 3/8  | 1970      | 250,000          |
| Commercial Credit Co., Notes                                       | 3 1/2  | 1965      | 750,000          |
| Commercial Credit Co., Deb.  | 4 1/8  | 1978      | 250,000          |
| Continental Baking Co., Deb.                                       | 3      | 1965      | 297,000          |
| Continental Oil Co., Deb.  | 3      | 1984      | 495,000          |
| Flintkote Company, Deb.  | 4 3/8  | 1977      | 500,000          |
| General American Transportation Corp., Equip. Trust Certfs.        | 4 1/8  | 1978      | 472,000          |
| General Electric Co., Deb.   | 3 1/2  | 1976      | 500,000          |
| General Motors Acceptance Corp., Deb.                              | 3      | 1969      | 600,000          |
| General Motors Acceptance Corp., Deb.                              | 3 5/8  | 1975      | 150,000          |
| General Motors Acceptance Corp., Deb.                              | 4      | 1979      | 250,000          |
| General Motors Corporation, Deb.                                   | 3 1/4  | 1979      | 750,000          |
| Hilton Hotels, Corp., Deb.   | 6      | 1984      | 250,000          |
| Inland Steel Co., First Mtge., I.                                  | 3.20   | 1982      | 180,000          |
| Kentucky Finance Company, Inc., Notes                              | 5 3/4  | 1975      | 250,000          |
| Kimberly-Clark Corp., S. F. Deb.                                   | 3 3/4  | 1983      | 500,000          |
| Liberty Loan Corp., Notes  | 5 1/2  | 1980      | 350,000          |
| Liberty Loan Corp., Notes  | 5 7/8  | 1975      | 500,000          |
| Martin Co. (The), S. F. Deb.                                       | 5 1/2  | 1968      | 165,000          |
| May Department Stores Co., Deb.                                    | 3 3/4  | 1978      | 500,000          |
| Moog Servocontrols, Inc., Notes                                    | 6      | 1974      | 250,000          |
| National Distillers & Chemical Corp., S. F. Deb.                   | 4 3/4  | 1983      | 500,000          |
| National Steel Corp., First Mtge.                                  | 3 7/8  | 1986      | 500,000          |
| Pacific Finance Corp., Deb.  | 3 1/2  | 1965      | 500,000          |
| Pacific Finance Corp., Notes                                       | 5 1/4  | 1980      | 250,000          |
| Phillips Petroleum Co., Deb.                                       | 2 3/4  | 1964      | 250,000          |
| Phillips Petroleum Co., Conv. Sub. Deb.                            | 4 1/4  | 1987      | 300,000          |
| R. J. Reynolds Tobacco Co., Deb.                                   | 3      | 1973      | 196,000          |
| Safeway Stores, Inc., Deb., B.                                     | 4 1/4  | 1969      | 220,000          |
| Seaboard Finance Co., Deb.   | 5 1/4  | 1980      | 500,000          |
| Sinclair Oil Co., Conv. Deb.                                       | 4 3/8  | 1986      | 250,000          |
| Socony-Mobil Oil Co., Deb.   | 2 1/2  | 1976      | 300,000          |
| Sperry Rand Corp., Deb.  | 5 1/2  | 1982      | 500,000          |
| Standard Oil Co., (New Jersey) Deb.                                | 2 3/4  | 1974      | 600,000          |
| Standard Oil Co., (Ohio) Deb.                                      | 4 1/4  | 1982      | 500,000          |
| Sterling Drug, Inc., Deb.  | 3 1/4  | 1980      | 500,000          |
| Sylvania Electric Products, Inc., S. F. Deb.                       | 4 3/4  | 1980      | 500,000          |
| Talcott (James), Senior Notes                                      | 5 1/2  | 1979      | 250,000          |
| Talcott (James), Senior Notes                                      | 5 1/2  | 1980      | 150,000          |
| Talcott (James), Capital Notes                                     | 5      | 1979      | 100,000          |
| West Virginia Pulp & Paper Co., Deb.                               | 4      | 1978      | 500,000          |
|  |        |           | \$ 22,683,000    |

Total Principal Amount \$105,848,644

## PREFERRED STOCKS

|   | Number of Shares |
|---|------------------|
| Consolidated Cigar Corporation, \$5.00 Series                     | 1,900            |
| General Contract Finance Corp., 5 1/2% Convertible \$20 Par Value | 3,000            |
| Natural Gas Pipeline Company of America, 5 1/2% \$100 Par Value   | 2,500            |

## COMMON STOCKS

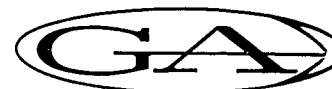
| Niagara Mohawk Power Corp.   | 7,086 |
|------------------------------|-------|
| Ohio Edison Co.              | 3,000 |
| Pacific Gas & Electric Co.   | 1,500 |
| Union Electric Co.           | 2,100 |
| Wisconsin Electric Power Co. | 600   |

## TELEPHONE

|                          |     |
|--------------------------|-----|
| American Tel. & Tel. Co. | 700 |
|--------------------------|-----|

## INDUSTRIALS

|                                   |                |
|-----------------------------------|----------------|
| Continental Can Co.               | 1,500          |
| Federated Department Stores, Inc. | 2,000          |
| General Motors Corp.              | 2,000          |
| May Department Stores Co.         | 1,500          |
| National Dairy Products Co.       | 1,500          |
| Parke, Davis & Co.                | 2,000          |
| Standard Oil Co. (Indiana)        | 2,000          |
| Standard Oil Co. (New Jersey)     | 41             |
| United States Steel Corp.         | 700            |
| Total Market Value of Stocks      | \$1,768,275.00 |



# GENERAL AMERICAN LIFE

INSURANCE COMPANY, ST. LOUIS

## BONDS AND STOCKS OWNED ON DECEMBER 31, 1960

### GOVERNMENT BONDS — UNITED STATES

|                              | Coupon | Maturity         | Principal Amount |
|------------------------------|--------|------------------|------------------|
| United States Treasury Bonds | 1 1/2  | Apr. 1, 1964     | \$ 100,000       |
| United States Treasury Bonds | 1 1/2  | Oct. 1, 1964     | 1,500,000        |
| United States Treasury Bonds | 1 1/2  | Apr. 1, 1965     | 8,033,000        |
| United States Treasury Bonds | 2 1/2  | Dec. 15, 1969-64 | 29,500           |
| United States Treasury Bonds | 2 1/2  | Mar. 15, 1970-65 | 1,500,000        |
| United States Treasury Bonds | 2 1/2  | Mar. 15, 1971-66 | 1,370,000        |
| United States Treasury Bonds | 3 1/4  | June 15, 1983-78 | 100,000          |
| United States Treasury Bonds | 2 3/4  | Apr. 1, 1980-75  | 10,000           |
|                              |        |                  | \$12,642,500     |

### MUNICIPAL BONDS

|   | Coupon   | Maturity    | Principal Amount |
|---|----------|-------------|------------------|
| Aldine Independent School District, Harris County, Texas, Schoolhouse                   | 4.00     | 1997 & 1998 | \$ 250,000       |
| City of Birmingham, Alabama, Industrial Water Board Rev.                                | 4.90     | 1989 & 1998 | 340,000          |
| Carlsbad, New Mexico, Joint Water & Sewer Refunding and Extension Rev.                  | 4.50     | 1982 & 1985 | 350,000          |
| City of Chicago, Chicago-O'Hara International Airport Rev.                              | 4.75     | 1999        | 500,000          |
| City of Clayton, Parking Facilities Rev.  | 3.90     | 1972-1974   | 185,000          |
| Dade County, Florida, Port Authority Rev.   | 4.70     | 1999        | 250,000          |
| Erie County Water Authority (N. Y.) Water Rev.  | 4.00     | 1998        | 400,000          |
| Farmington, New Mexico, Elec., Light, Water and Sewer Rev.                              | 4.75     | 1994        | 350,000          |
| City of Garland, Texas, Elec., Water & Sewer Rev.                                       | 3.00     | 1984 & 1985 | 450,000          |
| Georgia Rural Roads Authority   | 3.70     | 1977-1979   | 310,000          |
| Grant County, Wash., Public Utility District #2, Wanapum, Hydro-Elec. Rev.              | 4.875    | 2009        | 500,000          |
| Harper Creek Community Schools, Calhoun County, Michigan School                         | 4.375    | 1976-1979   | 215,000          |
| Territory of Hawaii, Aviation Rev.  | 4.30     | 1984        | 250,000          |
| Board of Water Supply of the City & County of Honolulu, Consolidated System Rev.        | 4.20     | 1986 & 1987 | 385,000          |
| City of Hot Springs, Arkansas, Industrial Development Rev.                              | 5.00     | 1961-1980   | 500,000          |
| Oakland County, Michigan, Sewage Disposal   | 4.375    | 1985        | 250,000          |
| Oroville-Wyandotte, Irrigation District, Calif., South Fork Power Rev.                  | 4.25     | 2010        | 500,000          |
| Ottumwa, Iowa, Water Rev.   | 4.125    | 1993-2000   | 315,000          |
| School District No. 187 (Cahokia) St. Clair County, School Site and Building            | 4.25     | 1974 & 1975 | 250,000          |
| St. Louis County, Missouri, Re-Organized School District #R-6, School Bldg. & Site      | 4.25     | 1974-1976   | 255,000          |
| South Bend School Building Corporation, St. Joseph County, Indiana, First Mortgage Rev. | 4.00     | 1972 & 1973 | 250,000          |
| Taylorville, Illinois, Water Rev.   | 4.375    | 1987-1990   | 250,000          |
| University of Illinois, Board of Trustees Rev.  | 2.5-4.75 | 1984        | 500,000          |
| University of Missouri, Dormitory Rev.  | 4.00     | 1979 & 1980 | 100,000          |
| University of Washington, Rev.  | 4.125    | 1989 & 1990 | 250,000          |
| West Virginia University, Board of Governors Agric. & Eng. Building Rev.                | 4.30     | 1984 & 1985 | 350,000          |
| Wisconsin State Agencies Building Corp., Educational Facilities Bldg.                   | 3.90     | 1988        | 250,000          |
|   |          |             | \$8,755,000      |

### PUBLIC UTILITY BONDS

|   | Coupon | Maturity | Principal Amount |
|---|--------|----------|------------------|
| Alabama Power Company, First Mtge.      | 3 1/2  | 1972     | \$ 77,000        |
| Appalachian Elec. Pr. Co., First Mtge.  | 3 1/4  | 1970     | 200,000          |
| Appalachian Elec. Pr. Co., First Mtge.  | 2 7/8  | 1980     | 125,000          |
| Arizona Public Service Co., First Mtge. | 3 1/4  | 1984     | 300,000          |
| Arkansas Power & Light Co., First Mtge. | 3 1/2  | 1982     | 400,000          |
| Arkansas Power & Light Co., First Mtge. | 3 1/4  | 1984     | 200,000          |



## PUBLIC UTILITY BONDS (CONT'D)

|  | Coupon | Maturity | Principal Amount |
|--|--------|----------|------------------|
| Atlantic City Elec. Co., First Mtge.                                     | 2½     | 1979     | 250,000          |
| Atlantic City Elec. Co., First Mtge.                                     | 2½     | 1980     | 250,000          |
| Boston Edison Co., First Mtge., B.                                       | 2½     | 1980     | 600,000          |
| Boston Edison Co., First Mtge., E.                                       | 3      | 1984     | 400,000          |
| Central Illinois Public Service Co., First Mtge., D.                     | 3½     | 1982     | 300,000          |
| Central Illinois Public Service Co., First Mtge., F.                     | 3½     | 1984     | 50,000           |
| Central Power & Light Co., First Mtge., D.                               | 3½     | 1982     | 300,000          |
| Central Power & Light Co., First Mtge., F.                               | 3½     | 1984     | 200,000          |
| Central Power & Light Co., First Mtge., G.                               | 3½     | 1986     | 250,000          |
| Cincinnati Gas & Elec. Co., First Mtge.                                  | 2½     | 1975     | 150,000          |
| Cincinnati Gas & Elec. Co., First Mtge.                                  | 2½     | 1978     | 385,000          |
| Cleveland Elec. Illuminating Co., First Mtge.                            | 3      | 1982     | 400,000          |
| Cleveland Elec. Illuminating Co., First Mtge.                            | 2½     | 1985     | 200,000          |
| Cleveland Elec. Illuminating Co., First Mtge.                            | 3      | 1989     | 300,000          |
| Columbus & Southern Ohio Elec. Co., First Mtge.                          | 3½     | 1983     | 250,000          |
| Columbus & Southern Ohio Elec. Co., First Mtge.                          | 3½     | 1986     | 250,000          |
| Commonwealth Edison Co., First Mtge., L.                                 | 3      | 1977     | 300,000          |
| Commonwealth Edison Co., First Mtge., N.                                 | 3      | 1978     | 200,000          |
| Commonwealth Edison Co., First Mtge., O.                                 | 3½     | 1982     | 250,000          |
| Consolidated Edison Co. of New York, Inc., First & Ref. Mtge., D.        | 3      | 1972     | 100,000          |
| Consolidated Edison Co. of New York, Inc., First & Ref. Mtge., E.        | 3      | 1979     | 150,000          |
| Consolidated Edison Co. of New York, Inc., First & Ref. Mtge., A.        | 2½     | 1982     | 350,000          |
| Consolidated Edison Co. of New York, Inc., First & Ref. Mtge., H.        | 3½     | 1982     | 100,000          |
| Consolidated Edison Co. of New York, Inc., First & Ref. Mtge., I.        | 3½     | 1983     | 200,000          |
| Consolidated Gas, Elec. Lt. & Pr. Co. of Baltimore, First Ref. Mtge., U. | 2½     | 1981     | 600,000          |
| Consolidated Gas, Elec. Lt. & Pr. Co. of Baltimore, First Ref. Mtge., Z. | 3      | 1989     | 400,000          |
| Consolidated Natural Gas Co., Deb.                                       | 3      | 1978     | 250,000          |
| Consolidated Natural Gas Co., Deb.                                       | 3½     | 1979     | 500,000          |
| Consumers Power Co., First Mtge.   | 2½     | 1975     | 300,000          |
| Consumers Power Co., First Mtge.   | 2½     | 1977     | 150,000          |
| Consumers Power Co., First Mtge.   | 3      | 1984     | 300,000          |
| Dallas Power & Light Co., First Mtge.                                    | 2½     | 1979     | 300,000          |
| Dallas Power & Light Co., First Mtge.                                    | 2½     | 1980     | 300,000          |
| Dallas Power & Light Co., First Mtge.                                    | 3½     | 1983     | 150,000          |
| Dayton Power & Light Co., First Mtge.                                    | 2½     | 1975     | 300,000          |
| Dayton Power & Light Co., First Mtge.                                    | 3      | 1978     | 300,000          |
| Delaware Power & Light Co., First Mtge. & Coll. Tr.                      | 2½     | 1980     | 400,000          |
| Detroit Edison Co., Gen. & Ref. Mtge., H.                                | 3      | 1970     | 50,000           |
| Detroit Edison Co., Gen. & Ref. Mtge., I.                                | 2½     | 1982     | 300,000          |
| Detroit Edison Co., Gen. & Ref. Mtge., J.                                | 2½     | 1985     | 250,000          |
| Detroit Edison Co., Gen. & Ref. Mtge., N.                                | 2½     | 1984     | 150,000          |
| Duquesne Light Co., First Mtge.  | 2½     | 1977     | 400,000          |
| Duquesne Light Co., First Mtge.  | 2½     | 1979     | 100,000          |
| Duquesne Light Co., First Mtge.  | 2½     | 1980     | 100,000          |
| Equitable Gas Co., First Mtge.   | 4½     | 1983     | 750,000          |
| Gulf Power Co., First Mtge.  | 3½     | 1984     | 500,000          |
| Gulf States Utilities Co., First Mtge.                                   | 3      | 1978     | 398,000          |
| Gulf States Utilities Co., First Mtge.                                   | 2½     | 1979     | 100,000          |
| Gulf States Utilities Co., First Mtge.                                   | 2½     | 1980     | 100,000          |
| Hawaiian Elec. Co., Ltd., First Mtge.                                    | 4½     | 1989     | 250,000          |
| Houston Lighting & Power Co., First Mtge.                                | 2½     | 1974     | 170,000          |
| Houston Lighting & Power Co., First Mtge.                                | 3      | 1989     | 630,000          |
| Illinois Power Co., First Mtge.  | 2½     | 1976     | 100,000          |
| Illinois Power Co., First Mtge.  | 2½     | 1979     | 199,000          |
| Illinois Power Co., First Mtge.  | 2½     | 1980     | 300,000          |
| Illinois Power Co., First Mtge.  | 3½     | 1982     | 200,000          |
| Indiana & Michigan Elec. Co., First Mtge.                                | 3      | 1978     | 200,000          |
| Indiana & Michigan Elec. Co., First Mtge.                                | 2½     | 1980     | 400,000          |
| Indianapolis Power & Light Co., First Mtge.                              | 3      | 1974     | 200,000          |
| Indianapolis Power & Light Co., First Mtge.                              | 2½     | 1979     | 400,000          |
| Indianapolis Power & Light Co., First Mtge.                              | 3½     | 1983     | 150,000          |
| Iowa Power & Light Co., First Mtge.                                      | 3½     | 1973     | 79,000           |
| Iowa Power & Light Co., First Mtge.                                      | 3      | 1978     | 210,000          |
| Iowa Power & Light Co., First Mtge.                                      | 2½     | 1979     | 209,000          |
| Kansas City Power & Light Co., First Mtge.                               | 2½     | 1976     | 200,000          |
| Kansas City Power & Light Co., First Mtge.                               | 2½     | 1978     | 200,000          |
| Kansas City Power & Light Co., First Mtge.                               | 2½     | 1980     | 200,000          |
| Long Island Lighting Co., First Mtge.                                    | 3½     | 1982     | 400,000          |
| Louisville Gas & Electric Co., First Mtge.                               | 2½     | 1979     | 600,000          |
| Louisville Gas & Electric Co., First Mtge.                               | 3½     | 1984     | 250,000          |
| Michigan Cons. Gas Co., First Mtge.                                      | 3½     | 1980     | 500,000          |
| Missouri Power & Light Co., First Mtge.                                  | 2½     | 1976     | 350,000          |
| Missouri Power & Light Co., First Mtge.                                  | 2½     | 1979     | 250,000          |
| Missouri Power & Light Co., First Mtge.                                  | 3½     | 1984     | 300,000          |
| Missouri Public Service Co., First Mtge.                                 | 4½     | 1987     | 500,000          |

## PUBLIC UTILITY BONDS (CONT'D)

|  | Coupon | Maturity | Principal Amount |
|--|--------|----------|------------------|
| New Jersey Power & Light Co., First Mtge.              | 3½     | 1984     | 500,000          |
| New York Power & Light Corp., First Mtge.              | 2½     | 1975     | 300,000          |
| New York State Elec. & Gas Corp., First Mtge.          | 3½     | 1988     | 250,000          |
| Niagara Mohawk Power Corp., Gen. Mtge.                 | 2½     | 1980     | 300,000          |
| Niagara Mohawk Power Corp., Gen. Mtge.                 | 3½     | 1984     | 300,000          |
| Northern Illinois Gas Co., First Mtge.                 | 3½     | 1979     | 315,000          |
| Northern Natural Gas Co., S. F. Deb.                   | 4½     | 1976     | 500,000          |
| Northern States Power Co., (Minn.) First Mtge.         | 2½     | 1975     | 275,000          |
| Northern States Power Co., (Minn.) First Mtge.         | 3      | 1978     | 225,000          |
| Northern States Power Co., (Minn.) First Mtge.         | 2½     | 1979     | 100,000          |
| Northern States Power Co., (Minn.) First Mtge.         | 3½     | 1982     | 200,000          |
| Ohio Edison Co., First Mtge.                           | 2½     | 1980     | 400,000          |
| Ohio Power Co., First Mtge.                            | 3      | 1978     | 600,000          |
| Ohio Power Co., First Mtge.                            | 3½     | 1984     | 150,000          |
| Oklahoma Gas & Elec. Co., First Mtge.                  | 2½     | 1975     | 200,000          |
| Oklahoma Gas & Elec. Co., First Mtge.                  | 2½     | 1980     | 300,000          |
| Oklahoma Gas & Elec. Co., First Mtge.                  | 3½     | 1982     | 150,000          |
| Oklahoma Gas & Elec. Co., First Mtge.                  | 3½     | 1988     | 350,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., J.        | 3      | 1970     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., T.        | 2½     | 1976     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., Q.        | 2½     | 1980     | 200,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., R.        | 3½     | 1982     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., S.        | 3      | 1983     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., X.        | 3½     | 1984     | 200,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., U.        | 3½     | 1985     | 100,000          |
| Pennsylvania Elec. Co., First Mtge.                    | 3½     | 1972     | 62,000           |
| Philadelphia Elec. Co., First & Ref. Mtge.             | 2½     | 1978     | 300,000          |
| Philadelphia Elec. Co., First & Ref. Mtge.             | 2½     | 1981     | 300,000          |
| Portland General Electric Co., First Mtge.             | 4½     | 1987     | 500,000          |
| Portland General Electric Co., First Mtge.             | 5½     | 1990     | 250,000          |
| Portland General Electric Co., First Mtge.             | 4½     | 1987     | 250,000          |
| Potomac Electric Power Co., First Mtge.                | 3½     | 1977     | 120,000          |
| Potomac Electric Power Co., First Mtge.                | 3      | 1983     | 270,000          |
| Potomac Electric Power Co., First Mtge.                | 3½     | 1985     | 210,000          |
| Potomac Electric Power Co., First Mtge.                | 3½     | 1988     | 300,000          |
| Public Service Co. of Colorado, First Mtge.            | 3½     | 1984     | 500,000          |
| Public Service Co. of Indiana, Inc., First Mtge., F.   | 3½     | 1975     | 140,000          |
| Public Service Co. of Indiana, Inc., First Mtge., G.   | 3½     | 1977     | 260,000          |
| Public Service Co. of Indiana, Inc., First Mtge., J.   | 3½     | 1982     | 200,000          |
| Public Service Co. of Indiana, Inc., First Mtge., K.   | 3½     | 1984     | 250,000          |
| Public Service Co. of Oklahoma, First Mtge., E.        | 3½     | 1984     | 750,000          |
| Public Service Co. of Oklahoma, First Mtge., F.        | 3½     | 1987     | 500,000          |
| Public Service Elec. & Gas Co., First & Ref. Mtge.     | 3      | 1972     | 220,000          |
| Public Service Elec. & Gas Co., First & Ref. Mtge.     | 2½     | 1979     | 280,000          |
| Public Service Elec. & Gas Co., First & Ref. Mtge.     | 3½     | 1980     | 100,000          |
| Public Service Elec. & Gas Co., First & Ref. Mtge.     | 3½     | 1984     | 300,000          |
| Public Service Elec. & Gas Co., Deb.                   | 4½     | 1977     | 349,000          |
| St. Louis County Water Co., First Mtge., E.            | 3½     | 1985     | 500,000          |
| San Diego Gas & Elec. Co., First Mtge., C.             | 3      | 1978     | 400,000          |
| San Diego Gas & Elec. Co., First Mtge., E.             | 2½     | 1984     | 350,000          |
| Southern California Edison Co., First & Ref. Mtge., A. | 3½     | 1973     | 135,000          |
| Southern California Edison Co., First & Ref. Mtge., B. | 3      | 1973     | 200,000          |
| Southern California Edison Co., First & Ref. Mtge., C. | 2½     | 1976     | 265,000          |
| Southern California Edison Co., First & Ref. Mtge., F. | 3      | 1979     | 300,000          |
| Southern California Gas Co., First Mtge.               | 3½     | 1970     | 38,000           |
| Southern Indiana Gas & Elec. Co., First Mtge.          | 3½     | 1984     | 250,000          |
| Tennessee Gas Transmission Co., First Mtge.            | 5½     | 1977     | 46,000           |
| Tennessee Gas Transmission Co., First Mtge.            | 5½     | 1979     | 291,000          |
| Texas Elec. Service Co., First Mtge.                   | 2½     | 1975     | 290,000          |
| Texas Elec. Service Co., First Mtge.                   | 2½     | 1979     | 250,000          |
| Texas Elec. Service Co., First Mtge.                   | 3½     | 1985     | 260,000          |
| Texas Power & Light Co., First Mtge.                   | 2½     | 1975     | 470,000          |
| Texas Power & Light Co., First Mtge.                   | 3      | 1977     | 55,000           |
| Texas Power & Light Co., First Mtge.                   | 3      | 1978     | 75,000           |
| Union Elec. Co. of Missouri, First Mtge. & Coll. Tr.   | 3½     | 1971     | 350,000          |
| Union Elec. Co. of Missouri, First Mtge. & Coll. Tr.   | 2½     | 1980     | 250,000          |
| Union Elec. Co. of Missouri, First Mtge. & Coll. Tr.   | 3½     | 1982     | 250,000          |
| Union Electric Co., First Mtge.                        | 3½     | 1986     | 150,000          |
| Union Electric Co., First Mtge.                        | 4½     | 1988     | 245,000          |
| United Gas Corp., First Mtge. & Coll. Tr.              | 3½     | 1975     | 500,000          |
| Utah Power & Light Co., First Mtge.                    | 2½     | 1980     | 250,000          |
| Virginia Elec. & Power Co., First & Ref. Mtge., E.     | 2½     | 1975     | 300,000          |
| Virginia Elec. & Power Co., First & Ref. Mtge., F.     | 3      | 1978     | 200,000          |
| Virginia Elec. & Power Co., First & Ref. Mtge., H.     | 2½     | 1980     | 100,000          |
| Virginia Elec. & Power Co., First & Ref. Mtge., K.     | 3½     | 1984     | 250,000          |
| Wisconsin Elec. Power Co., First Mtge.                 | 2½     | 1976     | 100,000          |
| Wisconsin Elec. Power Co., First Mtge.                 | 2½     | 1980     | 500,000          |
| Wisconsin Elec. Power Co., First Mtge.                 | 3½     | 1984     | 150,000          |

\$42,878,000

## TELEPHONE BONDS

|  | Coupon | Maturity | Principal Amount |
|--|--------|----------|------------------|
| American Tel. & Tel. Co., Deb.               | 2½     | 1971     | \$200,000        |
| American Tel. & Tel. Co., Deb.               | 3½     | 1973     | 150,000          |
| American Tel. & Tel. Co., Deb.               | 2½     | 1982     | 175,000          |
| American Tel. & Tel. Co., Deb.               | 3½     | 1984     | 405,000          |
| American Tel. & Tel. Co., Deb.               | 2½     | 1986     | 35,000           |
| American Tel. & Tel. Co., Deb.               | 2½     | 1987     | 35,000           |
| American Tel. & Tel. Co., Deb.               | 3½     | 1990     | 250,000          |
| American Tel. & Tel. Co., Deb.               | 5      | 1983     | 250,000          |
| Bell Telephone Co. of Pennsylvania, Deb.     | 3      | 1974     | 600,000          |
| Bell Telephone Co. of Pennsylvania, Deb.     | 3½     | 1996     | 250,000          |
| Illinois Bell Telephone Co., First Mtge., B. | 3      | 1978     | 465,000          |
| Illinois Bell Telephone Co., First Mtge., A. | 2½     | 1981     | 235,000          |
| Michigan Bell Telephone Co., Deb.            | 3½     | 1988     | 550,000          |
| Mountain States Tel. & Tel. Co., Deb.        | 3½     | 1978     | 400,000          |
| Mountain States Tel. & Tel. Co., Deb.        | 2½     | 1986     | 200,000          |
| Mountain States Tel. & Tel. Co., Deb.        | 3      | 1989     | 200,000          |
| Mountain States Tel. & Tel. Co., Deb.        | 4½     | 1988     | 200,000          |
| New England Tel. & Tel. Co., Deb.            | 3      | 1982     | 400,000          |
| New England Tel. & Tel. Co., Deb.            | 3½     | 1991     | 600,000          |
| New Jersey Bell Telephone Co., Deb.          | 3½     | 1988     | 400,000          |
| New Jersey Bell Telephone Co., Deb.          | 3      | 1989     | 305,000          |
| New Jersey Bell Telephone Co., Deb.          | 2½     | 1990     | 45,000           |
| New York Telephone Co., Ref. Mtge., E.       | 3½     | 1978     | 100,000          |
| New York Telephone Co., Ref. Mtge., F.       | 3      | 1981     | 270,000          |
| New York Telephone Co., Ref. Mtge., D.       | 2½     | 1982     | 230,000          |
| New York Telephone Co., Ref. Mtge., I.       | 3½     | 1996     | 400,000          |
| Northwestern Bell Tel. Co., Deb.             | 2½     | 1984     | 600,000          |
| Northwestern Bell Tel. Co., Deb.             | 3½     | 1996     | 400,000          |
| Pacific Tel. & Tel. Co., Deb.                | 3½     | 1978     | 100,000          |
| Pacific Tel. & Tel. Co., Deb.                | 3½     | 1983     | 50,000           |
| Pacific Tel. & Tel. Co., Deb.                | 2½     | 1985     | 450,000          |
| Southern Bell Tel. & Tel. Co., Deb.          | 3      | 1979     | 175,000          |
| Southern Bell Tel. & Tel. Co., Deb.          | 2½     | 1985     | 275,000          |
| Southern Bell Tel. & Tel. Co., Deb.          | 2½     | 1987     | 250,000          |
| Southern Bell Tel. & Tel. Co., Deb.          | 3½     | 1989     | 100,000          |
| Southwestern Bell Tel. Co., Deb.             | 3½     | 1983     | 250,000          |
| Southwestern Bell Tel. Co., Deb.             | 2½     | 1985     | 450,000          |
| Southwestern Bell Tel. Co., Deb.             | 4½     | 1995     | 300,000          |
| Southwestern Bell Tel. Co., Deb.             | 4½     | 1992     | 500,000          |

\$11,250,000

## RAILROAD BONDS

|  | Coupon | Maturity                   | Principal Amount |
|--|--------|----------------------------|------------------|
| Atchison, Topeka & Santa Fe Ry. Co., Gen. Mtge.                              | 4      | 1995                       | \$500,000        |
| Atlantic Coast Line R.R. Co., Eq. Tr., K.                                    | 4½     | 1971 & 72                  | 250,000          |
| Chicago, Burlington & Quincy R.R. Co., First & Ref. Mtge.                    | 3½     | 1985                       | 100,000          |
| Chicago, Burlington & Quincy R.R. Co., First & Ref. Mtge.                    | 3      | 1990                       | 199,000          |
| Chicago, Milwaukee, St. Paul, & Pacific R.R. Co., Eq. Tr. "MM"               | 2½     | 1964 & 65                  | 200,000          |
| Chicago, Rock Island & Pacific R.R. Co., First Mtge., A.                     | 2½     | 1980                       | 500,000          |
| Chicago Union Station Co., First Mtge., F.                                   | 3½     | 1963                       | 50,000           |
| Chicago & Western Indiana R.R. Co., First Coll. Tr. Mtge., A.                | 4½     | 1982                       | 235,000          |
| Cincinnati Union Terminal Co., First Mtge., G.                               | 2½     | 1974                       | 79,000           |
| Cleveland, Cincinnati, Chicago & St. Louis Ry. Co., Gen. Mtge., A.           | 4      | 1993                       | 200,000          |
| Kansas City Southern Ry. Co., First Mtge., C.                                | 3½     | 1984                       | 500,000          |
| Kansas City Terminal Ry. Co., First Mtge.                                    | 2½     | 1974                       | 200,000          |
| Minneapolis, St. Paul & Sault Ste. Marie Ry. Co., First Ref. Mtge., B (Reg.) | 5½     | 1978                       | 71,904           |
| Missouri Pacific R.R. Co., Eq. Tr. "LL"                                      | 2½     | 1963                       | 100,000          |
| Missouri Pacific R.R. Co., Eq. Tr. "OO"                                      | 2½     | 1963                       | 85,000           |
| Missouri Pacific R.R. Co., Eq. Tr. "C"                                       | 4½     | 1968-72                    | 165,000          |
| New York Central & Hudson River R.R. First Mtge.                             | 3½     | 1997                       | 10,000           |
| New York Central & Hudson River R.R. First Mtge. (Reg.)                      | 3½     | 1997                       | 140,000          |
| Northern Pacific Ry. Co., Prior Lien Mtge.                                   | 4      | 1997                       | 200,000          |
| Pennsylvania R.R. Co., Eq. Tr., Z  | 2½     | 1963                       | 200,000          |
| St. Louis-San Francisco Ry. Co., Con. Sales Agr.                             | 3½     | Semi-annually Through 1970 | 340,000          |
| St. Louis-San Francisco Ry. Co., Con. Sales Agr.                             | 5½     | Semi-annually Through 1975 | 250,000          |
| St. Louis Southwestern Ry. Co., First Mtge.                                  | 4      | 1989                       | 800,000          |
| Seaboard Air Line R.R. Co., First Mtge., B.                                  | 3      | 1980                       | 500,000          |
| Southern Pacific Co., San Francisco Terminal First Mtge., A.                 | 3½     | 1975                       | 196,000          |
| Terminal R.R. Association of St. Louis, Ref. & Imp. Mtge., D.                | 2½     | 1985                       | 600,000          |
| Terminal R.R. Association of St. Louis, Ref. & Imp. Mtge., C.                | 4      | 2019                       | 75,000           |
| Texas & Pacific Ry. Co., First Mtge.   | 5      | 2000                       | 180,000          |
| Union Pacific R.R. Co., Ref. Mtge., C.                                       | 2½     | 1991                       | 600,000          |
| Wabash Railroad Co., Con. Sales Agr.   | 3½     | Semi-annually Through 1962 | 114,240          |

\$7,640,144



# INDUSTRIAL & MISCELLANEOUS BONDS

|  | Coupon | Maturity | Principal Amount |
|--|--------|----------|------------------|
| Allied Chemical & Dye Corp., Deb.                                  | 3½     | 1978     | \$900,000        |
| Aluminum Co. of America, Deb.                                      | 3      | 1979     | 750,000          |
| Aluminum Co. of America, Deb.                                      | 4¼     | 1982     | 250,000          |
| Aluminum Co. of America, S. F. Deb.                                | 3⅞     | 1983     | 225,000          |
| American Can Co., Deb.   | 3¾     | 1988     | 750,000          |
| American Investment Co. of Illinois, Notes                         | 3⅞     | 1966     | 193,000          |
| American Investment Co. of Illinois, Notes                         | 3½     | 1974     | 190,000          |
| American Investment Co. of Illinois, Convertible Capital Notes     | 4½     | 1981     | 200,000          |
| Anheuser-Busch, Inc., Deb.   | 3⅞     | 1977     | 699,000          |
| Associates Investment Co., Notes                                   | 3½     | 1961     | 250,000          |
| Associates Investment Co., Notes                                   | 3½     | 1967     | 500,000          |
| Atlantic Refining Co., Deb.  | 3¾     | 1979     | 285,000          |
| Bishop of the Catholic Diocese of Jefferson City, Mo., First Mtge. | 5      | 1974     | 600,000          |
| Brown Shoe Co., Inc. Deb.  | 3½     | 1971     | 131,000          |
| Caterpillar Tractor Co., Deb.                                      | 4½     | 1977     | 500,000          |
| C. I. T. Financial Corp., Deb.                                     | 3⅞     | 1970     | 250,000          |
| Commercial Credit Co., Notes                                       | 3½     | 1965     | 750,000          |
| Commercial Credit Co., Deb.  | 4⅞     | 1978     | 250,000          |
| Continental Baking Co., Deb.                                       | 3      | 1965     | 297,000          |
| Continental Oil Co., Deb.  | 3      | 1984     | 495,000          |
| Flintkote Company, Deb.  | 4⅞     | 1977     | 500,000          |
| General American Transportation Corp., Equip. Trust Certfs.        | 4⅞     | 1978     | 472,000          |
| General Electric Co., Deb.   | 3½     | 1976     | 500,000          |
| General Motors Acceptance Corp., Deb.                              | 3      | 1969     | 600,000          |
| General Motors Acceptance Corp., Deb.                              | 3⅞     | 1975     | 150,000          |
| General Motors Acceptance Corp., Deb.                              | 4      | 1979     | 250,000          |
| General Motors Corporation, Deb.                                   | 3¾     | 1979     | 750,000          |
| Hilton Hotels, Corp., Deb.   | 6      | 1984     | 250,000          |
| Inland Steel Co., First Mtge., I.                                  | 3.20   | 1982     | 180,000          |
| Kimberly-Clark Corp., S. F. Deb.                                   | 3¾     | 1983     | 500,000          |
| Martin Co. (The), S. F. Deb.                                       | 5½     | 1968     | 165,000          |
| May Department Stores Co., Deb.                                    | 3¾     | 1978     | 500,000          |
| National Distillers & Chemical Corp. S. F., Deb.                   | 4¾     | 1983     | 500,000          |
| National Steel Corp., First Mtge.                                  | 3⅞     | 1986     | 500,000          |
| Pacific Finance Corp., Deb.  | 3½     | 1965     | 500,000          |
| Pacific Finance Corp., Notes                                       | 5¼     | 1980     | 250,000          |
| Phillips Petroleum Co., Deb.                                       | 2¾     | 1964     | 250,000          |
| Phillips Petroleum Co., Conv. Sub. Deb.                            | 4¼     | 1987     | 300,000          |
| R. J. Reynolds Tobacco Co., Deb.                                   | 3      | 1973     | 196,000          |
| Safeway Stores, Inc., Deb., B.                                     | 4¼     | 1969     | 220,000          |
| Sinclair Oil Company, Conv. Deb.                                   | 4⅞     | 1986     | 250,000          |
| Socony-Mobil Oil Co., Deb.   | 2½     | 1976     | 300,000          |
| Sperry Rand Corp., Deb.  | 5½     | 1982     | 500,000          |
| Standard Oil Co., (New Jersey) Deb.                                | 2¾     | 1974     | 600,000          |
| Standard Oil Co., (Ohio) Deb.                                      | 4¼     | 1982     | 500,000          |
| Sterling Drug, Inc., Deb.  | 3¾     | 1980     | 500,000          |
| Sylvania Electric Products, Inc., S. F. Deb.                       | 4¾     | 1980     | 500,000          |
| Talcott (James), Senior Notes                                      | 5½     | 1979     | 250,000          |
| Talcott (James), Capital Notes                                     | 5      | 1979     | 100,000          |
| West Virginia Pulp & Paper Co., Deb.                               | 4      | 1978     | 500,000          |

Total Principal Amount of Bonds

\$19,998,000  
\$104,778,804

## PREFERRED STOCKS

|                                       |                  |
|---------------------------------------|------------------|
| General Contract Finance Corp., Conv. | Number of Shares |
|---------------------------------------|------------------|

3,000

## COMMON STOCKS

### PUBLIC UTILITIES

|                            |       |
|----------------------------|-------|
| Niagara Mohawk Power Corp. | 7,086 |
| Ohio Edison Co.            | 1,000 |
| Union Electric Co.         | 1,100 |

### TELEPHONE

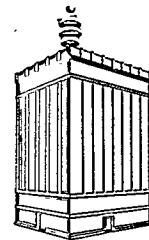
|                      |     |
|----------------------|-----|
| American Tel. & Tel. | 700 |
|----------------------|-----|

### INDUSTRIALS

|                               |       |
|-------------------------------|-------|
| Continental Can Co.           | 1,500 |
| General Motors Corp.          | 1,500 |
| Federated Dept. Stores        | 1,000 |
| National Dairy Products Corp. | 1,000 |
| Parke, Davis & Co.            | 1,000 |
| Standard Oil Co. (Indiana)    | 1,000 |
| Standard Oil Co. (New Jersey) | 11    |
| United States Steel Corp.     | 500   |

Total Market Value of Stocks

\$871,960



# General American Life Insurance Company

BONDS AND STOCKS OWNED ON DECEMBER 31, 1959



## GOVERNMENT BONDS — UNITED STATES

|                              | Coupon | Maturity         | Principal Amount |
|------------------------------|--------|------------------|------------------|
| United States Treasury Bonds | 1½     | Apr. 1, 1964     | \$ 5,000,000     |
| United States Treasury Bonds | 2½     | Dec. 15, 1969-64 | 29,500           |
| United States Treasury Bonds | 2½     | Mar. 15, 1970-65 | 1,500,000        |
| United States Treasury Bonds | 2½     | Mar. 15, 1971-66 | 1,370,000        |
| United States Treasury Bonds | 3¼     | June 15, 1983-78 | 100,000          |
| United States Treasury Bonds | 2¾     | Apr. 1, 1980-75  | 10,543,000       |
|                              |        |                  | \$18,542,500     |



## MUNICIPAL BONDS

|  | Coupon   | Maturity | Principal Amount |
|--|----------|----------|------------------|
| Birmingham, Alabama, Industrial Water Board Rev.               | 4.90     | 1989     | \$ 250,000       |
| Chicago, Chicago-O'Hare International Airport Rev.             | 4.75     | 1999     | 500,000          |
| Clayton, Missouri, St. Louis County, Parking Facilities Rev.   | 3.90     | 1972-74  | 185,000          |
| Garland, Texas, Electric, Water & Sewer Rev.                   | 3.00     | 1984-85  | 450,000          |
| Erie County Water Authority (N. Y.) Water Rev.                 | 4.30     | 1998     | 400,000          |
| Farmington, New Mexico, Electric, Light, Water, and Sewer Rev. | 4.75     | 1994     | 350,000          |
| Georgia Rural Roads Authority                                  | 3.70     | 1977-79  | 310,000          |
| Grant County, Wash. Public Utility District                    |          |          |                  |
| #2, Wanapum, Hydro-Elec. Rev.                                  | 4.875    | 2009     | 500,000          |
| Oakland County, Michigan, Sewage Disposal                      | 4.40     | 1985     | 250,000          |
| St. Louis County, Missouri, Re-Organized                       |          |          |                  |
| School District #R-6 School Bldg. & Site                       | 4.25     | 1974-76  | 255,000          |
| South Bend School Bldg. Corp., Indiana,                        |          |          |                  |
| St. Joseph County, First Mtge. Rev.                            | 4.00     | 1972-73  | 250,000          |
| Territory of Hawaii, Aviation Rev.                             | 4.33     | 1984     | 250,000          |
| University of Illinois, Board of Trustees, Rev.                | 2.5-4.75 | 1984     | 500,000          |
| University of Missouri, Dormitory Rev.                         | 4.00     | 1979-80  | 100,000          |
| West Virginia University, Board of                             |          |          |                  |
| Governors Agric. & Eng. Bldg. Rev.                             | 4.30     | 1984-85  | 350,000          |
| Wisconsin State Agencies Building Corp.                        |          |          |                  |
| Educational Facilities Bldg.                                   | 3.90     | 1988     | 250,000          |
|  |          |          | \$5,150,000      |



## PUBLIC UTILITY BONDS

|   | Coupon | Maturity | Principal Amount |
|---|--------|----------|------------------|
| Alabama Power Company, First Mtge.      | 3½     | 1972     | \$ 77,000        |
| Appalachian Elec. Pr. Co., First Mtge.  | 3¼     | 1970     | 200,000          |
| Appalachian Elec. Pr. Co., First Mtge.  | 2⅞     | 1980     | 125,000          |
| Arizona Public Service Co., First Mtge. | 3¼     | 1984     | 300,000          |
| Arkansas Power & Light Co., First Mtge. | 3½     | 1982     | 400,000          |
| Arkansas Power & Light Co., First Mtge. | 3¼     | 1984     | 200,000          |



PUBLIC UTILITY BONDS (cont'd)

|   | Coupon | Maturity | Principal Amount |
|---|--------|----------|------------------|
| Atlantic City Elec. Co., First Mtge.  | 2½     | 1979     | 250,000          |
| Atlantic City Elec. Co., First Mtge.  | 2½     | 1980     | 250,000          |
| Boston Edison Co., First Mtge., B.  | 2¾     | 1980     | 600,000          |
| Boston Edison Co., First Mtge., E.  | 3      | 1984     | 400,000          |
| Central Illinois Public Service Co., First Mtge., D                         | 3½     | 1982     | 300,000          |
| Central Illinois Public Service Co., First Mtge., F                         | 3¼     | 1984     | 50,000           |
| Central Power & Light Co., First Mtge., D.                                  | 3½     | 1982     | 300,000          |
| Central Power & Light Co., First Mtge., F.                                  | 3½     | 1984     | 200,000          |
| Central Power & Light Co., First Mtge., G.                                  | 3¼     | 1986     | 250,000          |
| Cincinnati Gas & Elec. Co., First Mtge.                                     | 2¼     | 1975     | 150,000          |
| Cincinnati Gas & Elec. Co., First Mtge.                                     | 2½     | 1978     | 385,000          |
| Cleveland Elec. Illuminating Co., First Mtge.                               | 3      | 1982     | 400,000          |
| Cleveland Elec. Illuminating Co., First Mtge.                               | 2¾     | 1985     | 200,000          |
| Cleveland Elec. Illuminating Co., First Mtge.                               | 3      | 1989     | 300,000          |
| Columbus & Southern Ohio Elec. Co., First Mtge.                             | 3½     | 1983     | 250,000          |
| Columbus & Southern Ohio Elec. Co., First Mtge.                             | 3¼     | 1986     | 250,000          |
| Commonwealth Edison Co., First Mtge., L.                                    | 3      | 1977     | 300,000          |
| Commonwealth Edison Co., First Mtge., N.                                    | 3      | 1978     | 200,000          |
| Commonwealth Edison Co., First Mtge., O.                                    | 3¼     | 1982     | 250,000          |
| Consolidated Edison Co., of New York, Inc.,<br>First & Ref. Mtge., D.       | 3      | 1972     | 100,000          |
| Consolidated Edison Co., of New York, Inc.,<br>First & Ref. Mtge., E.       | 3      | 1979     | 150,000          |
| Consolidated Edison Co., of New York, Inc.,<br>First & Ref. Mtge., A.       | 2¾     | 1982     | 350,000          |
| Consolidated Edison Co., of New York, Inc.,<br>First & Ref. Mtge., H.       | 3½     | 1982     | 100,000          |
| Consolidated Edison Co., of New York, Inc.,<br>First & Ref. Mtge., I.       | 3½     | 1983     | 200,000          |
| Consolidated Gas, Elec. Lt. & Pr. Co. of<br>Baltimore, First Ref. Mtge., U. | 2½     | 1981     | 600,000          |
| Consolidated Gas, Elec. Lt. & Pr. Co. of<br>Baltimore, First Ref. Mtge., Z. | 3      | 1989     | 400,000          |
| Consolidated Natural Gas Co., Deb.  | 3      | 1978     | 250,000          |
| Consolidated Natural Gas Co., Deb.  | 3½     | 1979     | 500,000          |
| Consumers Power Co., First Mtge.  | 2½     | 1975     | 300,000          |
| Consumers Power Co., First Mtge.  | 2½     | 1977     | 150,000          |
| Consumers Power Co., First Mtge.  | 3      | 1984     | 300,000          |
| Dallas Power & Light Co., First Mtge.                                       | 2½     | 1979     | 300,000          |
| Dallas Power & Light Co., First Mtge.                                       | 2¼     | 1980     | 300,000          |
| Dallas Power & Light Co., First Mtge.                                       | 3½     | 1983     | 150,000          |
| Dayton Power & Light Co., First Mtge.                                       | 2¼     | 1975     | 300,000          |
| Dayton Power & Light Co., First Mtge.                                       | 3      | 1978     | 300,000          |
| Delaware Power & Light Co., First Mtge. & Coll. Tr.                         | 2¾     | 1980     | 400,000          |
| Detroit Edison Co., Gen. & Ref. Mtge., H.                                   | 3      | 1970     | 50,000           |
| Detroit Edison Co., Gen. & Ref. Mtge., I.                                   | 2¾     | 1982     | 300,000          |
| Detroit Edison Co., Gen. & Ref. Mtge., J.                                   | 2¾     | 1985     | 250,000          |
| Detroit Edison Co., Gen. & Ref. Mtge., N.                                   | 2½     | 1984     | 150,000          |
| Duquesne Light Co., First Mtge.   | 2¾     | 1977     | 400,000          |
| Duquesne Light Co., First Mtge.   | 2½     | 1979     | 100,000          |
| Duquesne Light Co., First Mtge.   | 2¼     | 1980     | 100,000          |
| Equitable Gas Co., First Mtge.  | 4½     | 1983     | 750,000          |
| Gulf Power Co., First Mtge.   | 3¼     | 1984     | 500,000          |
| Gulf States Utilities Co., First Mtge.                                      | 3      | 1978     | 398,000          |
| Gulf States Utilities Co., First Mtge.                                      | 2¾     | 1979     | 100,000          |
| Gulf States Utilities Co., First Mtge.                                      | 2¼     | 1980     | 100,000          |
| Hawaiian Elec. Co., Ltd., First Mtge.                                       | 4¾     | 1989     | 250,000          |
| Houston Lighting & Power Co., First Mtge.                                   | 2½     | 1974     | 170,000          |
| Houston Lighting & Power Co., First Mtge.                                   | 3      | 1989     | 630,000          |
| Illinois Power Co., First Mtge.   | 2½     | 1976     | 100,000          |
| Illinois Power Co., First Mtge.   | 2½     | 1979     | 199,000          |
| Illinois Power Co., First Mtge.   | 2¾     | 1980     | 300,000          |
| Illinois Power Co., First Mtge.   | 3½     | 1982     | 200,000          |
| Indiana & Michigan Elec. Co., First Mtge.                                   | 3      | 1978     | 200,000          |
| Indiana & Michigan Elec. Co., First Mtge.                                   | 2¾     | 1980     | 400,000          |
| Indianapolis Power & Light Co., First Mtge.                                 | 3      | 1974     | 200,000          |
| Indianapolis Power & Light Co., First Mtge.                                 | 2½     | 1979     | 400,000          |
| Indianapolis Power & Light Co., First Mtge.                                 | 3½     | 1983     | 150,000          |
| Iowa Power & Light Co., First Mtge.   | 3¼     | 1973     | 79,000           |
| Iowa Power & Light Co., First Mtge.   | 3      | 1978     | 210,000          |
| Iowa Power & Light Co., First Mtge.   | 2¾     | 1979     | 209,000          |
| Kansas City Power & Light Co., First Mtge.                                  | 2¼     | 1976     | 200,000          |
| Kansas City Power & Light Co., First Mtge.                                  | 2½     | 1978     | 200,000          |
| Kansas City Power & Light Co., First Mtge.                                  | 2¾     | 1980     | 200,000          |
| Long Island Lighting Co., First Mtge.                                       | 3½     | 1982     | 400,000          |
| Louisville Gas & Electric Co., First Mtge.                                  | 2¾     | 1979     | 600,000          |
| Louisville Gas & Electric Co., First Mtge.                                  | 3½     | 1984     | 250,000          |
| Michigan Cons. Gas Co., First Mtge.   | 3½     | 1980     | 500,000          |
| Missouri Power & Light Co., First Mtge.                                     | 2¾     | 1976     | 350,000          |
| Missouri Power & Light Co., First Mtge.                                     | 2¼     | 1979     | 250,000          |
| Missouri Power & Light Co., First Mtge.                                     | 3¼     | 1984     | 300,000          |
| Missouri Public Service Co., First Mtge.                                    | 4¾     | 1987     | 500,000          |

PUBLIC UTILITY BONDS (cont'd)

|   | Coupon | Maturity | Principal Amount |
|---|--------|----------|------------------|
| New Jersey Power & Light Co., First Mtge.                 | 3½     | 1984     | 500,000          |
| New York Power & Light Corp., First Mtge.                 | 2¾     | 1975     | 300,000          |
| New York State Elec. & Gas Corp., First Mtge.             | 3½     | 1988     | 250,000          |
| Niagara Mohawk Power Corp., Gen. Mtge.                    | 2¾     | 1980     | 300,000          |
| Niagara Mohawk Power Corp., Gen. Mtge.                    | 3¼     | 1984     | 300,000          |
| Northern Illinois Gas Co., First Mtge.                    | 3½     | 1979     | 315,000          |
| Northern Natural Gas Co., S. F. Deb.                      | 4½     | 1976     | 500,000          |
| Northern States Power Co., (Minn.) First Mtge.            | 2¾     | 1975     | 275,000          |
| Northern States Power Co., (Minn.) First Mtge.            | 3      | 1978     | 225,000          |
| Northern States Power Co., (Minn.) First Mtge.            | 2¾     | 1979     | 100,000          |
| Northern States Power Co., (Minn.) First Mtge.            | 3¼     | 1982     | 200,000          |
| Ohio Edison Co., First Mtge.                              | 2½     | 1980     | 400,000          |
| Ohio Power Co., First Mtge.                               | 3      | 1978     | 600,000          |
| Ohio Power Co., First Mtge.                               | 3¼     | 1984     | 150,000          |
| Oklahoma Gas & Elec. Co., First Mtge.                     | 2¾     | 1975     | 200,000          |
| Oklahoma Gas & Elec. Co., First Mtge.                     | 2½     | 1980     | 300,000          |
| Oklahoma Gas & Elec. Co., First Mtge.                     | 3½     | 1982     | 150,000          |
| Oklahoma Gas & Elec. Co., First Mtge.                     | 3½     | 1988     | 350,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., J.           | 3      | 1970     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., T.           | 2½     | 1976     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., Q.           | 2½     | 1980     | 200,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., R.           | 3½     | 1982     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., S.           | 3      | 1983     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., X.           | 3¼     | 1984     | 200,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., U.           | 3½     | 1985     | 100,000          |
| Pennsylvania Elec. Co., First Mtge.                       | 3½     | 1972     | 62,000           |
| Philadelphia Elec. Co., First & Ref. Mtge.                | 2½     | 1978     | 300,000          |
| Philadelphia Elec. Co., First & Ref. Mtge.                | 2¾     | 1981     | 300,000          |
| Portland General Electric Co., First Mtge.                | 4½     | 1987     | 500,000          |
| Portland General Electric Co., First Mtge.                | 5½     | 1987     | 250,000          |
| Potomac Electric Power Co., First Mtge.                   | 3¼     | 1977     | 120,000          |
| Potomac Electric Power Co., First Mtge.                   | 3      | 1983     | 270,000          |
| Potomac Electric Power Co., First Mtge.                   | 2¾     | 1985     | 210,000          |
| Potomac Electric Power Co., First Mtge.                   | 3½     | 1988     | 300,000          |
| Public Service Co. of Colorado, First Mtge.               | 3½     | 1984     | 500,000          |
| Public Service Co. of Indiana, Inc., First Mtge. F        | 3½     | 1975     | 140,000          |
| Public Service Co., of Indiana, Inc., First Mtge., G      | 3½     | 1977     | 260,000          |
| Public Service Co., of Indiana, Inc., First Mtge., J      | 3½     | 1982     | 200,000          |
| Public Service Co., of Indiana, Inc., First Mtge., K      | 3½     | 1984     | 250,000          |
| Public Service Co., of Oklahoma, First Mtge., E           | 3      | 1984     | 750,000          |
| Public Service Co., of Oklahoma, First Mtge., F           | 4¼     | 1987     | 500,000          |
| Public Service Elec. & Gas Co., First & Ref. Mtge.        | 3      | 1972     | 220,000          |
| Public Service Elec. & Gas Co., First & Ref. Mtge.        | 2½     | 1979     | 280,000          |
| Public Service Elec. & Gas Co., First & Ref. Mtge.        | 2¾     | 1980     | 100,000          |
| Public Service Elec. & Gas Co., First & Ref. Mtge.        | 3¼     | 1984     | 300,000          |
| Public Service Elec. & Gas Co., Deb.                      | 4½     | 1977     | 349,000          |
| St. Louis County Water Co., First Mtge. E                 | 3½     | 1985     | 500,000          |
| San Diego Gas & Elec. Co., First Mtge., C.                | 3      | 1978     | 400,000          |
| San Diego Gas & Elec. Co., First Mtge. E.                 | 2½     | 1984     | 350,000          |
| Southern California Edison Co., First &<br>Ref. Mtge., A. | 3½     | 1973     | 135,000          |
| Southern California Edison Co., First &<br>Ref. Mtge., B. | 3      | 1973     | 200,000          |
| Southern California Edison Co., First &<br>Ref. Mtge., C. | 2½     | 1976     | 265,000          |
| Southern California Edison Co., First &<br>Ref. Mtge., F. | 3      | 1979     | 300,000          |
| Southern California Gas Co., First Mtge.                  | 3¼     | 1970     | 38,000           |
| Southern Indiana Gas & Elec. Co., First Mtge.             | 3½     | 1984     | 250,000          |
| Tennessee Gas Transmission Co., First Mtge.               | 5¼     | 1977     | 47,000           |
| Tennessee Gas Transmission Co., First Mtge.               | 5½     | 1979     | 300,000          |
| Texas Elec. Service Co., First Mtge.                      | 2¾     | 1975     | 290,000          |
| Texas Elec. Service Co., First Mtge.                      | 2½     | 1979     | 250,000          |
| Texas Elec. Service Co., First Mtge.                      | 3¼     | 1985     | 260,000          |
| Texas Power & Light Co., First Mtge.                      | 2¾     | 1975     | 470,000          |
| Texas Power & Light Co., First Mtge.                      | 3      | 1977     | 55,000           |
| Texas Power & Light Co., First Mtge.                      | 3      | 1978     | 75,000           |
| Union Elec. Co. of Missouri, First Mtge. & Coll. Tr.      | 3½     | 1971     | 350,000          |
| Union Elec. Co. of Missouri, First Mtge. & Coll. Tr.      | 2½     | 1980     | 250,000          |
| Union Elec. Co. of Missouri, First Mtge. & Coll. Tr.      | 3¼     | 1982     | 250,000          |
| Union Electric Co., First Mtge.                           | 3¼     | 1986     | 150,000          |
| Union Electric Co., First Mtge.                           | 4½     | 1988     | 245,000          |
| United Gas Corp., First Mtge. & Coll. Tr.                 | 3½     | 1975     | 500,000          |
| Utah Power & Light Co., First Mtge.                       | 2½     | 1980     | 250,000          |
| Virginia Elec. & Power Co., First & Ref. Mtge. E          | 2¾     | 1975     | 300,000          |
| Virginia Elec. & Power Co., First & Ref. Mtge. F          | 3      | 1978     | 200,000          |
| Virginia Elec. & Power Co., First & Ref. Mtge. H          | 2¾     | 1980     | 100,000          |
| Virginia Elec. & Power Co., First & Ref. Mtge. K          | 3½     | 1984     | 250,000          |
| Wisconsin Elec. Power Co., First Mtge.                    | 2½     | 1976     | 100,000          |
| Wisconsin Elec. Power Co., First Mtge.                    | 2¾     | 1980     | 500,000          |
| Wisconsin Elec. Power Co., First Mtge.                    | 3½     | 1984     | 150,000          |

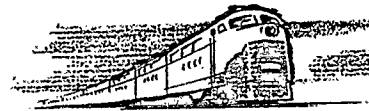
\$42,638,000



TELEPHONE BONDS

|  | Coupon | Maturity | Principal Amount |
|--|--------|----------|------------------|
| American Tel. & Tel. Co., Deb.               | 2¾     | 1971     | \$200,000        |
| American Tel. & Tel. Co., Deb.               | 3½     | 1973     | 150,000          |
| American Tel. & Tel. Co., Deb.               | 2¾     | 1982     | 175,000          |
| American Tel. & Tel. Co., Deb.               | 3¼     | 1984     | 405,000          |
| American Tel. & Tel. Co., Deb.               | 2½     | 1986     | 35,000           |
| American Tel. & Tel. Co., Deb.               | 2½     | 1987     | 35,000           |
| American Tel. & Tel. Co., Deb.               | 3½     | 1990     | 250,000          |
| American Tel. & Tel. Co., Deb.               | 5      | 1983     | 250,000          |
| Bell Telephone Co. of Pennsylvania, Deb.     | 3      | 1974     | 600,000          |
| Bell Telephone Co. of Pennsylvania, Deb.     | 3¼     | 1996     | 250,000          |
| Illinois Bell Telephone Co., First Mtge., B. | 3      | 1978     | 465,000          |
| Illinois Bell Telephone Co., First Mtge., A. | 2¾     | 1981     | 235,000          |
| Michigan Bell Telephone Co., Deb.            | 3½     | 1988     | 550,000          |
| Mountain States Tel. & Tel. Co., Deb.        | 3½     | 1978     | 400,000          |
| Mountain States Tel. & Tel. Co., Deb.        | 2½     | 1986     | 200,000          |
| Mountain States Tel. & Tel. Co., Deb.        | 3      | 1989     | 200,000          |
| Mountain States Tel. & Tel. Co., Deb.        | 4½     | 1988     | 200,000          |
| New England Tel. & Tel. Co., Deb.            | 3      | 1982     | 400,000          |
| New England Tel. & Tel. Co., Deb.            | 3¼     | 1991     | 600,000          |
| New Jersey Bell Telephone Co., Deb.          | 3½     | 1988     | 400,000          |
| New Jersey Bell Telephone Co., Deb.          | 3      | 1989     | 305,000          |
| New Jersey Bell Telephone Co., Deb.          | 2¾     | 1990     | 45,000           |
| New York Telephone Co., Ref. Mtge., E.       | 3½     | 1978     | 100,000          |
| New York Telephone Co., Ref. Mtge., F.       | 3      | 1981     | 270,000          |
| New York Telephone Co., Ref. Mtge., D.       | 2¾     | 1982     | 230,000          |
| New York Telephone Co., Ref. Mtge., I.       | 3½     | 1996     | 400,000          |
| Northwestern Bell Tel. Co., Deb.             | 2¼     | 1984     | 600,000          |
| Northwestern Bell Tel. Co., Deb.             | 3¼     | 1996     | 400,000          |
| Pacific Tel. & Tel. Co., Deb.                | 3¼     | 1978     | 100,000          |
| Pacific Tel. & Tel. Co., Deb.                | 3½     | 1983     | 50,000           |
| Pacific Tel. & Tel. Co., Deb.                | 2¾     | 1985     | 450,000          |
| Southern Bell Tel. & Tel. Co., Deb.          | 3      | 1979     | 175,000          |
| Southern Bell Tel. & Tel. Co., Deb.          | 2¾     | 1985     | 275,000          |
| Southern Bell Tel. & Tel. Co., Deb.          | 2½     | 1987     | 250,000          |
| Southern Bell Tel. & Tel. Co., Deb.          | 3½     | 1989     | 100,000          |
| Southwestern Bell Tel. Co., Deb.             | 3½     | 1983     | 250,000          |
| Southwestern Bell Tel. Co., Deb.             | 2¾     | 1985     | 450,000          |
| Southwestern Bell Tel. Co., Deb.             | 4¾     | 1992     | 500,000          |

\$10,950,000



RAILROAD BONDS

|   | Coupon | Maturity                 | Principal Amount |
|---|--------|--------------------------|------------------|
| Atchison, Topeka & Santa Fe Ry. Co., Gen. Mtge.                                 | 4      | 1995                     | \$500,000        |
| Atlantic Coast Line R.R. Co., Eq. Tr., K.                                       | 4¼     | 1971-72                  | 250,000          |
| Chicago, Burlington & Quincy R.R. Co., First & Ref. Mtge.                       | 3½     | 1985                     | 100,000          |
| Chicago, Burlington & Quincy R.R. Co., First & Ref. Mtge.                       | 3      | 1990                     | 199,000          |
| Chicago, Milwaukee, St. Paul, & Pacific R.R. Co., Eq. Tr. "MM"                  | 2½     | 1964-65                  | 200,000          |
| Chicago, Rock Island & Pacific R.R. Co., First Mtge. A.                         | 2½     | 1980                     | 500,000          |
| Chicago Union Station Co., First Mtge., F.                                      | 3½     | 1963                     | 50,000           |
| Chicago & Western Indiana R.R. Co., First Coll. Tr. Mtge., A.                   | 4½     | 1982                     | 235,000          |
| Cincinnati Union Terminal Co., First Mtge., G.                                  | 2¾     | 1974                     | 79,000           |
| Cleveland, Cincinnati, Chicago & St. Louis Ry. Co., Gen. Mtge., A.              | 4      | 1993                     | 200,000          |
| Kansas City Southern Ry. Co., First Mtge., C.                                   | 3¼     | 1984                     | 500,000          |
| Kansas City Terminal Ry. Co., First Mtge.                                       | 2¾     | 1974                     | 200,000          |
| Minneapolis, St. Paul & Sault Ste. Marie Ry.<br>Co., First Ref. Mtge., B (Reg.) | 5½     | 1978                     | 71,904           |
| Missouri Pacific R.R. Co., Eq. Tr. "LL"   | 2½     | 1963                     | 100,000          |
| Missouri Pacific R.R. Co., Eq. Tr. "OO"   | 2½     | 1963                     | 85,000           |
| Missouri Pacific R.R. Co., Eq. Tr. "C"  | 4½     | 1968-72                  | 165,000          |
| New York Central & Hudson River R.R. First Mtge.                                | 3½     | 1997                     | 10,000           |
| New York Central & Hudson River R.R. First Mtge. (Reg.)                         | 3½     | 1997                     | 140,000          |
| Northern Pacific Ry. Co., Prior Lien Mtge.                                      | 4      | 1997                     | 200,000          |
| Pennsylvania R.R. Co., Eq. Tr., Z   | 2½     | 1963                     | 200,000          |
| St. Louis-San Francisco R.R. Co., Con.<br>Sales Agr.                            | 3½     | Serially<br>Through 1970 | 374,000          |
| St. Louis Southwestern Ry. Co., First Mtge.                                     | 4      | 1989                     | 800,000          |
| Seaboard Air Line R.R. Co., First Mtge., B                                      | 3      | 1980                     | 500,000          |
| Southern Pacific Co., San Francisco Terminal First Mtge., A.                    | 3½     | 1975                     | 196,000          |
| Terminal R.R. Association of St. Louis Ref. & Imp. Mtge., D.                    | 2½     | 1985                     | 600,000          |
| Terminal R.R. Association of St. Louis Ref. & Imp. Mtge., C.                    | 4      | 2019                     | 75,000           |
| Texas & Pacific Ry. Co., First Mtge.  | 5      | 2000                     | 180,000          |
| Union Pacific R.R. Co., Ref. Mtge., C.  | 2½     | 1991                     | 600,000          |
| Wabash Railroad Co., Con. Sales Agr.  | 3½     | Serially<br>Through 1962 | 190,400          |

\$7,500,304



# BONDS OWNED ON DECEMBER 31, 1956



## GOVERNMENT—UNITED STATES

|                                      | Rate | Maturity         | Principal Amount    |
|--------------------------------------|------|------------------|---------------------|
| United States Treasury Bills.....    |      | Jan. 31, 1957    | \$ 200,000          |
| United States Treasury Bills.....    |      | Feb. 7, 1957     | 300,000             |
| United States Treasury Certfs.....   | 2%   | Feb. 15, 1957    | 500,000             |
| United States Treasury Bonds.....    | 2½   | Dec. 15, 1969-64 | 2,550,000           |
| United States Treasury Bonds.....    | 2½   | Mar. 15, 1970-65 | 1,500,000           |
| United States Treasury Bonds.....    | 2½   | Mar. 15, 1971-66 | 1,370,000           |
| United States Treasury Bonds.....    | 3¼   | June 15, 1983-78 | 100,000             |
| United States Treasury Bonds, B..... | 2¾   | April 1, 1980-75 | 15,543,000          |
| United States Savings Bonds, G.....  | 2½   | Various          | 1,400,000           |
|                                      |      |                  | <b>\$23,463,000</b> |

## PUBLIC UTILITIES

|   | Rate | Maturity | Principal Amount |
|---|------|----------|------------------|
| Alabama Power Company, First Mtge.....                                      | 3½   | 1972     | \$ 77,000        |
| Appalachian Elec. Pr. Co., First Mtge.....                                  | 3¼   | 1970     | 200,000          |
| Appalachian Elec. Pr. Co., First Mtge.....                                  | 2¾   | 1980     | 125,000          |
| Arizona Public Service Co., First Mtge. (Reg.).....                         | 3¼   | 1984     | 300,000          |
| Arkansas Power & Light Co., First Mtge.....                                 | 3½   | 1982     | 400,000          |
| Arkansas Power & Light Co., First Mtge.....                                 | 3¼   | 1984     | 200,000          |
| Atlantic City Elec. Co., First Mtge.....                                    | 2¾   | 1979     | 250,000          |
| Atlantic City Elec. Co., First Mtge.....                                    | 2¾   | 1980     | 250,000          |
| Boston Edison Co., First Mtge., B.....                                      | 2¾   | 1980     | 600,000          |
| Boston Edison Co., First Mtge., E.....                                      | 3    | 1984     | 400,000          |
| Central Illinois Public Service Co., First Mtge., D.....                    | 3¾   | 1982     | 300,000          |
| Central Illinois Public Service Co., First Mtge., F.....                    | 3¼   | 1984     | 50,000           |
| Central Power & Light Co., First Mtge., D.....                              | 3½   | 1982     | 300,000          |
| Central Power & Light Co., First Mtge., F.....                              | 3½   | 1984     | 200,000          |
| Central Power & Light Co., First Mtge., G.....                              | 3¼   | 1986     | 250,000          |
| Cincinnati Gas & Elec. Co., First Mtge.....                                 | 2¾   | 1975     | 150,000          |
| Cincinnati Gas & Elec. Co., First Mtge.....                                 | 2¾   | 1978     | 385,000          |
| Cleveland Elec. Illuminating Co., First Mtge.....                           | 3    | 1982     | 400,000          |
| Cleveland Elec. Illuminating Co., First Mtge.....                           | 2¾   | 1985     | 200,000          |
| Cleveland Elec. Illuminating Co., First Mtge.....                           | 3    | 1989     | 300,000          |
| Columbus & Southern Ohio Elec. Co., First Mtge.....                         | 3¾   | 1983     | 250,000          |
| Columbus & Southern Ohio Elec. Co., First Mtge.....                         | 3¾   | 1986     | 250,000          |
| Commonwealth Edison Co., First Mtge. L.....                                 | 3    | 1977     | 300,000          |
| Commonwealth Edison Co., First Mtge. N.....                                 | 3    | 1978     | 200,000          |
| Commonwealth Edison Co., First Mtge. O.....                                 | 3¼   | 1982     | 250,000          |
| Consolidated Edison Co., of New York, Inc., First & Ref. Mtge. D.....       | 3    | 1972     | 100,000          |
| Consolidated Edison Co., of New York, Inc., First & Ref. Mtge. E.....       | 3    | 1979     | 150,000          |
| Consolidated Edison Co., of New York, Inc., First & Ref. Mtge. A.....       | 2¾   | 1982     | 350,000          |
| Consolidated Edison Co., of New York, Inc., First & Ref. Mtge. H.....       | 3¾   | 1982     | 100,000          |
| Consolidated Edison Co., of New York, Inc., First & Ref. Mtge. I.....       | 3½   | 1983     | 200,000          |
| Consolidated Gas, Elec. Lt. & Pr. Co. of Baltimore, First Ref. Mtge. U..... | 2¾   | 1981     | 600,000          |
| Consolidated Gas, Elec. Lt. & Pr. Co. of Baltimore, First Ref. Mtge. Z..... | 3    | 1989     | 400,000          |
| Consolidated Natural Gas Co., Deb.....                                      | 3    | 1978     | 250,000          |
| Consolidated Natural Gas Co., Deb.....                                      | 3½   | 1979     | 500,000          |
| Consumers Power Co., First Mtge.....  | 2¾   | 1975     | 300,000          |



# *PUBLIC UTILITIES (continued)*

|   | Rate            | Maturity | Principal Amount |
|---|-----------------|----------|------------------|
| Consumers Power Co., First Mtge.                    | 2 $\frac{7}{8}$ | 1977     | \$150,000        |
| Consumers Power Co., First Mtge.                    | 3               | 1984     | 300,000          |
| Dallas Power & Light Co., First Mtge.               | 2 $\frac{7}{8}$ | 1979     | 300,000          |
| Dallas Power & Light Co., First Mtge.               | 2 $\frac{3}{4}$ | 1980     | 300,000          |
| Dallas Power & Light Co., First Mtge.               | 3 $\frac{1}{2}$ | 1983     | 150,000          |
| Dayton Power & Light Co., First Mtge.               | 2 $\frac{3}{4}$ | 1975     | 300,000          |
| Dayton Power & Light Co., First Mtge.               | 3               | 1978     | 300,000          |
| Delaware Power & Light Co., First Mtge. & Coll. Tr. | 2 $\frac{3}{4}$ | 1980     | 400,000          |
| Detroit Edison Co., Gen. & Ref. Mtge. H.            | 3               | 1970     | 50,000           |
| Detroit Edison Co., Gen. & Ref. Mtge. I.            | 2 $\frac{3}{4}$ | 1982     | 300,000          |
| Detroit Edison Co., Gen. & Ref. Mtge. J.            | 2 $\frac{3}{4}$ | 1985     | 250,000          |
| Detroit Edison Co., Gen. & Ref. Mtge. N.            | 2 $\frac{7}{8}$ | 1984     | 150,000          |
| Duquesne Light Co., First Mtge.                     | 2 $\frac{3}{4}$ | 1977     | 400,000          |
| Duquesne Light Co., First Mtge.                     | 2 $\frac{5}{8}$ | 1979     | 100,000          |
| Duquesne Light Co., First Mtge.                     | 2 $\frac{3}{4}$ | 1980     | 100,000          |
| Gulf Power Co., First Mtge.                         | 3 $\frac{1}{4}$ | 1984     | 500,000          |
| Gulf States Utilities Co., First Mtge.              | 3               | 1978     | 398,000          |
| Gulf States Utilities Co., First Mtge.              | 2 $\frac{3}{4}$ | 1979     | 100,000          |
| Gulf States Utilities Co., First Mtge.              | 2 $\frac{3}{4}$ | 1980     | 100,000          |
| Houston Lighting & Power Co., First Mtge.           | 2 $\frac{7}{8}$ | 1974     | 170,000          |
| Houston Lighting & Power Co., First Mtge.           | 3               | 1989     | 630,000          |
| Illinois Power Co., First Mtge.                     | 2 $\frac{7}{8}$ | 1976     | 100,000          |
| Illinois Power Co., First Mtge.                     | 2 $\frac{7}{8}$ | 1979     | 199,000          |
| Illinois Power Co., First Mtge.                     | 2 $\frac{3}{4}$ | 1980     | 300,000          |
| Illinois Power Co., First Mtge.                     | 3 $\frac{1}{2}$ | 1982     | 200,000          |
| Indiana & Michigan Elec. Co., First Mtge.           | 3               | 1978     | 200,000          |
| Indiana & Michigan Elec. Co., First Mtge.           | 2 $\frac{3}{4}$ | 1980     | 400,000          |
| Indianapolis Power & Light Co., First Mtge.         | 3               | 1974     | 200,000          |
| Indianapolis Power & Light Co., First Mtge.         | 2 $\frac{7}{8}$ | 1979     | 400,000          |
| Indianapolis Power & Light Co., First Mtge.         | 3 $\frac{5}{8}$ | 1983     | 150,000          |
| Iowa Power & Light Co., First Mtge.                 | 3 $\frac{1}{4}$ | 1973     | 79,000           |
| Iowa Power & Light Co., First Mtge.                 | 3               | 1978     | 210,000          |
| Iowa Power & Light Co., First Mtge.                 | 2 $\frac{3}{4}$ | 1979     | 209,000          |
| Kansas City Power & Light Co., First Mtge.          | 2 $\frac{3}{4}$ | 1976     | 200,000          |
| Kansas City Power & Light Co., First Mtge.          | 2 $\frac{7}{8}$ | 1978     | 200,000          |
| Kansas City Power & Light Co., First Mtge.          | 2 $\frac{3}{4}$ | 1980     | 200,000          |
| Long Island Lighting Co., First Mtge.               | 3 $\frac{3}{8}$ | 1982     | 400,000          |
| Louisville Gas & Electric Co., First Mtge.          | 2 $\frac{3}{4}$ | 1979     | 600,000          |
| Louisville Gas & Electric Co., First Mtge.          | 3 $\frac{1}{8}$ | 1984     | 250,000          |
| Michigan Cons. Gas Co., First Mtge.                 | 3 $\frac{1}{2}$ | 1980     | 500,000          |
| Missouri Power & Light Co., First Mtge.             | 2 $\frac{3}{4}$ | 1976     | 350,000          |
| Missouri Power & Light Co., First Mtge.             | 2 $\frac{3}{4}$ | 1979     | 250,000          |
| Missouri Power & Light Co., First Mtge.             | 3 $\frac{1}{4}$ | 1984     | 300,000          |
| New Jersey Power & Light Co., First Mtge.           | 3 $\frac{1}{8}$ | 1984     | 500,000          |
| New York Power & Light Corp., First Mtge.           | 2 $\frac{3}{4}$ | 1975     | 300,000          |
| Niagara Mohawk Power Corp., Gen. Mtge.              | 2 $\frac{3}{4}$ | 1980     | 300,000          |
| Niagara Mohawk Power Corp., Gen. Mtge.              | 3 $\frac{1}{8}$ | 1984     | 300,000          |
| Northern Illinois Gas Co., First Mtge.              | 3 $\frac{1}{2}$ | 1979     | 315,000          |
| Northern States Power Co. (Minn.) First Mtge.       | 2 $\frac{3}{4}$ | 1975     | 275,000          |
| Northern States Power Co., (Minn.) First Mtge.      | 3               | 1978     | 225,000          |
| Northern States Power Co., (Minn.) First Mtge.      | 2 $\frac{3}{4}$ | 1979     | 100,000          |
| Northern States Power Co., (Minn.) First Mtge.      | 3 $\frac{1}{4}$ | 1982     | 200,000          |
| Ohio Edison Co., First Mtge.                        | 2 $\frac{7}{8}$ | 1980     | 400,000          |
| Ohio Power Co., First Mtge.                         | 3               | 1978     | 600,000          |
| Ohio Power Co., First Mtge.                         | 3 $\frac{1}{8}$ | 1984     | 150,000          |
| Oklahoma Gas & Elec. Co., First Mtge.               | 2 $\frac{3}{4}$ | 1975     | 200,000          |
| Oklahoma Gas & Elec. Co., First Mtge.               | 2 $\frac{7}{8}$ | 1980     | 300,000          |
| Oklahoma Gas & Elec. Co., First Mtge.               | 3 $\frac{3}{8}$ | 1982     | 150,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge. J.      | 3               | 1970     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge. T.      | 2 $\frac{7}{8}$ | 1976     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge. Q.      | 2 $\frac{7}{8}$ | 1980     | 200,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge. R.      | 3 $\frac{1}{8}$ | 1982     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge. S.      | 3               | 1983     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge. X.      | 3 $\frac{1}{8}$ | 1984     | 200,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge. U.      | 3 $\frac{3}{8}$ | 1985     | 100,000          |
| Pennsylvania Elec. Co., First Mtge.                 | 3 $\frac{3}{8}$ | 1972     | 62,000           |
| Philadelphia Elec. Co., First & Ref. Mtge.          | 2 $\frac{7}{8}$ | 1978     | 300,000          |
| Philadelphia Elec. Co., First & Ref. Mtge.          | 2 $\frac{3}{4}$ | 1981     | 300,000          |
| Potomac Elec. Power Co., First Mtge.                | 3 $\frac{1}{4}$ | 1977     | 120,000          |
| Potomac Elec. Power Co., First Mtge.                | 3               | 1983     | 270,000          |
| Potomac Elec. Power Co., First Mtge.                | 2 $\frac{3}{4}$ | 1985     | 210,000          |
| Potomac Elec. Power Co., First Mtge.                | 3 $\frac{7}{8}$ | 1988     | 300,000          |
| Public Service Co. of Colorado, First Mtge.         | 3 $\frac{1}{8}$ | 1984     | 500,000          |
| Public Service Co. of Indiana, Inc., First Mtge. F. | 3 $\frac{1}{8}$ | 1975     | 140,000          |
| Public Service Co. of Indiana, Inc., First Mtge. G. | 3 $\frac{1}{8}$ | 1977     | 260,000          |
| Public Service Co. of Indiana, Inc., First Mtge. J. | 3 $\frac{3}{8}$ | 1982     | 200,000          |



## PUBLIC UTILITIES (continued)

|   | Rate | Maturity | Principal Amount |
|---|------|----------|------------------|
| Public Service Co. of Indiana, Inc., First Mtge. K.....   | 3%   | 1984     | \$250,000        |
| Public Service Co. of Oklahoma, First Mtge. E.....        | 3    | 1984     | 750,000          |
| Public Service Elec. & Gas Co., First & Ref. Mtge.....    | 3    | 1972     | 220,000          |
| Public Service Elec. & Gas Co., First & Ref. Mtge.....    | 2%   | 1979     | 280,000          |
| Public Service Elec. & Gas Co., First & Ref. Mtge.....    | 2¾   | 1980     | 100,000          |
| Public Service Elec. & Gas Co., First & Ref. Mtge.....    | 3¼   | 1984     | 300,000          |
| St. Louis County Water Co., First Mtge. E (Reg.).....     | 3%   | 1985     | 500,000          |
| San Diego Gas & Elec. Co., First Mtge. C.....             | 3    | 1978     | 400,000          |
| San Diego Gas & Elec. Co., First Mtge. E.....             | 2%   | 1984     | 350,000          |
| Southern California Edison Co., First & Ref. Mtge. A..... | 3½   | 1973     | 135,000          |
| Southern California Edison Co., First & Ref. Mtge. B..... | 3    | 1973     | 200,000          |
| Southern California Edison Co., First & Ref. Mtge. C..... | 2%   | 1976     | 265,000          |
| Southern California Edison Co., First & Ref. Mtge. F..... | 3    | 1979     | 300,000          |
| Southern California Gas Co., First Mtge.....              | 3¼   | 1970     | 38,000           |
| Southern Indiana Gas & Elec. Co., First Mtge.....         | 3½   | 1984     | 250,000          |
| Texas Elec. Service Co., First Mtge.....                  | 2¾   | 1975     | 290,000          |
| Texas Elec. Service Co., First Mtge.....                  | 2%   | 1979     | 250,000          |
| Texas Elec. Service Co., First Mtge.....                  | 3¼   | 1985     | 260,000          |
| Texas Power & Light Co., First Mtge.....                  | 2¾   | 1975     | 470,000          |
| Texas Power & Light Co., First Mtge.....                  | 3    | 1977     | 55,000           |
| Texas Power & Light Co., First Mtge.....                  | 3    | 1978     | 75,000           |
| Union Elec. Co. of Missouri, First Mtge. & Coll. Tr.....  | 3%   | 1971     | 350,000          |
| Union Elec. Co. of Missouri, First Mtge. & Coll. Tr.....  | 2%   | 1980     | 250,000          |
| Union Elec. Co. of Missouri, First Mtge. & Coll. Tr.....  | 3¼   | 1982     | 250,000          |
| Union Electric Co., First Mtge.....                       | 3¾   | 1986     | 150,000          |
| United Gas Corp., First Mtge. & Coll. Tr.....             | 3%   | 1975     | 500,000          |
| Utah Power & Light Co., First Mtge.....                   | 2%   | 1980     | 250,000          |
| Virginia Elec. & Power Co., First & Ref. Mtge. E.....     | 2¾   | 1975     | 300,000          |
| Virginia Elec. & Power Co., First & Ref. Mtge. F.....     | 3    | 1978     | 200,000          |
| Virginia Elec. & Power Co., First & Ref. Mtge. H.....     | 2¾   | 1980     | 100,000          |
| Virginia Elec. & Power Co., First & Ref. Mtge. K.....     | 3½   | 1984     | 250,000          |
| Wisconsin Elec. Power Co., First Mtge.....                | 2%   | 1976     | 100,000          |
| Wisconsin Elec. Power Co., First Mtge.....                | 2¾   | 1980     | 500,000          |
| Wisconsin Elec. Power Co., First Mtge.....                | 3½   | 1984     | 150,000          |

\$37,847,000

## TELEPHONE

|   | Rate | Maturity | Principal Amount |
|---|------|----------|------------------|
| American Tel. & Tel. Co., Deb.....              | 2¾   | 1971     | \$200,000        |
| American Tel. & Tel. Co., Deb.....              | 3%   | 1973     | 150,000          |
| American Tel. & Tel. Co., Deb.....              | 2¾   | 1982     | 175,000          |
| American Tel. & Tel. Co., Deb.....              | 3¼   | 1984     | 405,000          |
| American Tel. & Tel. Co., Deb.....              | 2%   | 1986     | 35,000           |
| American Tel. & Tel. Co., Deb.....              | 2%   | 1987     | 35,000           |
| American Tel. & Tel. Co., Deb.....              | 3%   | 1990     | 250,000          |
| Bell Telephone Co. of Pennsylvania, Deb.....    | 3    | 1974     | 600,000          |
| Bell Telephone Co. of Pennsylvania, Deb.....    | 3¼   | 1996     | 250,000          |
| Illinois Bell Telephone Co., First Mtge. B..... | 3    | 1978     | 465,000          |
| Illinois Bell Telephone Co., First Mtge. A..... | 2¾   | 1981     | 235,000          |
| Michigan Bell Telephone Co., Deb.....           | 3½   | 1988     | 550,000          |
| Mountain States Tel. & Tel. Co., Deb.....       | 3½   | 1978     | 400,000          |
| Mountain States Tel. & Tel. Co., Deb.....       | 2%   | 1986     | 200,000          |
| Mountain States Tel. & Tel. Co., Deb.....       | 3    | 1989     | 200,000          |
| New England Tel. & Tel. Co., Deb.....           | 3    | 1982     | 400,000          |
| New England Tel. & Tel. Co., Deb.....           | 3¼   | 1991     | 600,000          |
| New Jersey Bell Telephone Co., Deb.....         | 3½   | 1988     | 400,000          |
| New Jersey Bell Telephone Co., Deb.....         | 3    | 1989     | 305,000          |
| New Jersey Bell Telephone Co., Deb.....         | 2¾   | 1990     | 45,000           |
| New York Telephone Co., Ref. Mtge. E.....       | 3½   | 1978     | 100,000          |
| New York Telephone Co., Ref. Mtge. F.....       | 3    | 1981     | 270,000          |
| New York Telephone Co., Ref. Mtge. D.....       | 2¾   | 1982     | 230,000          |
| New York Telephone Co., Ref. Mtge. I.....       | 3%   | 1996     | 400,000          |
| Northwestern Bell Tel. Co., Deb.....            | 2¾   | 1984     | 600,000          |
| Northwestern Bell Tel. Co., Deb.....            | 3¼   | 1996     | 400,000          |
| Pacific Tel. & Tel. Co., Deb.....               | 3¼   | 1978     | 100,000          |
| Pacific Tel. & Tel. Co., Deb.....               | 3½   | 1983     | 50,000           |
| Pacific Tel. & Tel. Co., Deb.....               | 2¾   | 1985     | 450,000          |
| Southern Bell Tel. & Tel. Co., Deb.....         | 3    | 1979     | 175,000          |
| Southern Bell Tel. & Tel. Co., Deb.....         | 2¾   | 1985     | 275,000          |
| Southern Bell Tel. & Tel. Co., Deb.....         | 2%   | 1987     | 250,000          |
| Southern Bell Tel. & Tel. Co., Deb.....         | 3½   | 1989     | 100,000          |
| Southwestern Bell Tel. Co., Deb.....            | 3½   | 1983     | 250,000          |
| Southwestern Bell Tel. Co., Deb.....            | 2¾   | 1985     | 450,000          |

\$10,000,000



## RAILROADS

|  | Rate  | Maturity              | Principal Amount   |
|--|-------|-----------------------|--------------------|
| Atchison, Topeka & Santa Fe Ry. Co., Gen. Mtge.                              | 4     | 1995                  | \$500,000          |
| Chicago, Burlington & Quincy R. R. Co., First & Ref. Mtge.                   | 3 1/8 | 1985                  | 100,000            |
| Chicago, Burlington & Quincy R. R. Co., First & Ref. Mtge.                   | 3     | 1990                  | 199,000            |
| Chicago, Milwaukee, St. Paul & Pacific R. R. Co., Eq. Tr. "MM"               | 2 1/2 | 1964-65               | 200,000            |
| Chicago, Rock Island & Pacific R. R. Co., First Mtge. A                      | 2 7/8 | 1980                  | 500,000            |
| Chicago Union Station Co., First Mtge. F                                     | 3 1/8 | 1963                  | 50,000             |
| Chicago & Western Indiana R. R. Co., First Coll. Tr. Mtge. A                 | 4 3/8 | 1982                  | 235,000            |
| Cincinnati Union Terminal Co., First Mtge. G                                 | 2 3/4 | 1974                  | 79,000             |
| Cleveland, Cincinnati, Chicago & St. Louis Ry. Co., Gen. Mtge. A             | 4     | 1993                  | 200,000            |
| Kansas City Southern Ry. Co., First Mtge. C                                  | 3 1/4 | 1984                  | 500,000            |
| Kansas City Terminal Ry. Co., First Mtge.                                    | 2 3/4 | 1974                  | 200,000            |
| Minneapolis, St. Paul & Sault Ste. Marie Ry. Co., First Ref. Mtge., B (Reg.) | 5 1/2 | 1978                  | 71,904             |
| Missouri Pacific R. R. Co., Eq. Tr. "LL"                                     | 2 1/2 | 1963                  | 100,000            |
| Missouri Pacific R. R. Co., Eq. Tr. "OO"                                     | 2 3/8 | 1963                  | 85,000             |
| New York Central & Hudson River R. R. First Mtge.                            | 3 1/2 | 1997                  | 10,000             |
| New York Central & Hudson River R. R. First Mtge. (Reg.)                     | 3 1/2 | 1997                  | 140,000            |
| Northern Pacific Ry. Co., Prior Lien Mtge.                                   | 4     | 1997                  | 200,000            |
| Pennsylvania R. R. Co., Eq. Tr., Z   | 2 1/2 | 1963                  | 200,000            |
| St. Louis-San Francisco R. R. Co., Con. Sales Agr.                           | 3 1/2 | Serially Through 1970 | 476,000            |
| St. Louis Southwestern Ry. Co., First Mtge.                                  | 4     | 1989                  | 800,000            |
| Seaboard Air Line R. R. Co., First Mtge., B                                  | 3     | 1980                  | 500,000            |
| Southern Pacific Co., San Francisco Terminal, First Mtge., A                 | 3 3/8 | 1975                  | 196,000            |
| Terminal R. R. Association of St. Louis, Ref. & Imp. Mtge., D                | 2 7/8 | 1985                  | 600,000            |
| Terminal R. R. Association of St. Louis, Ref. & Imp. Mtge., C                | 4     | 2019                  | 75,000             |
| Texas & Pacific Ry. Co., First Mtge.   | 5     | 2000                  | 180,000            |
| Union Pacific R. R. Co., Ref. Mtge., C                                       | 2 1/2 | 1991                  | 600,000            |
| Wabash Railroad Co. Con., Sales Agr.   | 3 1/2 | Serially Through 1962 | 418,880            |
|  |       |                       | <u>\$7,415,784</u> |

## INDUSTRIAL & MISCELLANEOUS

|  | Rate  | Maturity | Principal Amount    |
|--|-------|----------|---------------------|
| Allied Chemical & Dye Corp., Deb.                              | 3 1/2 | 1978     | \$900,000           |
| Aluminum Co. of America, Deb.                                  | 3     | 1979     | 750,000             |
| American Investment Co. of Illinois, Notes                     | 3 7/8 | 1966     | 250,000             |
| American Investment Co. of Illinois, Notes                     | 3 1/2 | 1974     | 200,000             |
| American Investment Co. of Illinois, Convertible Capital Notes | 4 1/2 | 1981     | 200,000             |
| Anheuser-Busch, Inc., Deb.                                     | 3 3/8 | 1977     | 699,000             |
| Associates Investment Co., Notes                               | 3 1/2 | 1961     | 250,000             |
| Associates Investment Co., Notes                               | 3 1/2 | 1967     | 500,000             |
| Atlantic Refining Co., Deb.                                    | 3 1/4 | 1979     | 285,000             |
| Brown Shoe Co., Inc., Deb.                                     | 3 1/2 | 1971     | 131,000             |
| C. I. T. Financial Corp., Deb.                                 | 3 5/8 | 1970     | 200,000             |
| Commercial Credit Co., Notes                                   | 3 1/2 | 1965     | 750,000             |
| Continental Baking Co., Deb.                                   | 3     | 1965     | 297,000             |
| Continental Oil Co., Deb.                                      | 3     | 1984     | 495,000             |
| Garland, Texas, Elec., Water, & Sewer Rev.                     | 3     | 1984-5   | 450,000             |
| General Electric Co., Deb.                                     | 3 1/2 | 1976     | 500,000             |
| General Motors Acceptance Corp., Deb.                          | 4     | 1958     | 250,000             |
| General Motors Acceptance Corp., Deb.                          | 3     | 1969     | 600,000             |
| General Motors Acceptance Corp., Deb.                          | 3 5/8 | 1975     | 150,000             |
| General Motors Corporation, Deb.                               | 3 1/4 | 1979     | 750,000             |
| Inland Steel Co., First Mtge. I                                | 3.20  | 1982     | 180,000             |
| May Department Stores Co., Deb.                                | 3 1/4 | 1978     | 500,000             |
| National Steel Co., First Mtge.                                | 3 7/8 | 1986     | 500,000             |
| Pacific Finance Corp., Deb.                                    | 3 1/2 | 1965     | 500,000             |
| Phillips Petroleum Co., Deb.                                   | 2 3/4 | 1964     | 250,000             |
| R. J. Reynolds Tobacco Co., Deb.                               | 3     | 1973     | 196,000             |
| Safeway Stores, Inc., Deb., B                                  | 4 1/4 | 1969     | 220,000             |
| Socony Vacuum Oil Co., Deb.                                    | 2 1/2 | 1976     | 300,000             |
| Standard Oil Co. (New Jersey), Deb.                            | 2 3/4 | 1974     | 600,000             |
| Sterling Drug, Inc., Deb.                                      | 3 1/4 | 1980     | 500,000             |
| U. S. Rubber Co., Deb.   | 2 5/8 | 1967     | 250,000             |
|  |       |          | <u>\$12,603,000</u> |
| Total Principal Amount   |       |          | <u>\$91,328,784</u> |



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**DocLab Note**



# 1954

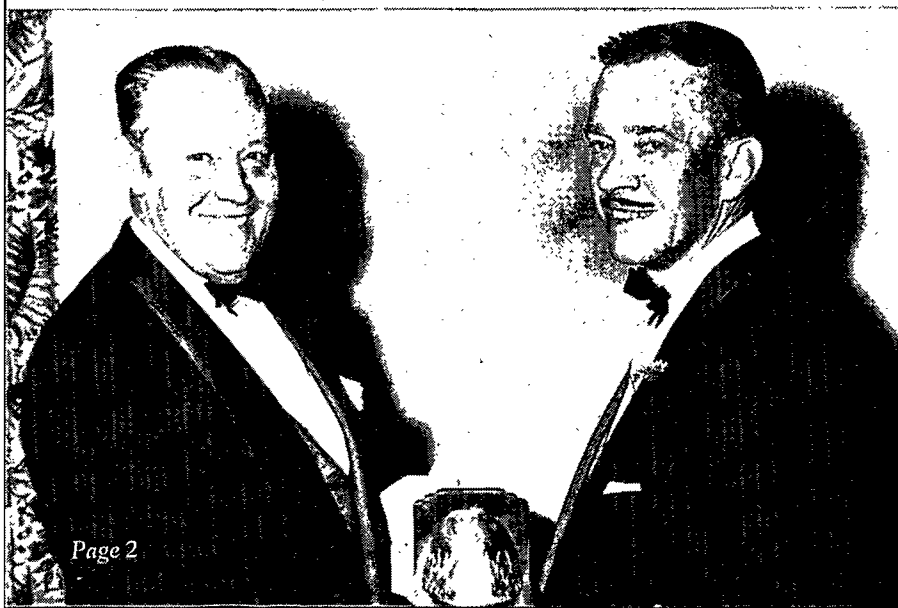
## A NEW PEAK FOR GENERAL AMERICAN LIFE

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# The 1954 Annual Report of the President



On the inside front cover of this report are briefed some of the results of the operation of your company during 1954. Together they indicate that 1954 was a most successful year for your Company. When these results are set opposite the comparable figures of ten years ago, we gain perspective in appraising the degree of real progress achieved. It becomes clear that the year's totals are impressive beyond their mere size; they are significant primarily because they reflect a strong trend of growth, of expanding public acceptance, and of increased service.

From a sales standpoint, 1954 was the greatest year in life insurance history. This was especially true with your Company. Ordinary life sales totaling \$67,017,700 were 11.89% ahead of record-breaking 1953. The industry-wide increase was 7%.

Substantial increases in all lines of Group insurance were recorded, and Personal Accident and Sickness sales continued to show a steady and uninterrupted rise.

At the year-end, total life insurance in force amounted to \$1,824,127,950, an increase in 1954 of \$267,859,568, the largest growth recorded in a single year in our history. In this connection, it should be pointed out that this includes \$150,473,400 representing the company's participation in the Congressionally authorized new group life insurance program for Federal employees. Total premium income from all lines of business was \$43,159,002 for the year, an increase of \$3,901,870 over 1953, and more than double the 1944 figure.

The Company's 1953 annual report won the "Oscar of Industry" award of the Financial World as the best life insurance annual report in the nation. Shown here receiving the "Oscar" is Powell B. McHaney, President (left). Congratulating him is Weston Smith, Executive Vice-President of the Financial World.



GENERAL AMERICAN  
LIFE INSURANCE CO.

A  
Ten Year  
Record of  
Continuous Growth

1944

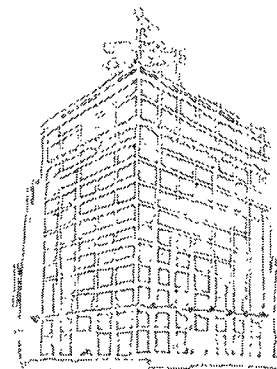
1954 Annual Report

General American Life Insurance Company



SAINT LOUIS





# Progress Report in Brief

## 1944-1954 OPERATIONS

| December 31, 1954  | % Increase<br>Over 1944                            |
|--|--|
| Insurance in Force<br>\$1,824,127,950 . . . . .  | An increase of \$1,075,857,239 . . . . . 143.8%    |
| Total Assets<br>\$ 213,890,508 . . . . .   | An increase of \$ 73,998,284 . . . . . 52.9%       |
| Annual Premium Income<br>\$ 43,159,002 . . . . .   | An increase of \$ 25,392,045 . . . . . 142.9%      |
| New Ordinary Insurance Sales<br>\$ 67,017,700 . . . . .  | An increase of \$ 49,997,400 . . . . . 293.8%      |
| Annual Group Premiums<br>\$ 29,527,041 . . . . .   | An increase of \$ 21,746,939 . . . . . 279.5%      |
| New Group Life Sales<br>\$ 248,969,572 . . . . .   | An increase of \$ 242,679,472 . . . . . 3,858.1% * |
| New Personal Accident and Sickness Premiums<br>\$ 131,615 . . . . .                                  | An increase of \$ 89,058 . . . . . 209.3%          |
| Dividends and Experience Rating Credit<br>Premium Refunds to Policyholders<br>\$ 5,513,456 . . . . . | An increase of \$ 4,119,520 . . . . . 295.5%       |
| Surplus<br>\$ 8,698,100 . . . . .  | An increase of \$ 6,886,965 . . . . . 380.3%       |

\*Includes \$150,473,400 of Group Life Insurance representing the Company's participation in the Congressionally authorized Group Life Insurance program of Federal employees.



An increase of \$10,049,617 brought total assets to \$213,890,508 which is about \$74,000,000 more than they totaled ten years before.

Today, the number of our policies and certificates outstanding in the hands of the American people is 1,643,216. Ten years ago, the figure was 635,601. In terms of numbers, an entire city the size of St. Louis (excluding suburbs) has been added to our protective rolls.

As a result of intensive effort to bring new promising manpower into our increasingly effective sales organization, and to expand our services into additional active marketing areas, 10 new general agencies were established during 1954. New agencies opened up in such cities as Atlanta, Georgia; San Francisco, California; Miami, Florida; to mention but a few. For the first time, an active general agency was brought into being in Honolulu, Hawaii. In the four months of 1954 that the Kamaaina Agencies of Honolulu were in operation, over \$1,000,000 of quality life insurance resulted.

1954 was memorable for another reason to the salaried associates of the Company. On July 1, 1954, a retirement plan was introduced as a Lifetime Security Program for those who devote their careers to the service of General American Life. Adequate reserves have been set up to cover all of the liability incurred to date under the program.

There was but one unhappy shadow that crossed the otherwise bright page of 1954. On May 3, 1954, Walter W. Head, the revered and able founder of the Company, passed away. In recognition of the

immeasurable contribution which he made to this Company and to unnumbered other causes, we published a memorial booklet as a lasting tribute to his memory. I cannot refrain from repeating here the concluding paragraphs of that booklet:

*"His own personal central theme was service — service to his God, his fellowman, his community, his country. He strove to imbed it as a credo into the hearts and minds of those with whom he was associated. He practiced it in business and in his personal life. The satisfaction of doing something for others was his greatest reward for labor. And so he labored for the good of millions of boys through the Boy Scouts of America, for the benefit of millions of young men through the YMCA, for the inhabitants of every community in which he lived through the countless civic activities which he embraced and never neglected, through the leadership which he gave to the General American Life Insurance Company in restoring and creating protection for hundreds of thousands of policyholders.*

*"Let this be posterity's portrait of Walter William Head — a man whose life was a symphony of service."*

To this same theme of service this Company continues to be dedicated. To our policyholders, our Board of Directors, our officers, our associates in the field and in the Home Office, all of whom helped to achieve the rapid pace of progress that marked the past year, I express my very deep appreciation.

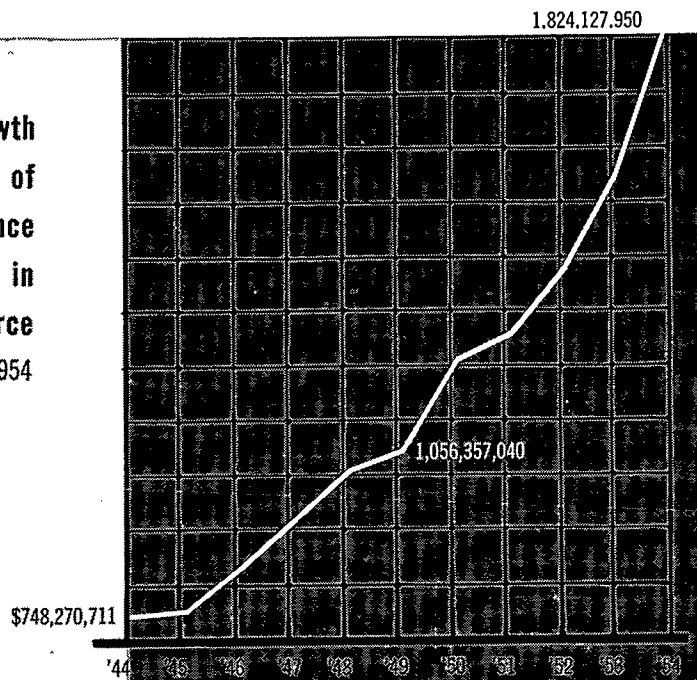
*Powell B. McHaughey*

PRESIDENT



# Protection

Growth  
of  
Insurance  
in  
Force  
1944—1954

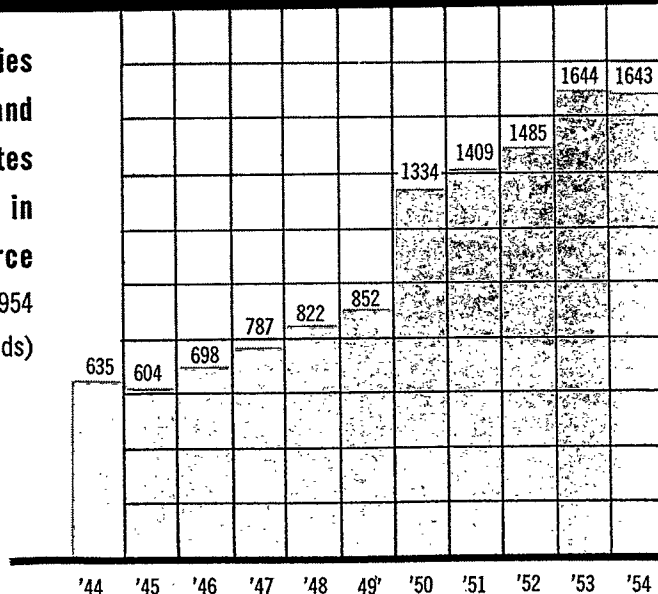


Your Company has more than doubled in size during the past ten years in terms of the dollar volume of life insurance in force. Over \$1,000,000,000 of life insurance protection has been added. From \$748,270,711 in force as of December 31, 1944, the figure has increased to \$1,824,127,950 as of December 31, 1954.

In 1954 alone life insurance in force increased by \$267,859,568. Included in this figure is our share of the new congressionally authorized group life insurance program on United States Government employees amounting to \$150,473,400. In the past ten years, the number of life insurance policies and certificates increased by 93% compared to the industry-wide growth of 55%.

The Company also more than doubled in size during the past decade in terms of service to people. From 635,601 policies and certificates of all kinds outstanding in 1944 (equivalent in population to a city the size of Milwaukee, Wisconsin), the number of policies and certificates grew to 1,643,216 as of December 31, 1954, roughly equivalent to adding to our books an entire city the size of St. Louis, Missouri.

Policies  
and  
Certificates  
in  
Force  
1944—1954  
(In thousands)



## Individual Life Insurance

Again in 1954 ordinary life sales of the Company increased substantially. Ordinary insurance in this sense means life insurance issued in amounts of \$1,000 or more on the lives of separate individuals with premiums payable on an annual, semi-annual, quarterly or monthly basis. Most of the life insurance bought in the United States is ordinary insurance. Existing policyholders may ask, "Why is it important to us that the company continue to sell large amounts of life insurance?" New life insurance is the lifeblood of the business. It helps to keep the Company in a healthy condition. The constant admission of new lives helps to maintain mortality experience at a favorable level, thus making more certain that the actuarially computed "averages" will apply to actual experience. It permits greater efficiency of operation by making it possible for the necessary costs of doing business to be spread over a larger volume of business.

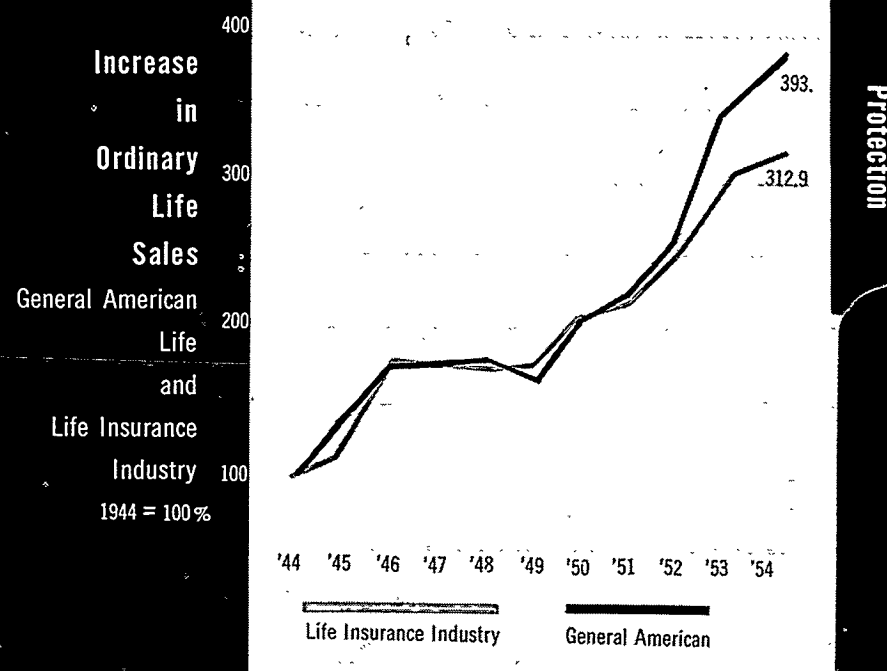
Ordinary life sales of \$67,000,000 in 1954 were almost four times the volume of sales of ten years ago. They exceeded 1953 sales by 11.89%, compared to an industry-wide increase of 7%.



# Quality Factors

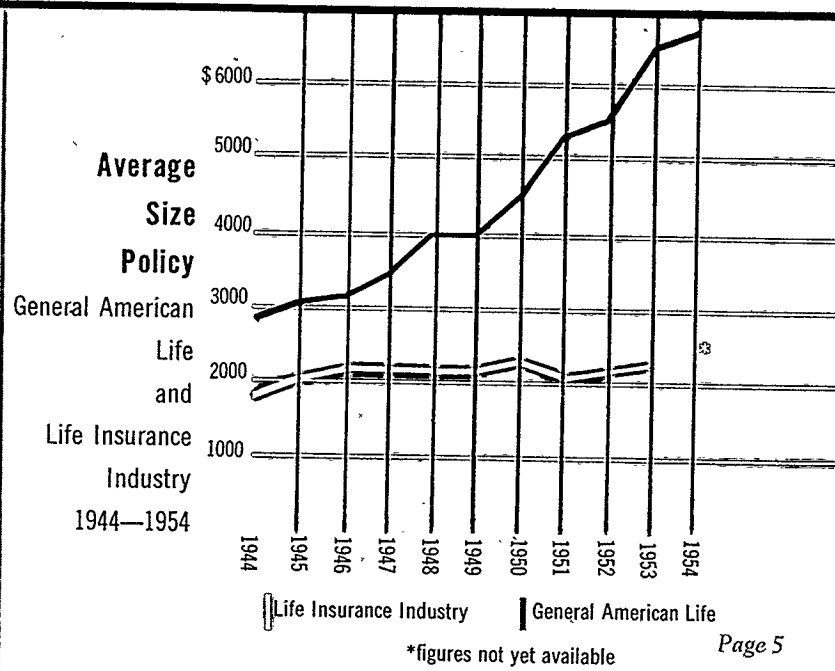
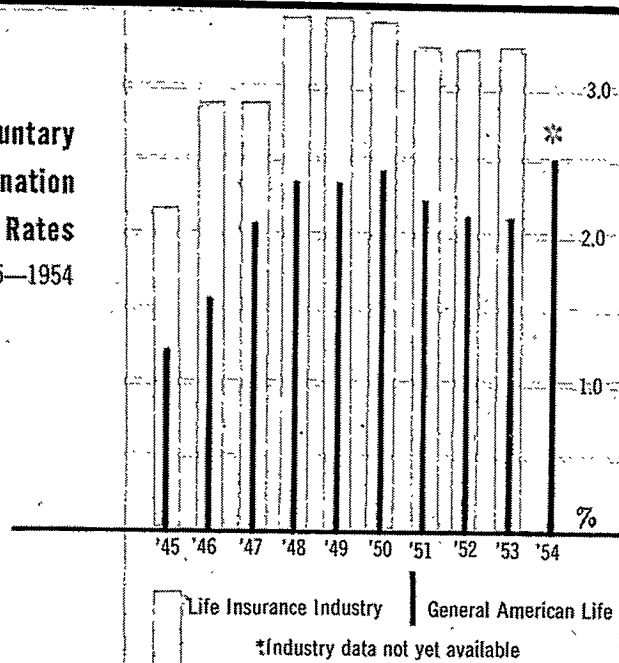
If the full benefits of the addition of new life insurance are to be realized, not only is it important that the quantity of sales be large, it is equally important that the quality of sales be favorable. There are a number of factors for measuring the quality of new business issued. One of the most widely accepted criteria is the rate of persistency with which the business renews from year to year. Insurance which the policyholder terminates in the early years is costly both to him and to the company. When policies terminate in their early years, it is oftentimes a reflection of the fact that the policyholder was not truly sold on the benefits which the insurance provided or that in his enthusiasm the buyer purchased insurance protection which he either did not need or which was beyond his means. Our excellent persistency rate attests the ability of our field associates as well as the quality of our increased production.

Another important factor of quality measurement is the average size of policy sold. Each year for the past ten has seen an increase in our average size policy (juvenile and adult combined) from \$2,782 in 1944 to \$6,664 in 1954. This increase in the average size of the policy sold not only gives the policyholder the protection he needs, but it also lowers costs since many of the costs of operation are on a per-policy basis.



All Life Insurance Industry statistics shown in this report are taken from publications of the Institute of Life Insurance.

## Voluntary Termination Rates 1945-1954

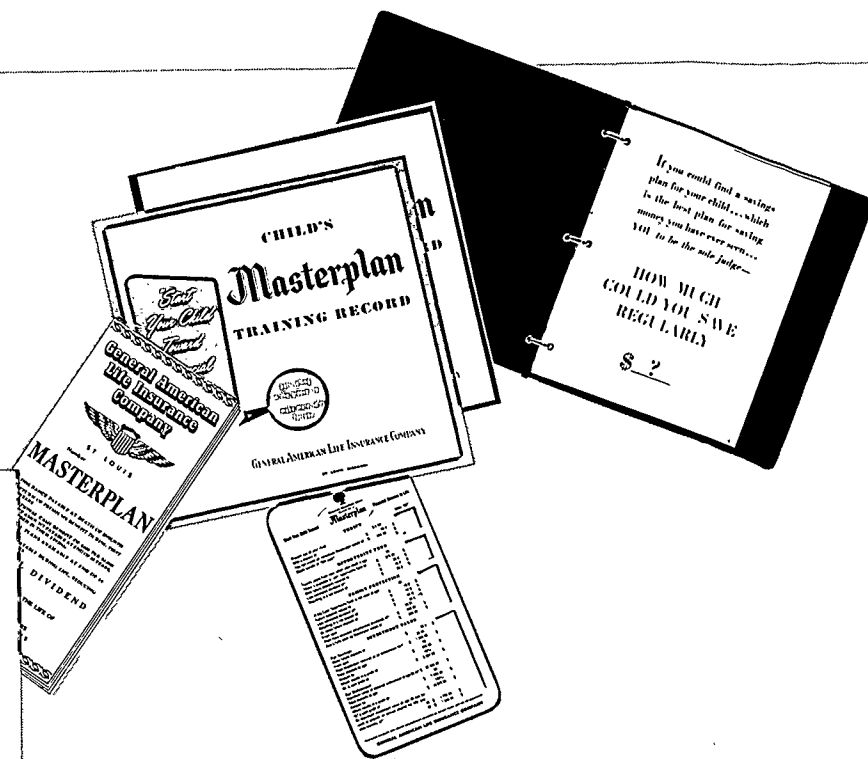




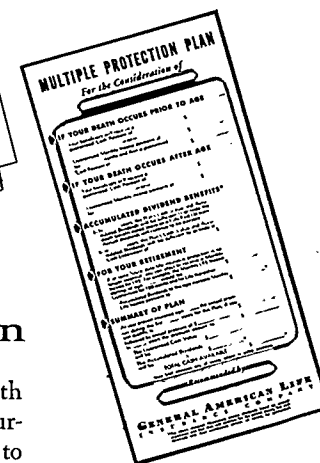
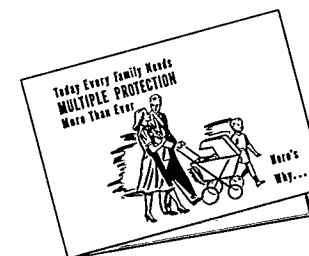
# Our product

General American Life has a complete line of life and accident and sickness coverages—37 to be exact. These coverages are designed to assist the individual, the family, and the business corporation to meet all possible needs.

Included among the wide variety and comprehensive types of insurance and annuities available from the Company are a number of special attractive package plans which have been developed to reach specific markets.



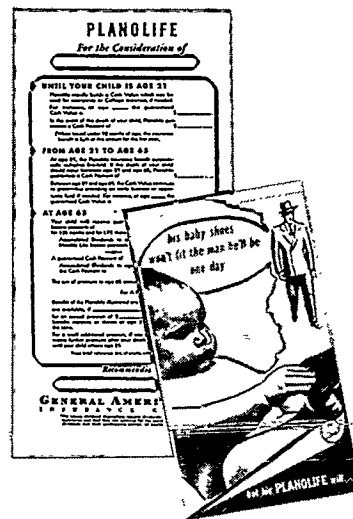
Newest star of the Company's program of comprehensive coverages. An exclusive combination insurance, savings and investment plan designed to serve the different needs of life as they arise. Accounted for 19% of the policies sold in '54.



## Multiple Protection

Low-cost insurance protection for life with increased amounts payable if death occurs during 10 or 20 years or up to age 65. Designed to provide the greatest protection for the stage of life when family dependency is greatest. Premiums are less than the combined premiums for comparable Ordinary Life and Term insurance.





## Planolife

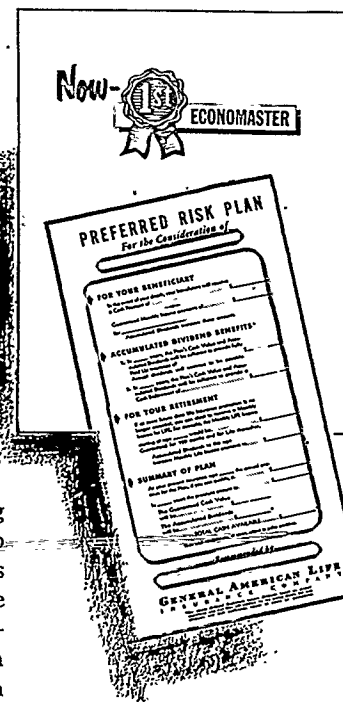
For children 0-14 years of age. Popular savings and protection plan for the complete span of life. \$1,000 of insurance jumps to \$5,000 at age 21 with no increase in premium, matures as guaranteed life income at 65.

## Extra-Risk Insurance

From the beginning, your Company has issued insurance on so-called sub-standard risks by charging extra premium rates commensurate with the additional risks involved due to impaired health or hazardous occupations. After study of experience over a long period of years, last year we were able to make a reduction in the extra premium for sub-standard insurance. Insurance of this type is issued on lives rated as high as 500% of standard expected mortality.

## Economaster

First introduced 17 years ago (long before price competition became so broadly advertised), Economaster has consistently and quietly been among the lowest net cost preferred risk life insurance contracts in the nation. Issued with selective underwriting in minimum amounts of \$10,000.





**Group  
Life  
Insurance**

| Year | Number of U.S. Dollars in Circulation |
|------|---------------------------------------|
| 1945 | \$419,429,927                         |
| 1946 | \$488,248,318                         |
| 1947 | \$544,834,626                         |
| 1948 | \$626,262,881                         |
| 1949 | \$658,605,762                         |
| 1950 | \$800,205,680                         |
| 1951 | \$830,900,164                         |
| 1952 | \$926,001,659                         |
| 1953 | \$1,063,790,830                       |
| 1954 | \$1,294,913,850                       |

**Group**  
**Premium**  
**Volume**

| Year | Value        |
|------|--------------|
| 1945 | \$8,280,295  |
| 1946 | \$9,192,956  |
| 1947 | \$10,629,840 |
| 1948 | \$12,463,966 |
| 1949 | \$13,519,373 |
| 1950 | \$16,332,693 |
| 1951 | \$19,620,392 |
| 1952 | \$21,632,218 |
| 1953 | \$26,203,719 |
| 1954 | \$29,527,041 |

# Credits and Dividends on Group Coverages

| Year | Number of New Cars Sold |
|------|-------------------------|
| 1945 | \$1,139,661             |
| 1946 | \$1,678,273             |
| 1947 | \$1,924,386             |
| 1948 | \$2,588,617             |
| 1949 | \$3,093,728             |
| 1950 | \$3,087,719             |
| 1951 | \$2,960,158             |
| 1952 | \$3,732,055             |
| 1953 | \$3,958,475             |
| 1954 | \$4,357,463             |

# Protection through

During each of the last ten years all lines of Group insurance written by the Company have increased progressively. An especially large increase of \$231,123,020 in Group life insurance was recorded in 1954.

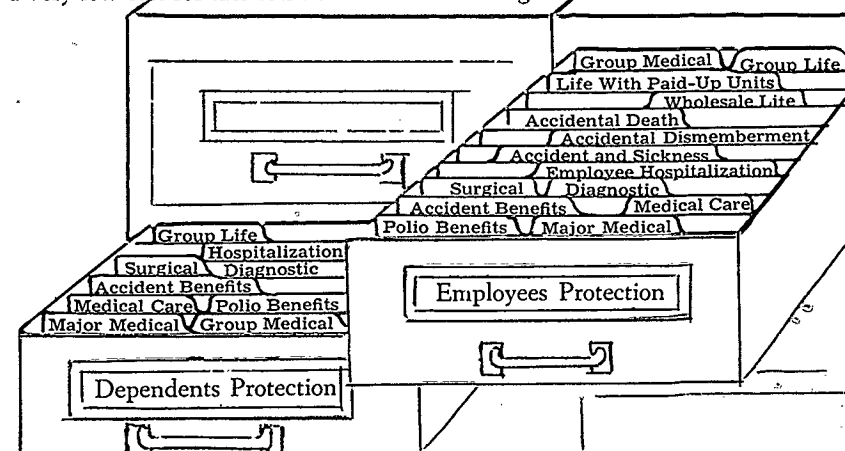
Group earned premiums in 1954 amounted to \$29,527,041—an increase of \$3,323,000 over 1953 and almost four times the figure of ten years ago. For many years General American Life has been a pioneer in this relatively new field of coverage which enjoys an ever-increasing popularity among both employers and workers. General American Life ranks tenth in size among United States companies writing employer-employee forms of group coverage.

Almost every variety of business is represented among the 3300 master group contract holders who utilize General American Life facilities for the protection of their working staff. They represent a cross-section of the American industrial scene. Some of their corporate trademarks are on the opposite page.

The group insurance facilities of the Company include a complete program of 26 different types of group insurance. They include Group life insurance for small groups, Group life insurance with paid-up units, Group accident and sickness, and Group accidental death and dismemberment insurance to protect the workers against the non-occupational hazards of accident or illness. An extremely popular form of protection is Group hospital expense and its allied coverages providing surgical benefits, diagnostic examinations, and medical care expense benefits for both employees and their dependents.

Several years ago Poliomyelitis coverage was introduced. Creditors group life insurance is made available to banks, financial companies, commercial organizations and credit unions.

Like all of its business, group insurance is written by General American on a mutual or dividend basis. Every year the financial experience of each case is considered and an equitable formula is applied. This results in a very low cost for this form of insurance coverage.





# Group Insurance



COOK PAINT & VARNISH COMPANY



## Alligator

HOUSTON OIL COMPANY OF TEXAS



## Famous-Barr Co.



ANHEUSER-BUSCH, INC.



*Coca-Cola*  
of St. Louis



WARREN PETROLEUM CORPORATION



ARKANSAS POWER & LIGHT COMPANY



SCULLIN STEEL CO.

Brown Shoe Company U. F. Hall Printing Company



UNION ELECTRIC COMPANY OF MISSOURI

STUPP BROS. BRIDGE & IRON COMPANY



McDONNELL Aircraft Corporation



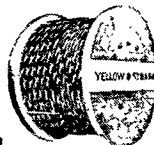
HARDING-WILLIAMS



## Rawlings

CAMPBELL-EWALD COMPANY

BANK OF ST. LOUIS



*Boyle's*



SCOTT, FORESMAN AND COMPANY

Commerce Trust Company



## DAZEY



UNIVERSAL MATCH CORPORATION



Palitzer Publishing Company



PITTSBURGH STEEL COMPANY



TENSION ENVELOPE CORPORATION

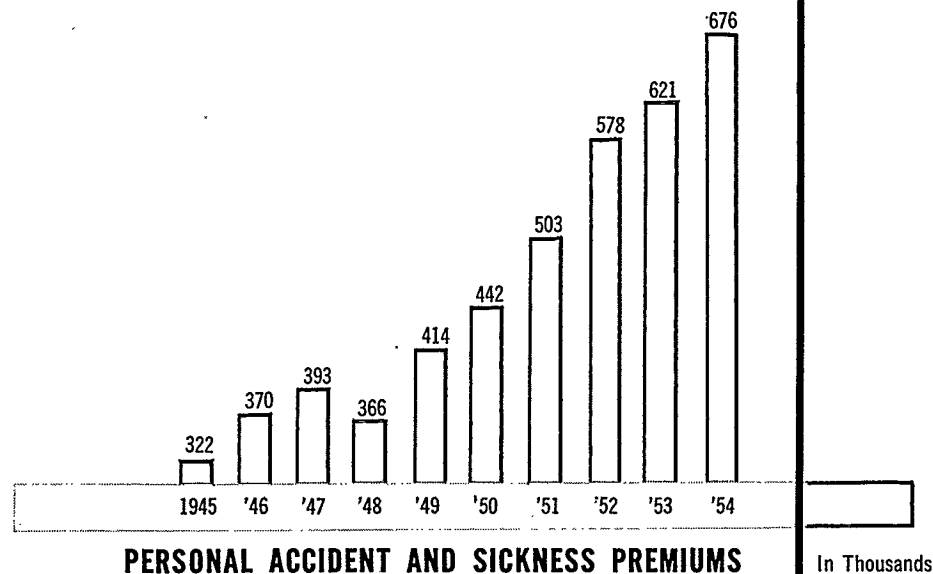


EL PASO NATIONAL BANK

AMERICAN INVESTMENT COMPANY



# Personal accident and sickness insurance



The hazards of life are not alone those associated with dying too soon or living too long. There is the ever-present hazard of disability through either accident or sickness, and the consequent interruption of earned income. From the beginning, General American Life has recognized the interrelationship between protection against the hazards of accident and illness and the protection against the hazards of death and old age. It offers comprehensive and flexible coverages against accident and sickness and hospitalization for the individual and for the family. The steady growth of this branch of our business reflects the soundness of this concept.

In 1954, premium income from Personal Accident, Sickness and Hospital expense insurance showed an increase of 8.9% over 1953, and of 136% over the comparable figure ten years ago.

Your Company was one of the first companies to extend the mutual principle to Personal Accident and Sickness insurance. Each year since 1949 a 5% annual dividend has been paid on all policies over three years old. Our policyholders thus profit through the receipt of mutual dividends and yet pay comparable premiums to those charged on a non-mutual or non-participating basis.

Constant studies are under way to make our coverages as liberal and as comprehensive as possible and to keep them adjusted to the day-to-day requirements of the American people.

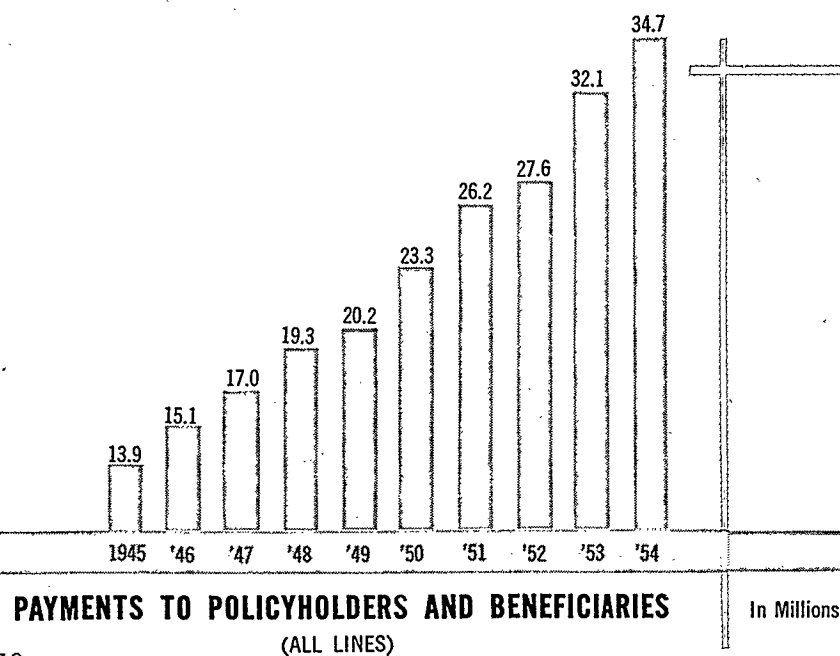
## Benefit Payments

In 1954 General American Life paid out 64.2% of its total income to policyholders and beneficiaries in various forms of policy benefits, amounting to \$34,711,697.51. This is an increase of \$2,648,494 over the amount paid out in 1953, and is 2.4 times as much as was paid out ten years ago.

Partly as a result of its large Group insurance account, partly because of its corporate policies, your Company consistently pays out as large or larger a percentage of its total income than any other company in the United States its size or larger. Of the \$34,711,697.51 paid in 1954, \$21,500,019.29 was disbursed directly to those who had purchased the insurance. It is often difficult for the human mind to comprehend the impact of such a huge sum on the personal lives of those who received it.

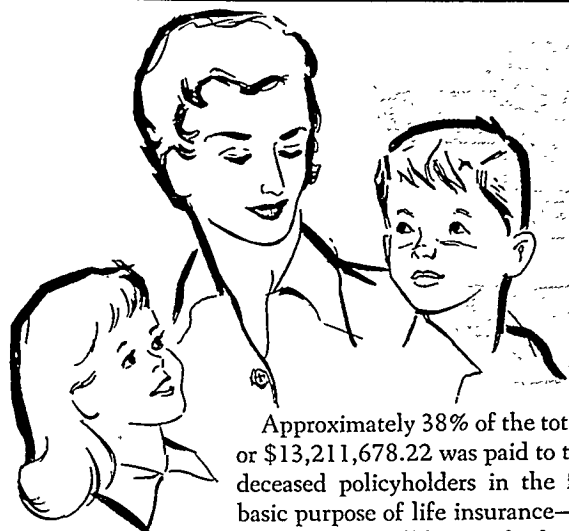
One small example may be found in the statement of Mrs. Adeline M. Gough, who wrote: "It has been a pleasure to have been one of your policyholders since 1920. I bought my first policy when I began working just after graduating. It was my first investment and the wisest one I ever made. I wish that I might help every young person to see the wisdom of such a sound investment."

Gratefully yours,"  
Mrs. Adeline M. Gough  
Pontiac, Michigan





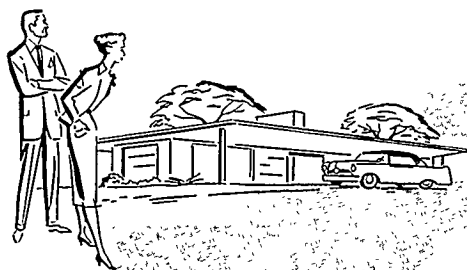
# Benefit Payments



Approximately 38% of the total 1954 payments, or \$13,211,678.22 was paid to the beneficiaries of deceased policyholders in the fulfillment of the basic purpose of life insurance—to provide for the security and well-being of others. This great sum went to wives, children, relatives, estates, business organizations.



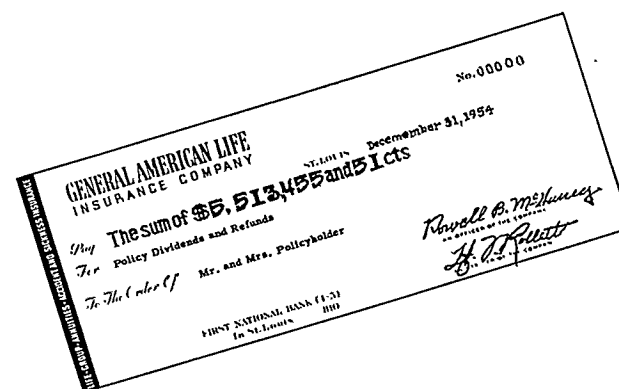
\$13,331,353.36 was paid to living policyholders in the form of cash payments and waiver of premiums because they had suffered disabling accidents or illnesses. These were funds they used to pay their medical bills, their hospital bills, or to provide themselves with income during the period they were unable to work by reason of their disability when their income might otherwise have stopped.



\$864,187.87 went to living policyholders upon the maturity of their endowment insurance or annuity contracts to help them enjoy their sunset years or to provide them with substantial sums to pay for the education of their children or to take advantage of a business opportunity or to provide for the purchase of a new home.



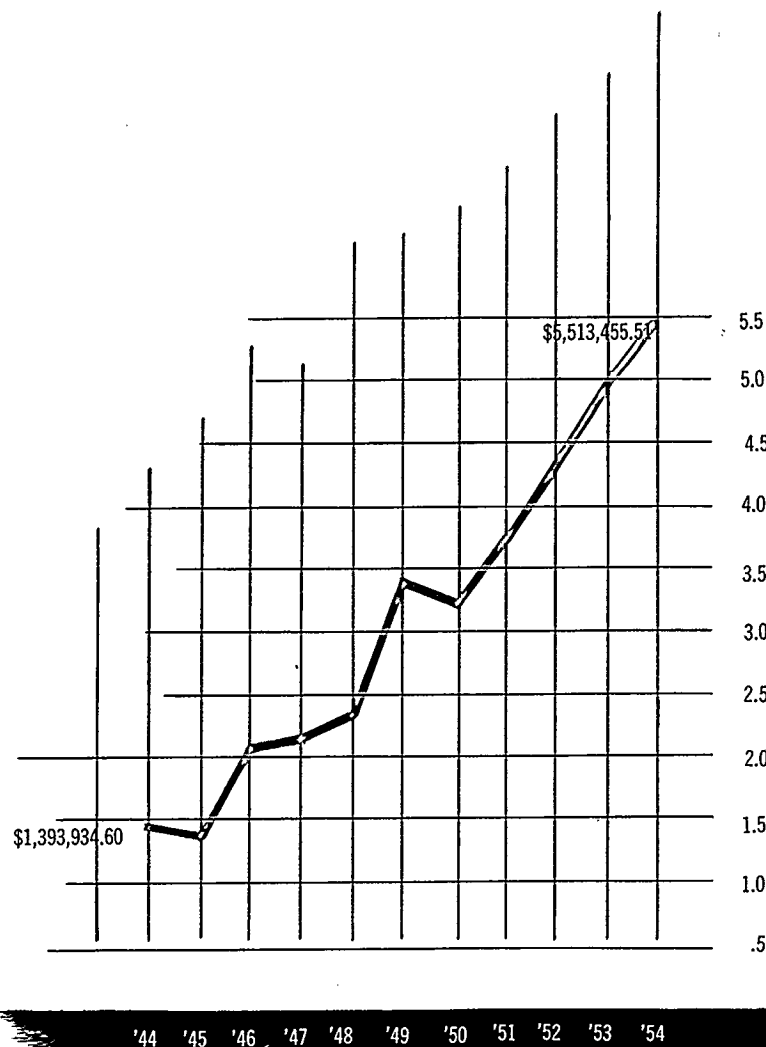
\$1,791,022.55 was paid to living policyholders who found that the policies had served their useful purpose and who therefore withdrew their accumulated values or who, because of some emergency in their private lives, needed funds promptly and did not wish to borrow.



Then \$5,513,455.51 was paid to living policyholders in the form of dividends or refunds—a return they enjoyed on the premiums which they had paid to their mutual enterprise—the General American Life Insurance Company.



# Cost Factors



**Total Dividends and Experience Rating  
Refunds to Policyholders**  
(In millions of dollars)

Most everyone knows what a life insurance premium is. It is the price the policyholder pays for his insurance protection. In a mutual company like General American, the premium is the gross price, because the policyholder may receive dividends which reduce his cost. About 70% of the life insurance in force in America is in mutual companies. The dividends they pay out annually are a substantial sum. In 1954, General American Life paid out in dividends and experience rating credits \$5,513,455.51. Each year this sum has grown.

The premium charged an ordinary life insurance policyholder is based on assumptions as to (1) the rate of interest that will be earned in the future on investments of the company; (2) the future death rate among policyholders, sometimes referred to as expected mortality experience; (3) the expense of doing business, including taxes.

Once fixed, the premium rate on Ordinary insurance purchased at that rate can never be increased. It is therefore extremely important that the assumptions used in computing the premium be conservative. Competition forces them to also be reasonable. Experience has proven that it is difficult to forecast with complete accuracy such factors as interest rates, mortality, taxes, wages and salaries, and the many costs of doing business. The interplay of these factors determines the actual cost to the insured of the protection he buys. In a well-run mutual company, he is, in effect, buying his insurance at cost, with a guaranteed maximum. The guaranteed maximum is the premium he pays. His actual cost is determined by the dividends he receives.



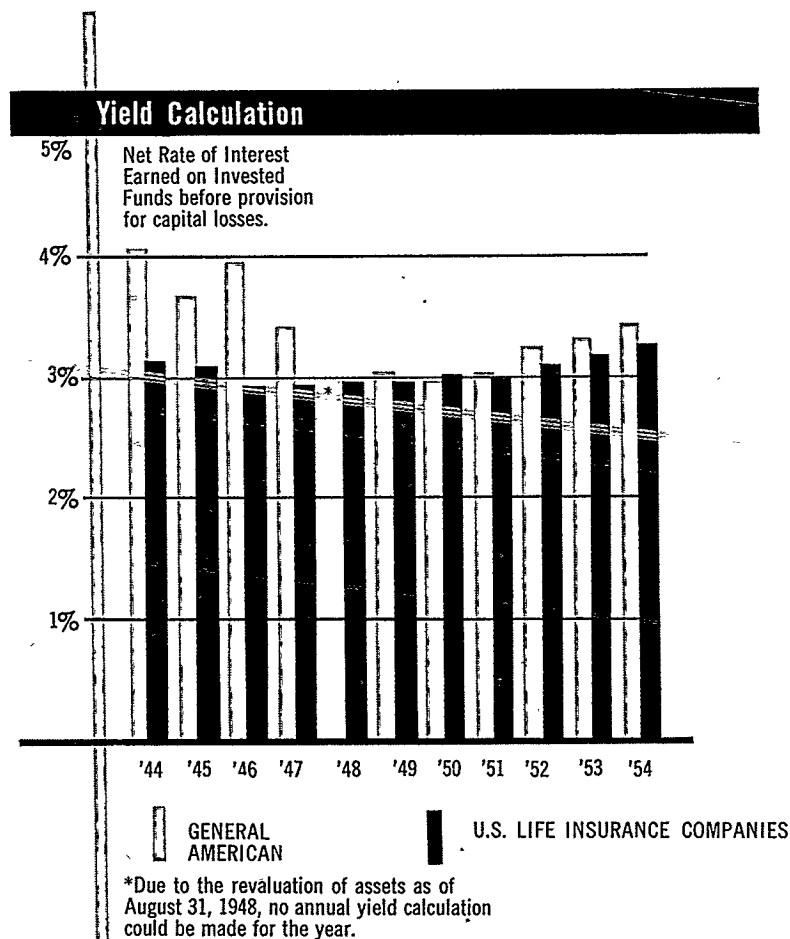
# Interest

The net average yield on invested assets during 1954 was 3.61% before provision for future interest and capital loss and income taxes. Income taxes reduced this yield to 3.38%. Comparable yields in 1953 were 3.51% before income taxes, and 3.27% after taxes. This slight betterment in yield is not expected to continue since current interest rates are lower than those existing throughout 1953 and the early part of 1954. The yield on outstanding high-grade corporate bonds at the end of 1954 was only 1/10 of 1% above the level of January, 1948. The interest rates obtainable on conventional mortgage loans at the end of 1954 were also substantially less than those prevailing during 1953.

Interest rates for the past ten years have been very low in comparison to the 1930's. During that depressed period, insurance companies, including General American Life because of its reinsurance of the former Missouri State Life Insurance Company, came into possession of vast amounts of real estate resulting from foreclosure of defaulted mortgage loans. Pursuant to the laws of Missouri, requiring that such lands be sold within a reasonable time, your Company embarked upon a course of gradual liquidation in order to take advantage of more favorable market conditions as they appeared. Meanwhile, it operated its real estate account so as to realize the maximum return from it. This enabled the Company to enjoy a much higher over-all yield than the "average" company during the early years of the past decade, as is seen in the accompanying graph.

By the end of 1947, practically all of the Company's real estate (except its Home Office building) had been liquidated, and its rate of return dropped close to the level of the business as a whole.

In view of the huge federal debt outstanding, the large requirements for debt service, the difficulty of balancing the federal budget during this period of uneasy peace, increasing income taxes and anticipated fewer mortgage loans in the future, it is not likely that interest rates will go up in the foreseeable future. If the building boom subsides, as it must do eventually, the Company will be forced to invest more and more in corporate bonds at a lower level of interest. This will bring the Company's rate of return in line with the industry average and will have its effect on the net cost of insurance.



After providing 1/4 of 1% for future losses on interest and principal, the net yield of the Company for the past six years has averaged 2.9%



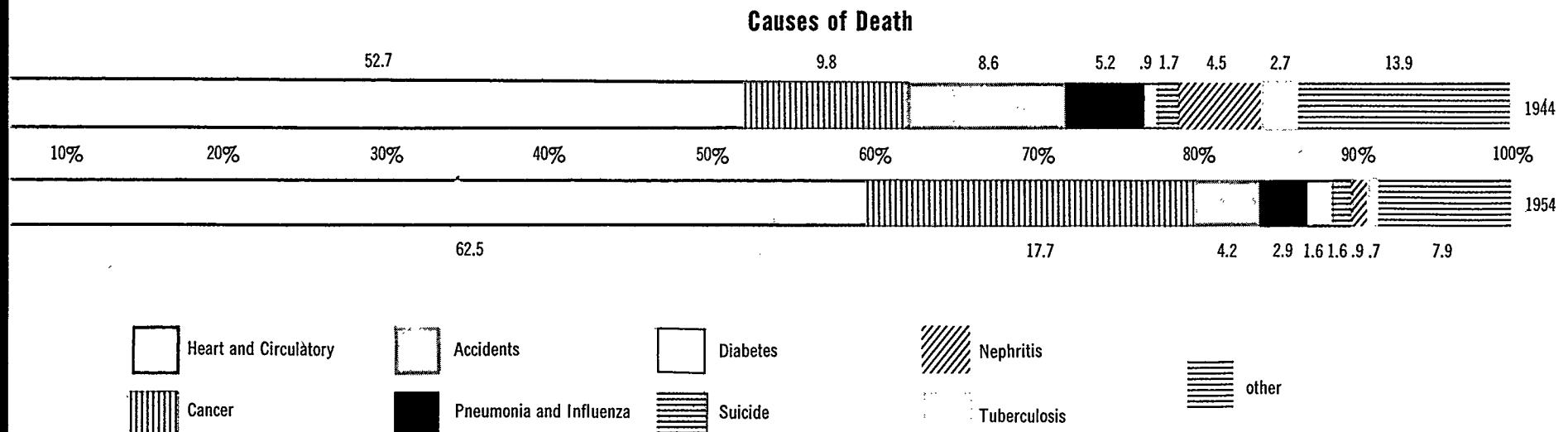
# Mortality

The mortality among General American Life policyholders continues at a favorable rate.

The improvement in mortality in recent years has been in part due to medical advances in the treatment of infectious diseases. We can no longer consider pneumonia, influenza and tuberculosis as major causes of death. The tremendous reduction in infant mortality through improved facilities and techniques in obstetrics, coupled with infectious disease control, has greatly increased the life expectancy of Americans at birth. An average of 14 years has been added to the life span since 1920. The improvement in the life expectancy of females has been particularly marked—17 years. The comparable increase for men is 12 years.

This increase in the number of people who reach adulthood has naturally resulted in the diseases associated with age assuming greater prominence among the causes of death. Among General American policyholders, the principal killers in 1954—cancer (17.7%) and heart disease (62.5%)—together accounted for 80.2% of all deaths compared to 62.5% in 1944.

In an effort to combat the ravages of America's number one killer, the Life Insurance Medical Research Fund was established in 1945. It encourages and finances research on the causes and treatment of diseases of the heart and arteries. Each year since its founding, your Company has contributed to the support of this enterprise.



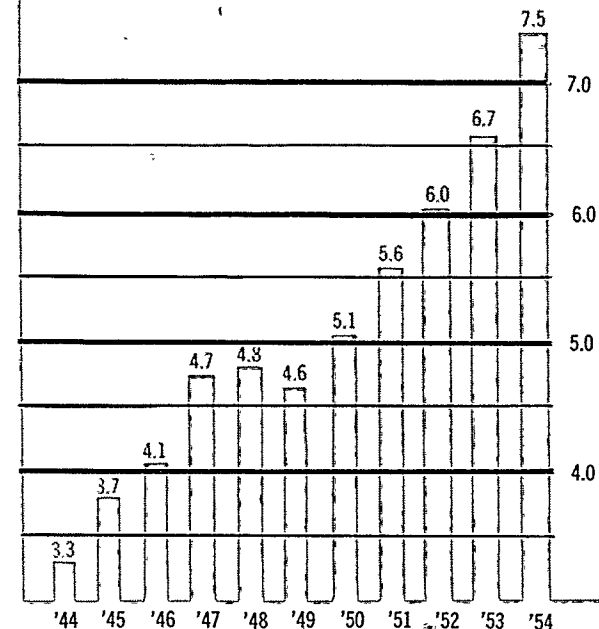


# Expenses

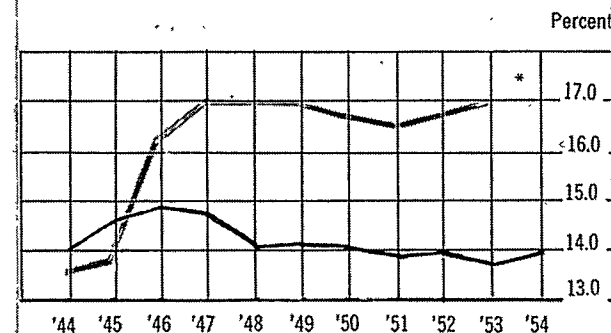
The necessary costs of doing business, operating expenses, are the third major factor influencing the cost of life insurance protection to the policyholder. As our business has grown, as material costs and wage scales have increased, the dollar amount of these expenses has naturally increased. In 1954, such costs amounted to \$7,492,424.61 as compared to \$6,692,895.47 in 1953 and \$3,787,428.78 in 1944.



However, the ratio of operating expenses to income has remained firmly under control at a level substantially below the ratio of the average for all companies. It should be pointed out that expense ratios of different companies are affected by a variety of factors. The relative proportions of ordinary, industrial and group insurance affect it. The kinds of benefits sold, the average size of policy sold, the volume of new business in relation to the volume of old business, the degree of mechanization, and many other considerations influence this ratio. During the past ten years increased sales of group accident and health insurance and the substantial increases in the average size of policies of ordinary insurance have kept our ratio on a favorable basis. Some of the steps your Company has taken and is taking to reduce operating expenses to the lowest possible level are contained in the section of this report on "Administration."

Increase  
in  
Operating  
Expenses  
in  
Millions  
of  
Dollars



Ratio  
of  
Operating  
Expense  
to  
Income  
1944—1954



Life Insurance Industry   
General American Life 

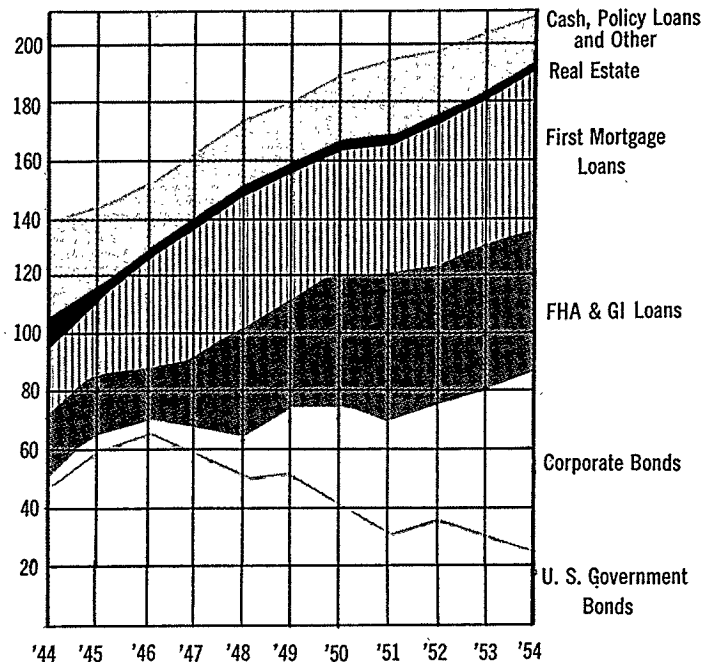
\*figures not yet available



# Invest

## Asset Distribution

(In millions of dollars)



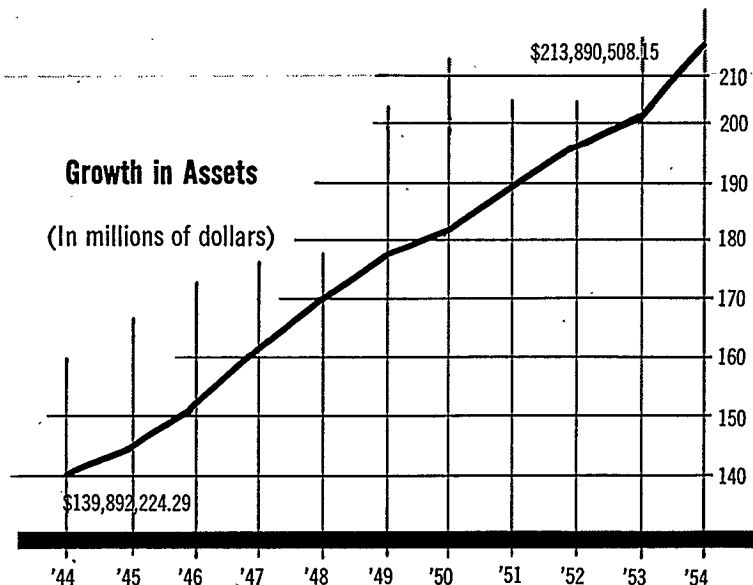
## Pattern of investments.

Total assets on December 31, 1954, amounted to \$213,890,508.15, an increase of \$10,049,617 over 1953, and \$74,000,000 over 1944. These funds are invested principally in United States government bonds, high grade corporate bonds having an average Moody rating of AA, and first mortgage loans on real estate. This has been true for each of the past ten years, but while the categories of investment have remained the same, the proportion of funds which we have invested in these holdings has varied significantly with changing economic conditions from year to year.

These assets are diversified both as to type and geographical location. Their relation to each other and changes in proportions are reflected in the accompanying chart on asset distribution. Notice the heavy concentration of funds in government bonds in 1945, the last year of World War II. The reason was two-fold: the limited supply of private investments, and the nation's need for funds to prosecute the war. With the end of the war, the need of private industry for funds with which to convert to and expand peacetime production, and the great need for long-deferred housing resulted in the opening up of other higher yielding avenues of investment.

## Growth in Assets

(In millions of dollars)



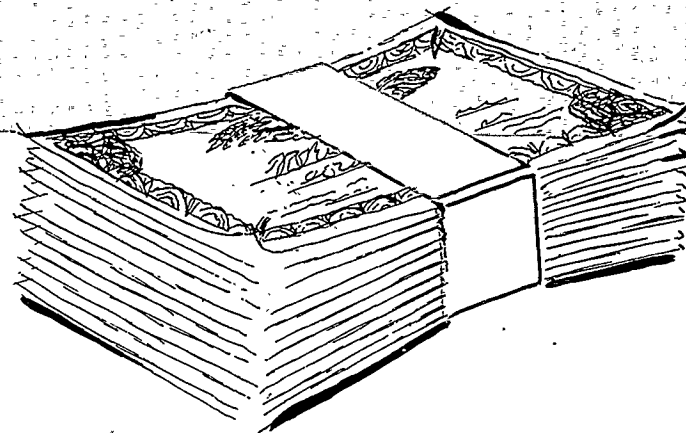
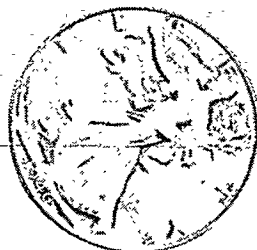


## Cash.

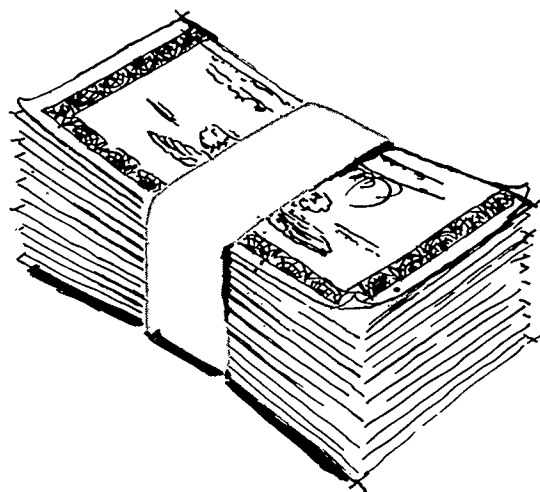
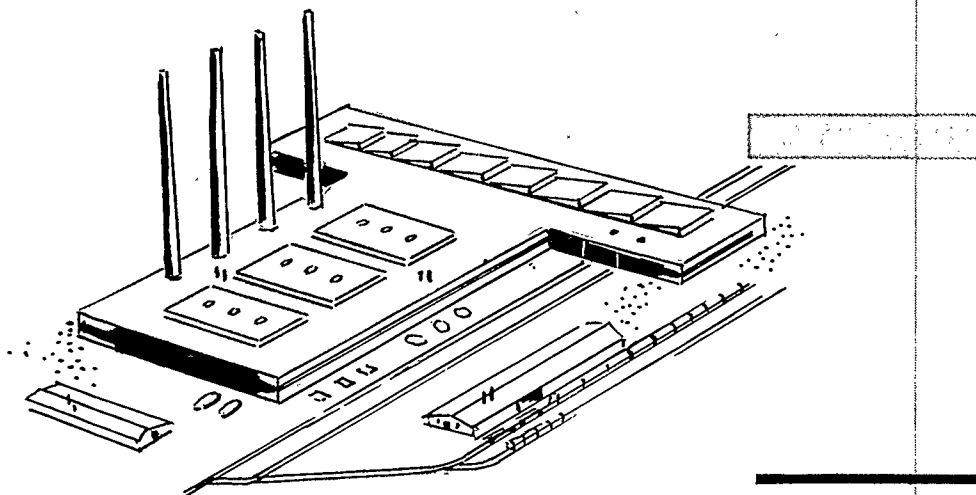
Experience has shown that approximately 3 to 3½ millions of dollars in cash are necessary for our current operating purposes, payment of normal claims, taxes, etc. Therefore cash in banks is held to about \$4,000,000. As of December 31, 1954, cash amounted to \$4,423,368.90 or 2.1% of total assets.

## U. S. Government Bonds.

Obligations of the United States government are owned amounting to \$24,508,774.55 or 11.4% of total assets. While the total held will vary from time to time depending upon the availability of other types of sound investments and the rate of interest afforded by them, a substantial amount of Governments is constantly maintained in the portfolio because of the ease and rapidity with which they can be converted into cash to take advantage of investment opportunities that may present themselves or to meet unexpectedly large policyholder claims arising from sudden, unforeseen catastrophe.







## Corporation Bonds

As of December 31, 1954, our corporate bond account totaled \$60,488,950.09 or 28.3% of total assets. This account consists of bonds of unquestioned caliber, as evidenced by a list of the Company's bond account that may be obtained upon request. The quality of the list averages AA under the well-known Moody's Rating system.

It is axiomatic that the higher the quality, the lower the gross yield on investments. Our investment policy of carrying a relatively high ratio of mortgage loans during this period of easy procurement dictates that the Company's bond portfolio be of the highest quality. Our corporate bond account last year yielded a gross return of 3%.

## Mortgage Loans

At the present time, mortgage loans constitute the principal investment of the Company. At the year-end, they totaled \$103,404,336.71 or 48.3% of total assets. Since 1947 this has been the largest item in our investment portfolio, reflecting the tremendous volume of new construction that has characterized this period, and our aggressive interest in this type of self-liquidating, relatively high-yielding, highly diversified investment. How long new construction activity will be maintained at its present high level is conjectural. It is for this reason that we have taken full advantage of the sound investment opportunities that have been and are currently being afforded by the mortgage loan field.

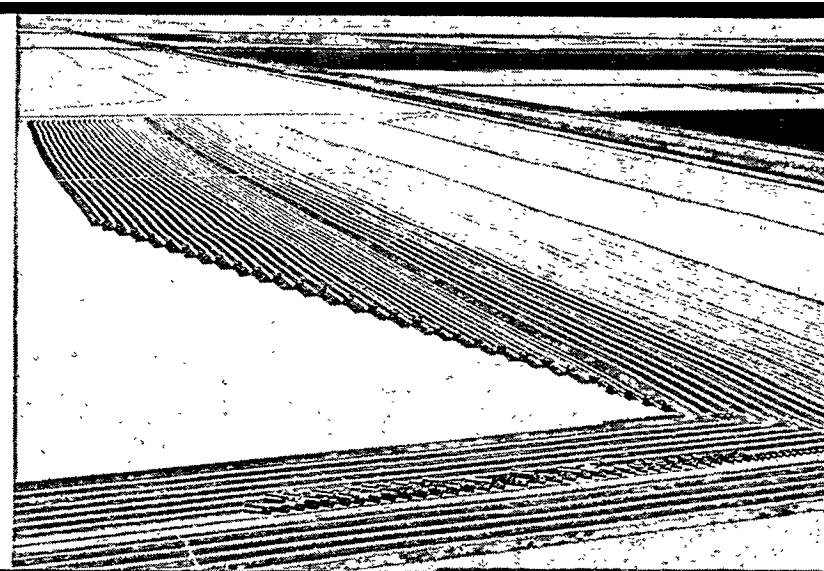
The loan account consists of both F.H.A. and V.A. loans, and conventional mortgage loans. \$40,234,676.82 are invested in loans insured by the Federal Housing Administration. \$7,375,617.88 are represented by loans partially or fully guaranteed by the Veterans Administration (G.I. loans). \$55,794,042.01 are conventional loans amounting to no more than  $\frac{2}{3}$  of the fair market value of the property securing them.

Mortgage loans as a whole returned a gross average yield in 1954 of 4.55% as compared to 4.51% in 1953, and 4.71% ten years ago. This is before expenses, taxes and provision for losses. While the Company on its new loans since 1933 has a most favorable record in that only five conventional loans out of 10,412 made since that date have been foreclosed, a continuance of this record is not to be anticipated. Adequate provision has been made for future interest and capital losses by increasing each year the reserve for these purposes by an amount equal to  $\frac{1}{4}$  of 1% of the mean ledger assets adjusted for capital gains and losses.



Your life insurance dollars at General American Life work constantly for the economic well being of the community and the nation. They are secured by first mortgage loans on properties such as these:

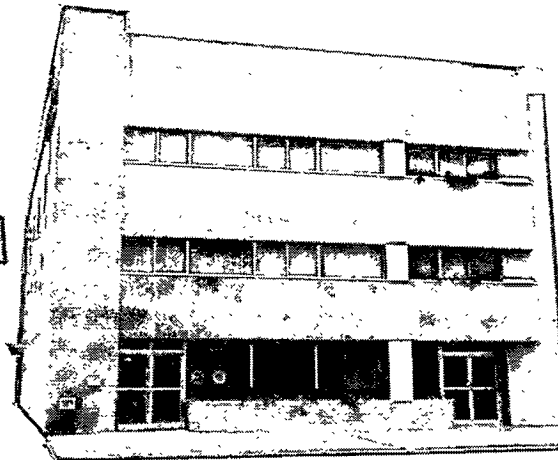
# Investments



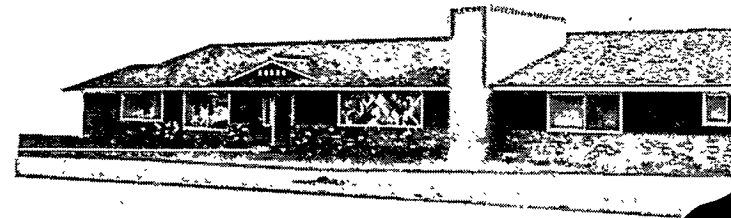
Twenty-nine combines harvesting barley on a ranch in the Tulare Lake Region of California.



A six room residence in Denver, Colorado.

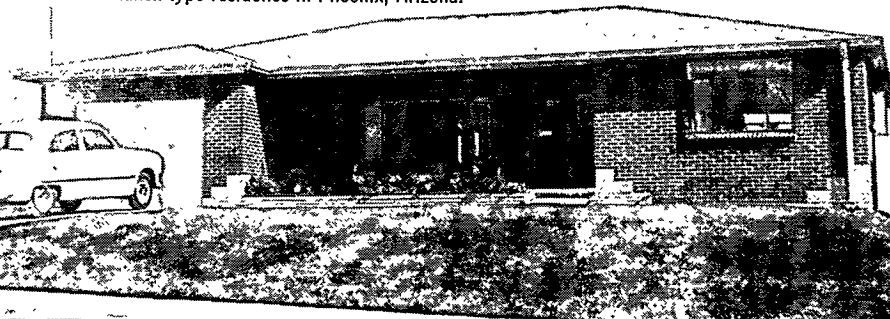


A business property in Los Angeles, California.

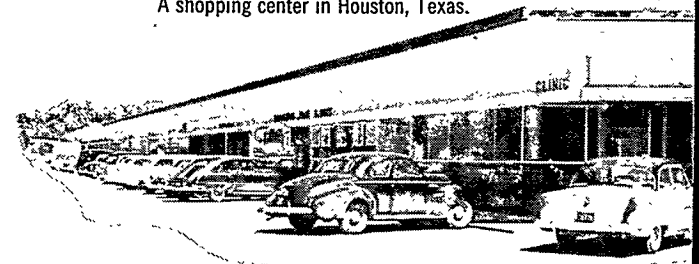


A modern residence in St. Louis, Missouri.

Ranch type residence in Phoenix, Arizona.



A shopping center in Houston, Texas.

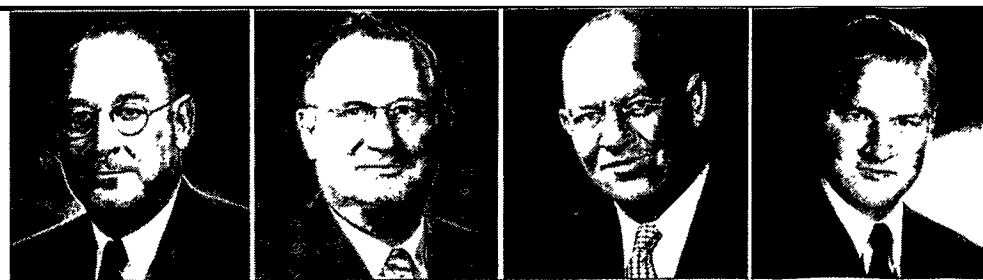




# Directors

Men with  
ability to  
make an  
institution  
grow

Corporations are endowed with both character and personality. That is because corporate affairs are administered by people, people who set the broad policies of the enterprise, establish its philosophy, define its purposes and objectives, and people who execute those policies, who sell the products and provide the services, that those who do business with the corporation have a right to expect. The high character and friendly personality of General American Life originates at the source in the caliber of the men who chart its course—the Board of Directors—all men of exceptional ability, unimpeachable integrity, experience, and judgment, with a deep sense of responsibility.



Sidney W. Souers  
Chairman of the Board  
St. Louis, Mo.

C. R. Anthony  
Chairman and President  
C. R. Anthony Company  
Oklahoma City, Oklahoma

Edwin M. Clark, President  
Southwestern Bell Tel. Co.  
St. Louis, Mo.

Preston Estep, President  
Transit Casualty Company  
St. Louis, Mo.

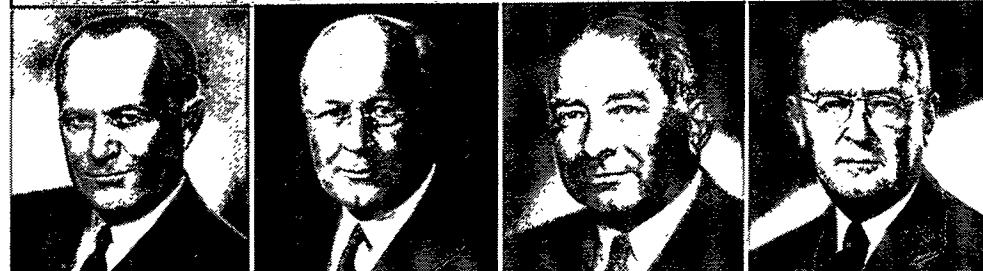


James M. Kemper, Chairman  
Commerce Trust Company  
Kansas City, Mo.

Harry H. Langenberg, Pres.  
Langenberg Bros. Grain Co.  
St. Louis, Mo.

Sidney Maestre, Chairman  
Mercantile Trust Company  
St. Louis, Mo.

J. W. McAfee, President  
Union Electric Co. of Mo.  
St. Louis, Mo.



William A. McDonnell, Pres.  
First Nat'l Bank of St. Louis  
St. Louis, Mo.

Tom A. Smith, Chairman  
Boatmen's National Bank  
St. Louis, Mo.

E. J. Spiegel, President  
Gaylord Container Corp.  
St. Louis, Mo.

Hugh Stephens, President  
Board of Curators  
Stephens College  
Columbia, Mo.



John S. Swift, Chairman  
John S. Swift Company, Inc.  
St. Louis, Mo.

John L. Wilson, Vice Pres.  
Anheuser-Busch, Inc.  
St. Louis, Mo.

Howard H. Young, President  
American Zinc,  
Lead & Smelting Co.  
St. Louis, Mo.

Samuel D. Young, President  
El Paso National Bank  
El Paso, Texas



## ADVISORY COUNCIL

L. RAY CARTER, Chairman  
St. Louis, Mo.

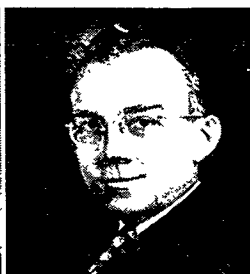
## EXECUTIVE COMMITTEE



# Division Heads



Emil E. Brill,  
Vice-President



Otto J. Burian,  
Vice-President and Actuary



J. G. Driscoll,  
Vice-President



Stanley M. Richman,  
Vice-President



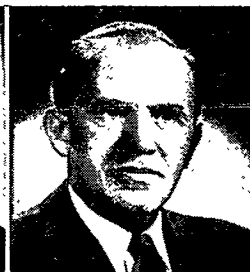
Frank Vesser,  
Vice-President



Frank P. Aschemeyer,  
Vice-President and  
General Counsel



Henry F. Chadeayne,  
Treasurer



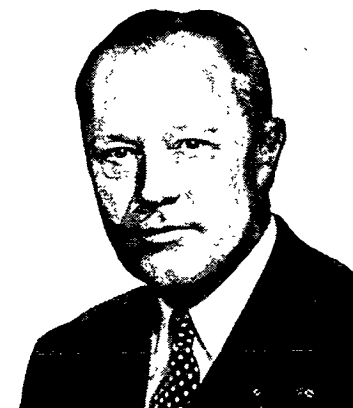
Harry F. Rollett,  
Secretary



Victor F. Bachle,  
Acting Comptroller

# Officers

General American Life officers are men of broad experience in life insurance company management, dedicated to the welfare of the Company and its policyholders—hard-working, highly trained, able. They are active in community affairs. Through their executive leadership they contribute to the character and personality of General American Life.



\*Powell B. McHaney  
President

## OFFICERS

Sidney W. Souers,  
*Chairman of the Board*  
Powell B. McHaney, *President*

## INSURANCE ADMINISTRATION DIVISION

Otto J. Burian,  
*Vice-President and Actuary*  
Edward L. Faith, *Associate Actuary*

Douglas Wood, *Manager*  
*Ordinary Life Underwriting*

Elmer A. Jungclauss,  
*Manager, Policy Issue*

## GENERAL ADMINISTRATION

John S. Masterson, *Planning Officer*  
Thomas E. Ashcraft, *Auditor*

## ORDINARY LIFE DIVISION

Frank Vesser, *Vice-President*

C. E. Fritzsche,  
*Director of Agency Training*

Eugene V. Boisauhin, *Agencies*  
*Supervisor, Eastern Division*

Anthony Gatzert, *Agency Secretary*

Carl H. Lane, *Agencies Supervisor*  
*Western Division*

## PERSONAL ACCIDENT AND SICKNESS DEPARTMENT

Oliver Siegmund,  
*Assistant Secretary and Manager*

## MEDICAL DEPARTMENT

James H. Ready, M. D.,  
*Medical Director*

G. F. Rendleman, M. D.,  
*Assistant Medical Director*

## ACCOUNTING DIVISION

Victor F. Bachle, *Acting Comptroller*

Edgar W. Baseler,  
*Associate Comptroller*

Alfred D. Froning, *Manager*  
*Group Accounting*

Samuel C. Boggess, Jr., *Manager*  
*Budget and Purchasing*

Roland Aegerter,  
*Manager, Tabulating*

Howard A. Sanders, *Manager*  
*General Accounting*

Burt H. Fehlig, *Acting Manager*  
*Investment Accounting*

## INVESTMENT DIVISION

J. G. Driscoll, *Vice-President*

Daniel Upthegrove, Jr., *Manager*  
*Bond Investments*

Paul K. Justus, *Manager*  
*Farm Real Estate*

## TREASURER'S DEPARTMENT

Henry F. Chadeayne, *Treasurer*

## PUBLIC AND PERSONNEL RELATIONS DIVISION

Stanley M. Richman, *Vice-President*

A. William Evans, *Manager*  
*Advertising and Publicity*

Samuel F. Doty, *Manager*  
*Home Office Building*

## LAW DIVISION

Frank P. Aschemeyer, *Vice-Pres.*  
*and General Counsel*

Paul G. Ochterbeck,  
*Associate General Counsel*

Joseph E. Jacques, *Tax Officer*

Fred H. Rodofeld, *Acting Manager*  
*Ordinary Life Claims*

A. J. Bockwinkel, *Manager*  
*Group and Accident*  
*and Sickness Claims*

## SECRETARY'S DIVISION

Harry F. Rollett, *Secretary*

Lynn Kennedy, *Manager*  
*Service Department*



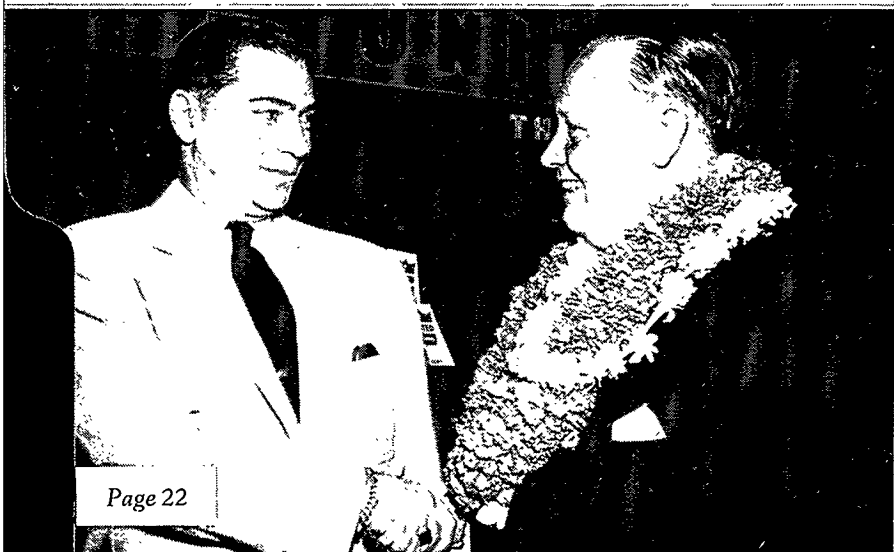


Mr. Adam Rosenthal, whose agency won the President's Million Dollar Cup for the best all-around million dollar agency in 1954. Both quantity and quality of business are considered to determine the winner.

Mr. Richard Strauss, of Des Moines, whose agency won the Agency Achievement Cup for ranking highest in agency development and performance during the past year.



The home of the Kamaaina Agencies, General American Life's new agency office in Honolulu, Hawaii.



"Robert" Styne, Honolulu general agent, greets Mr. McHaney in traditional Hawaiian fashion.

## Field Organization

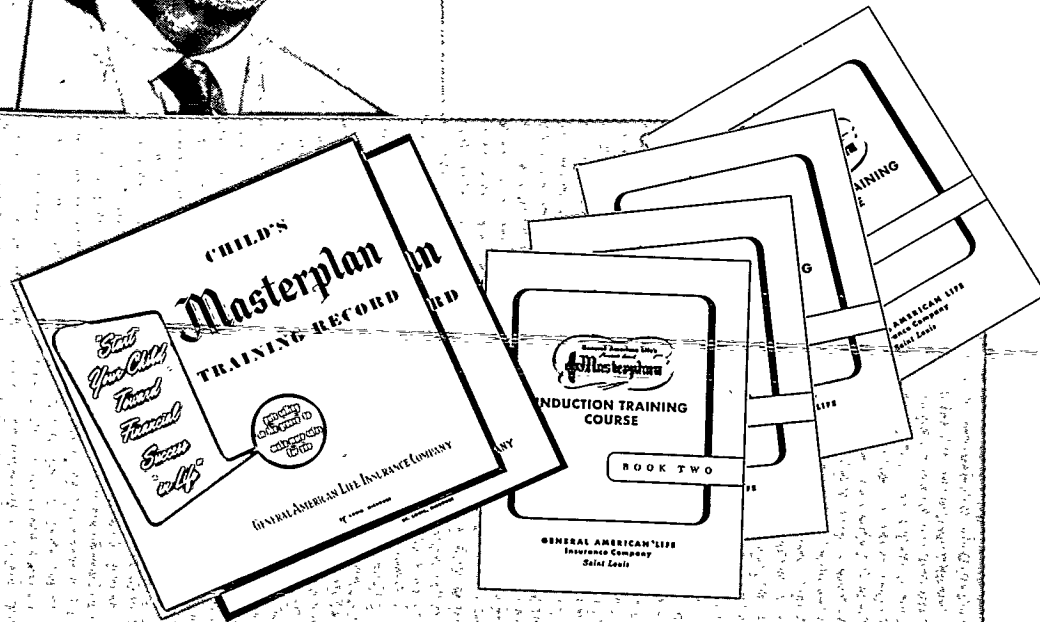
To you, the policyholder and to the public at large, General American Life is the "man in the field"—the sales representative. Day in and day out, throughout the 36 states and territories in which the Company operates, he meets the public face-to-face as he points out to them the part that life insurance can and should play in their financial planning. To them his character and personality becomes General American Life's. All of these men—and some women, too—make up the "field force" of the Company numbering 343 full time representatives and several hundred part-time agents and brokers.

In 1954 the Company established ten new general agencies operating under the Lifetime Security Franchise program. Included among them were four of the principal cities of the United States—Atlanta, Georgia; San Francisco, California; Miami, Florida; and Honolulu, Hawaii. In certain of the larger cities, the Company operates under the "multiple-agency" system providing for a number of different agencies headed by district managers. Their activities are coordinated by salaried supervisors reporting directly to the Home Office.





Mr. Francis B. Perdue, 1954 Recruit of the Year. A trainee in our four year Agency Management Training Program, Mr. Perdue, in his first year in the life insurance business, produced \$553,301 of business—more than any other first year agent.



Some of the new sales training aids developed in 1954.



One of 5 Regional Sales Conferences which were held during 1954.

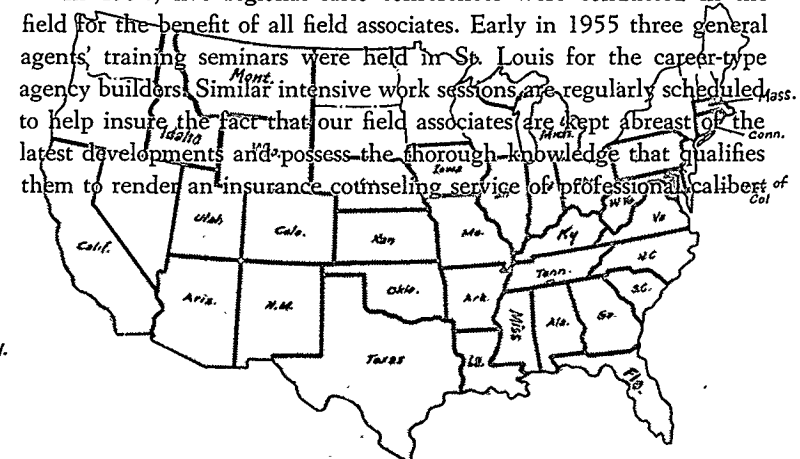
A few years ago, anticipating the rapid growth of life insurance sales and all forms of group insurance, the Company inaugurated a unique step-by-step training program for college graduates designed to develop the career-type general agent and professionally trained group insurance-field specialist. The option of determining the course of his career lies with the trainee after a certain length of time. In the early stages of the course all receive the same intensive training. Since the exact nature of the training and work is spelled out in detail for each year of the course (7 years for general agents, 4 for group representatives) together with the specific salary adjustments that may be expected, the program is called "The Charted Career Program." It has been termed by a number of college placement officers as the soundest, most comprehensive, specific and appealing offered in the life insurance business.

For the college graduate who has been out of school for several years, there is an abbreviated course (4 years) called the LSF Agency Management Program that leads to a general agency or district manager-ship.

Already there are 37 men who have completed or are undergoing these courses. They have demonstrated the soundness of the programs.

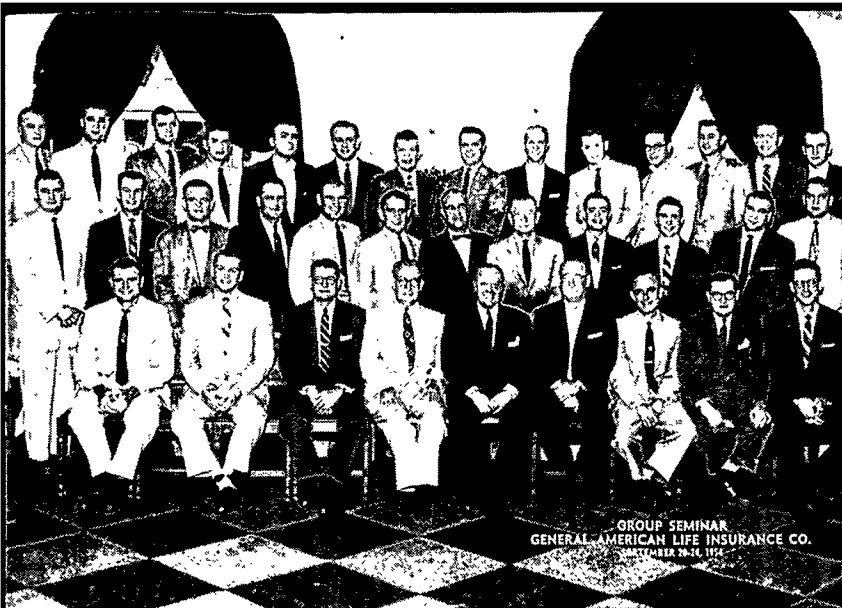
The responsibility of coordinating the recruiting, training, and sales programs of the Company's agencies rests with the Ordinary Life Division. This division includes territorial agency supervisors, a director of education and training, and an agency secretary. In addition to the supervisory manpower, the Company provides the general agents and their representatives with many training and educational tools, many sales aids.

In 1954, five regional sales conferences were conducted in the field for the benefit of all field associates. Early in 1955 three general agents' training seminars were held in St. Louis for the career-type agency builders. Similar intensive work sessions are regularly scheduled to help insure the fact that our field associates are kept abreast of the latest developments and possess the thorough knowledge that qualifies them to render an insurance counseling service of professional caliber of



Map of the General American Life sales territory. Shaded areas show the 36 states and territories in which the Company operates its business. Ten years ago this map would have shown only 25 states.



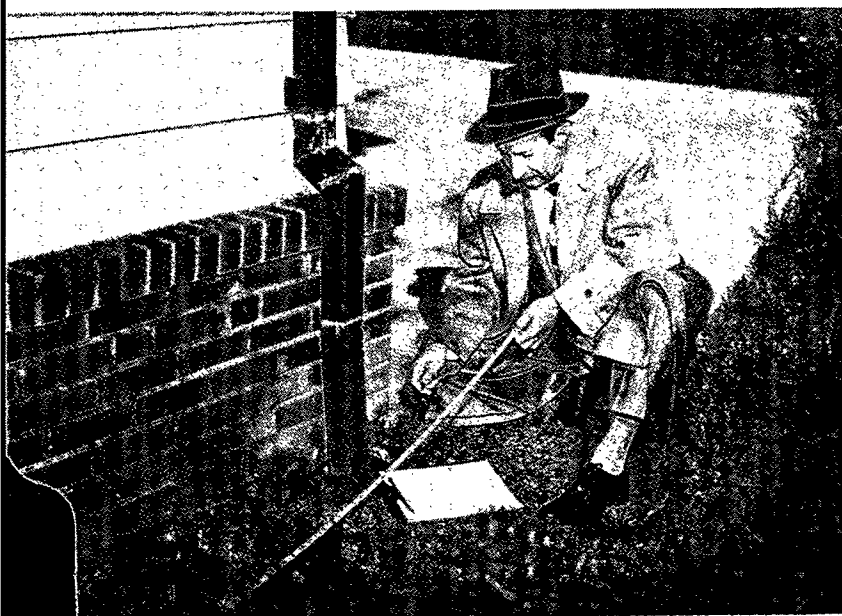


Week long seminars for group representatives help keep them abreast of latest developments.

## Group Field Organizations

The Group Insurance Division directs the staff of qualified, well-trained group field representatives whose function is to assist our field associates and brokers in the sale and servicing of the many different forms of group coverages which we offer to employer-employee organizations. These men, most of whom are Chartered Career graduates, are technical specialists in a highly specialized, competitive field. At present there are 31 such group representatives strategically placed within our operating territory. Ten years ago there were 6.

Also attached to the Group Division are 13 field Claim offices located in various cities throughout the United States which make possible the prompt claim handling and efficient administration of Group insurance. "On-the-ground" service of this type is also rendered by a number of our established general agencies.



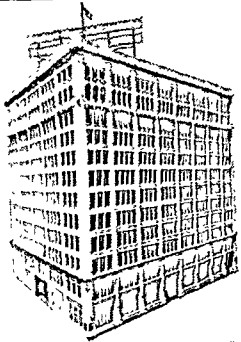
Careful appraisal by General American Life's own staff helps protect the buyer and at the same time determines sound value to justify the company's home loan investments.

## Investment Field Offices

The Company maintains 12 Investment field offices, located at pre-selected points throughout the country. These are under the direction of salaried managers whose duty it is to make and service mortgage loans within their respective territories in accordance with the established investment policies of the Company. This system is somewhat unusual in the life insurance business. Most companies obtain their mortgage loans through mortgage loan correspondents who are paid a commission for acquiring and servicing loans.

In 1954 our field investment offices closed over \$17,000,000 in new mortgage loans. Of the 14,000 loans on the books at the year-end, only 11 were in default involving principal of \$90,814.25, less than 1/10 of 1%.

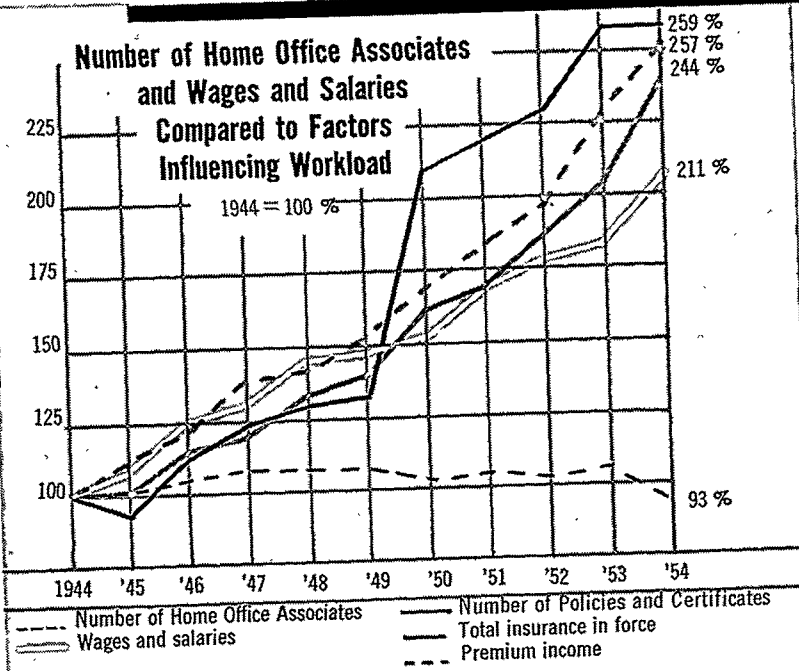




# Home Office Administration



Microfilm equipment adds to the efficiency of office procedure at General American Life. In a recent operation, records occupying 460 file drawers were condensed photographically into  $\frac{3}{4}$  of 1 file drawer.



After a year that recorded a growth of \$267,000,000 of life insurance in force, a gain of \$10,000,000 in assets, and substantial increases in the services rendered to policyholders, there are fewer people employed in the Home Office today than there were a year ago. As of December 31, 1944 the Home Office staff consisted of 635 people. Since then our annual Ordinary sales have almost quadrupled, our insurance in force is twice as great, our assets have increased about \$74,000,000, our premium income has more than doubled. Yet as of December 31, 1954, the Home Office staff numbered 593, forty-two fewer people than ten years ago. This amazing comparison demonstrates the results that can be obtained by increasing the average amount of insurance per policy of ordinary insurance and per certificate of group insurance and by the adoption of certain streamlined methods and mechanized procedures. In the life insurance business, in times of rising wages, retirement benefits and increased material costs, it is necessary to constantly strive to increase both the amount of insurance per transaction and the number of transactions handled by each person. In this way only can the well-managed life insurance company meet the higher wage standards set by a highly competitive labor market. Premiums on ordinary insurance policies cannot be raised. From a competitive standpoint it is difficult to raise the net premium costs on desirable group insurance policies. Therefore, while the Company must pay higher wages, it must strive to avoid hiring additional people if possible. Although the number of personnel has actually decreased, both the amount of insurance per transaction and the ratio of transactions handled per person have increased. This has permitted wages to be raised and the installation of a retirement plan. The total wages paid in 1954 was more than double that of 1944.



Results such as recorded in this report would have been impossible without the cooperation and support of a loyal and able organization. They could not be achieved in an atmosphere of strife and conflict. Harmony and friendliness are the characteristics that all of us seek to strengthen in the General American Life family. In a business that by its nature makes use of the services of many young women, with consequent sizable turnover resulting from the demands of domesticity, over 40% of the Home Office staff have service records of ten years or longer.

To create harmony in business, as in personal life, understanding, mutual respect, and fairness are required. This is but another way of describing what the language of business refers to as "progressive personnel policies." At General American Life, a revised job classification system has been in effect for the past four years. It classifies jobs

according to their elements and thus insures uniform treatment for the same skills wherever they are practiced in the Company. Central administration of a job control system makes it possible to avoid over-staffing in one department while under-staffing in another. Likewise, salary administration with semi-annual evaluation of job performance is centralized so that as far as humanly possible each person is paid fairly and according to his merit. Frequent surveys of the salaries paid for comparable jobs by other lines of business and by other life insurance companies help keep our wage ranges at a fair level.

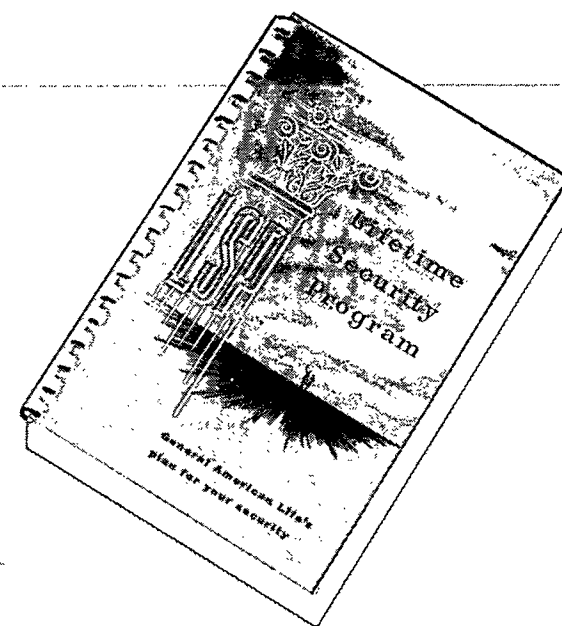
As of July 1, 1954, the Company adopted a Lifetime Security Program for its salaried associates, to correspond to the Lifetime Security Franchise program of its field associates. A contributory plan, it gives credit for past service and is integrated with Social Security.



Santa Claus hands a surprise package to little Sandra Barbareck at the annual Christmas Party for children and grandchildren of associates.



Upon his retirement, his associates give inveterate rabbit hunter, Robert Jackson, a live beagle (which he named General).



Salaried associates benefit from the company's Lifetime Security Program... a contributory retirement plan that is integrated with Social Security.

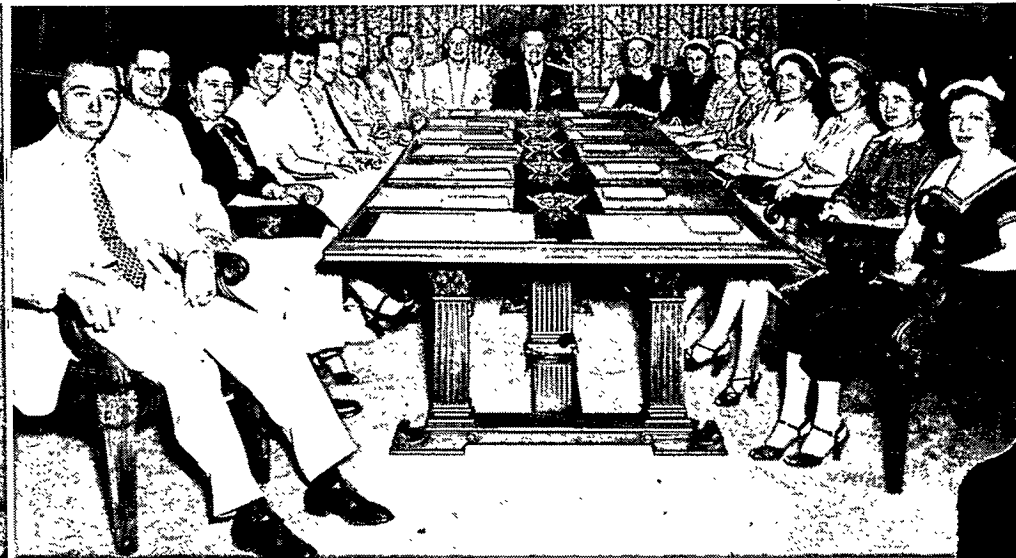


# Home Office

Full participation in the counsels of management are provided at all levels through advisory committees. Promotion-from-within is a reality at General American Life. The "open-door" policy helps each person to realize that his is a direct participation in its affairs. Orientation courses, Life Office Management study courses, subsidized educational and self-improvement programs, supervisory training classes, all foster the concept that there is a genuine interest in the well-being and the progress of each individual who contributes his fair share to the progress of the Company.



Working associates participate in after-hours activities through such organizations as the General American Girls' Softball Team.



The Employees' Advisory Council advises the president regularly on company practices. The rotating membership represents a cross-section of the home office staff.



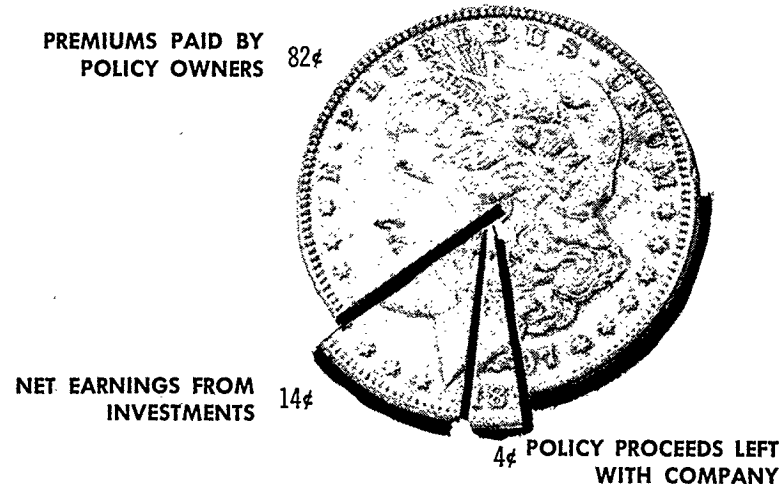
# Income and Disbursements

(Accrual Basis)

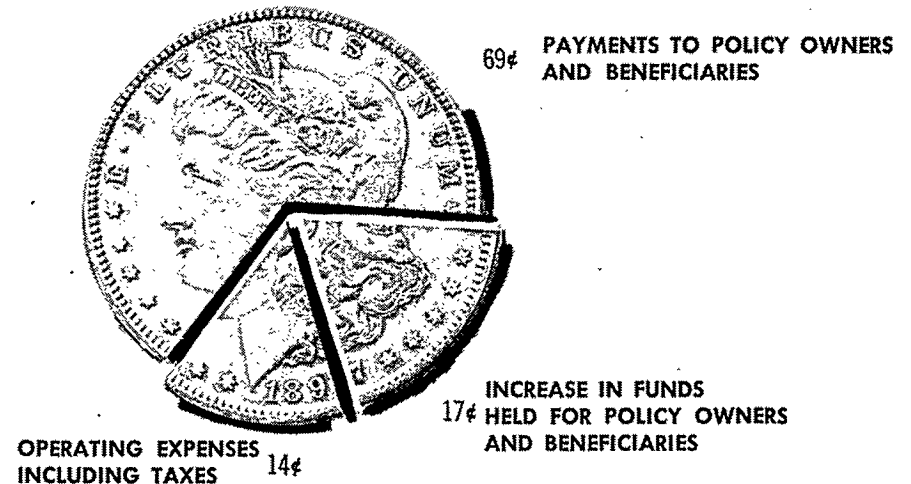
## Income

|   | 1954                   | 1944                   |
|---|------------------------|------------------------|
| Premiums were the major source of income                        | \$43,338,684.58        | \$16,862,338.48        |
| Some policy payments are left with, or returned to, the company | 2,173,615.98           | 1,094,113.45           |
| Investment income   | 8,283,358.97           | 6,670,138.19           |
| Profits realized on sales or liquidation of assets              | 348,314.77             | 1,257,912.99           |
| <b>TOTAL</b>  | <b>\$54,143,974.30</b> | <b>\$25,884,503.11</b> |

## WHERE THE MONEY CAME FROM



## WHERE THE MONEY WENT





## Expenditures and Changes in Reserves and Surplus Funds

|  | 1954                   | 1944                   |
|--|------------------------|------------------------|
| Policy benefits were the major disbursement                      | \$29,198,242.00        | \$12,910,959.29        |
| Funds left on deposit benefited their owners                     | 1,947,446.45           | 926,694.32             |
| Taxes consumed a sizable portion of income                       | 1,300,649.65           | 809,801.79             |
| Operating expenses   | 7,492,424.61           | 3,785,208.12           |
| Some sales and adjustment of values of assets resulted in losses | 8,346.86               | 574,168.12             |
|  | <u>\$39,947,109.57</u> | <u>\$19,006,831.64</u> |
| TOTAL  | <u>\$14,196,864.73</u> | <u>\$ 6,877,671.47</u> |

## Reserve for Protection of Policyholders Increased

|   |                        |                        |
|---|------------------------|------------------------|
| Policy reserves increased   | \$ 5,572,954.37        | \$ 3,286,881.63        |
| Reserve for optional settlements on certain Ordinary policies not yet matured increased       | 60,391.38              | None                   |
| Group mass hazard and excess morbidity reserve increased                                      | 504,611.00             | 138,444.00             |
| Reserve for mortality fluctuation increased   | 554,355.00             | None                   |
| Reserve for fluctuation in asset values increased   | 732,732.00             | None                   |
| Contingency reserve for lien reductions and reserve for future contract performance increased | None                   | 1,618,892.32           |
| Provision for funding past service annuities under Company's retirement plan                  | 303,951.54             | None                   |
| TOTAL   | <u>\$ 7,728,995.29</u> | <u>\$ 5,044,217.95</u> |
| Net gain before dividends and experience rating credit premium refunds to policyholders       | 6,467,869.44           | 1,833,453.52           |
| Dividends and experience rating credit premium refunds to policyholders                       | 5,513,455.51           | 1,523,944.60           |
| Net gain after dividends and experience rating credit refunds to policyholders                | 954,413.93             | 309,508.92             |
| Earnings applied to retirement of stock mutualization   | None                   | 307,278.90             |
| INCREASE IN SURPLUS   | 954,413.93             | 2,230.02               |
| Surplus beginning of year   | 7,743,686.37           | 1,808,905.23           |
| Surplus end of year   | <u>\$ 8,698,100.30</u> | <u>\$ 1,811,135.25</u> |



# Financial Statement

| ASSETS  | December 31, 1954       | December 31, 1944       |
|---|-------------------------|-------------------------|
| CASH ON HAND AND IN BANKS   | \$ 4,423,368.90 (2.1%)  | \$ 7,783,883.34 (5.6%)  |
| BONDS: U. S. Government   | \$24,508,774.55         | \$46,875,928.08         |
| Other Bonds   | 60,488,950.09           | 5,313,153.27            |
| TOTAL BONDS   | 84,997,724.64 (39.7%)   | 52,189,081.35 (37.2%)   |
| MORTGAGE LOANS:   |                         |                         |
| First Mortgage Loans on Real Estate                                     | 55,794,042.01           | 23,710,789.44           |
| F. H. A. Loans  | 40,234,676.82           | 21,500,197.73           |
| Loans Guaranteed by Veterans' Administration                            | 7,375,617.88            | None                    |
| TOTAL MORTGAGE LOANS  | 103,404,336.71 (48.3%)  | 45,210,987.17 (32.3%)   |
| HOME OFFICE BUILDING AND OTHER REAL ESTATE                              | 2,118,356.38 (1.0%)     | 8,838,120.13 (6.3%)     |
| STOCKS  | None                    | 1,113,521.53 (.8%)      |
| INTEREST AND RENTS ACCRUED BUT NOT YET DUE                              | 1,414,171.56 (.7%)      | 683,523.47 (.5%)        |
| INTEREST AND RENTS DUE<br>(None of which is past due more than 90 Days) | 126,843.72 (.1%)        | 166,522.57 (.1%)        |
| OTHER ASSETS, PRINCIPALLY NET PREMIUMS<br>IN COURSE OF COLLECTION       | 4,231,489.84 (2.0%)     | 1,891,264.85 (1.4%)     |
| BALANCE OF INITIAL POLICY LIENS   | None                    | 2,772,878.00 (2.0%)     |
| LOANS TO POLICYHOLDERS  | 13,174,216.40 (6.1%)    | 19,242,441.88 (13.8%)   |
| TOTAL ASSETS  | \$213,890,508.15 (100%) | \$139,892,224.29 (100%) |



# General American Life Insurance Company

| LIABILITIES  | December 31, 1954 | December 31, 1944 |
|--|-------------------|-------------------|
| POLICY RESERVES  | \$182,897,616.65  | \$128,317,978.06  |
| PREMIUMS AND INTEREST PAID IN ADVANCE                              | 1,957,411.93      | 811,983.52        |
| RESERVED FOR TAXES   | 1,256,311.55      | 784,569.42        |
| AMOUNTS HELD IN ESCROW OR FOR<br>GUARANTEE OF CONTRACT PERFORMANCE | 3,493,550.48      | 3,906,709.25      |
| RESERVE FOR ACCOUNTS NOT YET DUE                                   | 1,040,627.33      | 462,200.17        |
| POLICYHOLDERS' DIVIDENDS   | 5,630,207.91      | 2,363,183.62      |
| MASS HAZARD RESERVE FOR GROUP INSURANCE                            | 3,770,569.00      | 934,465.00        |
| RESERVE FOR MORTALITY FLUCTUATION                                  | 2,541,687.00      | None              |
| RESERVE FOR FLUCTUATION IN ASSET VALUES                            | 2,604,426.00      | None              |
| TOTAL  | \$205,192,407.85  | \$137,581,089.04  |
| CAPITAL STOCK AND GUARANTY FUND                                    | None              | 500,000.00        |
| SURPLUS  | 8,698,100.30      | 1,811,135.25      |
| TOTAL LIABILITIES  | \$213,890,508.15  | \$139,892,224.29  |

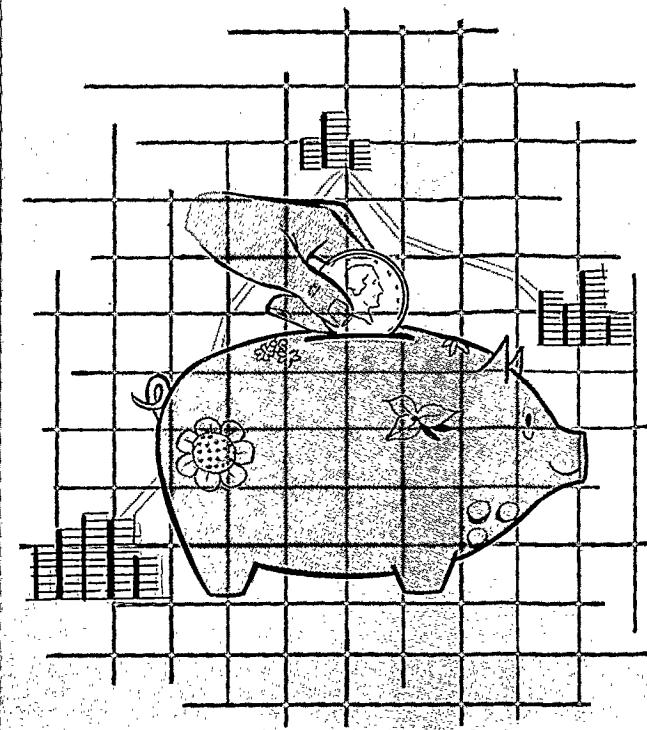


# Sound provisions for the future

Your company has for a number of years set aside and earmarked reserves to meet foreseeable disbursements of a special nature. In the past, many life insurance companies have built up surpluses to meet any contingencies but more and more life insurance companies today are recognizing that all foreseeable disbursements are liabilities and are adopting the practice of earmarking specific reserves to meet them.

The financial statement of General American Life reflects its precautions in this respect. During 1954 we increased these special reserves by \$1,852,090. Aside from \$8,698,100.30 unallocated surplus which is available to meet unforeseen contingencies, General American Life has provided funds for the specific purposes shown.

The existence of all of these provisions is ample reassurance that however long the promises of General American may extend in the future, they will be fulfilled.





## Reserve for fluctuation in asset values and in mortality.

**\$5,146,113**

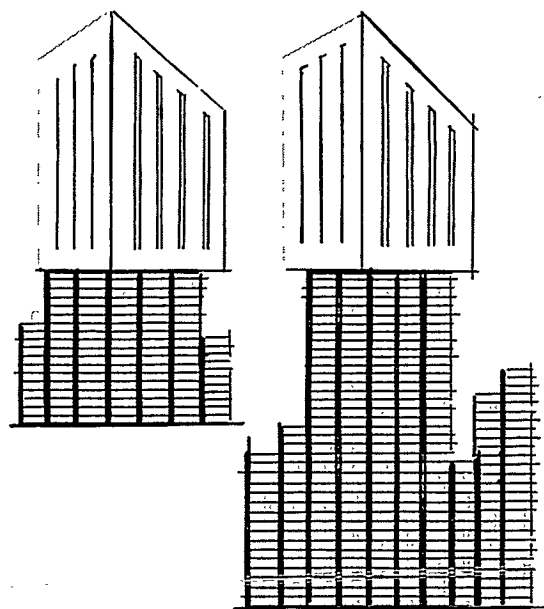
The purpose of this reserve is to provide for capital losses and loss of interest income as investment conditions change. It also serves to offset deficiencies in net investment income below that required to maintain ordinary policy reserves—a condition that may arise (as it has in the past) when interest rates are depressed or large scale defaults occur during periods of depression.

Also included in this reserve is a provision for excess mortality on ordinary policies. In the long history of man, there have always occurred periods of pestilence, war and epidemics which have taken an extra toll of human life. It is, therefore, the part of wisdom and necessity to make provision for such occurrences in the future.

## Mass hazard reserve for group insurance.

**\$3,770,569**

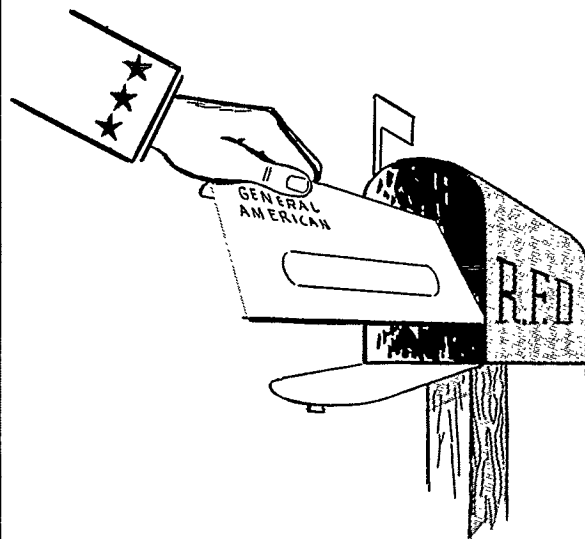
By its very nature, group insurance covering large numbers of people concentrated together is exposed to a catastrophe hazard to a far greater degree than is ordinary life insurance. Explosions in large factories, mine disasters, widespread fire, violent tornadoes, epidemics and many other types of death-dealing disasters can result in multiple fatalities and illnesses among individuals insured under a common group policy. Such an event results in extraordinary loss above and beyond the normal annual expected claim rate as contemplated in the yearly premium charged for such insurance. This reserve is set aside to make ample provision for such extraordinary losses. It is particularly necessary in connection with the operation of a large group account such as your company possesses.



## Regular policy reserves increased.

**\$6,500,000**

It is also pertinent to observe that in 1948 the regular policy reserves on the older policies were reviewed and revalued realistically in the light of anticipated experience based upon current conditions. Original reserves on these policies required the company to earn 3.5%. This original basis was changed so as to require a net earning of 2.9%, thereby strengthening the underlying security of your company.



## Reserve for anticipated losses in connection with policy options.

**\$3,749,121**

Included in the \$182,897,616.65 of policy reserves is the sum of \$3,749,121.00 earmarked as a reserve for the future exercise of policy options. These guaranteed options contained in policies issued long ago provide for guaranteed incomes and annuities based on a rate of interest no longer realizable on choice investments. They fail to take into consideration the improvement in mortality that has been enjoyed by annuitants in recent years. This means that losses will be incurred when such policy options become effective unless provision is made for them.



# Sales

## ALABAMA

Birmingham .....J. Orlando Ogle  
Montgomery .....J. C. Dale

## ARIZONA

Phoenix . . Johnson & Johnson Ins. Agency, Inc.  
Tucson .....Kenneth J. Patzman, CLU

## ARKANSAS

Fort Smith .....Paul Isaacson  
Little Rock .....Carroll Thomas  
Osceola .....Dane Fergus

## CALIFORNIA

Bakersfield .....Carl D. Bryan, CLU  
Los Angeles .....Maurice Levine  
Los Angeles .....Allen H. Ogilvie, CLU  
Oakland .....G. F. Sterns, CLU  
San Diego .....Michael Chamberlain  
San Francisco .....Charles E. St. Louis  
Victorville .....William A. Porter

## COLORADO

Denver .....Harry J. Pells

## DISTRICT OF COLUMBIA

Brem & Klein Agency

## FLORIDA

Fort Lauderdale . . Dockman-Lombardo Agcy.

## GEORGIA

Atlanta .....Albert G. Foster, Jr.

## HAWAII

Honolulu .....Kamaaina Agencies

## ILLINOIS

Belleville .....Kenneth J. Green  
Chicago .....Otto A. Jeanes  
East St. Louis .....John M. Carrico  
Highland .....Albert L. Tschannen  
Rockford .....Walter G. Meyers  
Springfield .....Don Forsyth

## INDIANA

Indianapolis .....Spafford Orwig

## IOWA

Cedar Rapids .....Paul S. Kohl  
Des Moines .....Richard Strauss  
Mason City .....T. H. Leaver

## KANSAS

Dodge City .....William C. Fugate  
Hutchinson .....Fred R. Kihm  
Manhattan .....Lester R. Davis  
Parsons .....George K. Giessmann, Jr.  
Salina .....Robert W. Ellis  
Topeka .....Charles P. Pomeroy  
Wichita .....A. Wayne Lewis



# Agencies

## MICHIGAN

Detroit ..... Arthur Babian  
 Detroit ..... George Coury, CLU  
 Detroit ..... Gerald E. Davison  
 Detroit ..... Dalton L. Mullins  
 Detroit ..... Edward T. Walling

## MISSOURI

Columbia ..... Howard D. Berkley  
 De Soto ..... Claude J. Cook  
 Kansas City ..... Claude V. Cochran, CLU  
 Kennett ..... Will B. Bragg  
 Kirksville ..... Cloy E. Whitney  
 Poplar Bluff ..... Earl L. Graves  
 St. Joseph ..... S. F. Packwood  
 St. Louis ..... George L. Archer  
 St. Louis ..... Louis J. Clark  
 St. Louis ..... C. H. Gegg  
 St. Louis ..... James F. Halley, Sr.  
 St. Louis ..... Carlos E. Harrison, CLU  
 St. Louis ..... John A. Maginn  
 St. Louis ..... James J. Roberts  
 St. Louis ..... Adam Rosenthal  
 St. Louis ..... Fred F. Sale  
 St. Louis ..... W. Stanley Stuart  
 St. Louis ..... Pearce H. Young  
 Springfield ..... Grant Davis

## NEBRASKA

Lincoln ..... E. M. Heidenreich  
 Omaha ..... Frank A. McDevitt

## NEW MEXICO

Clayton ..... N. O. Brane  
 Roswell ..... Field Robinson, CLU

## OHIO

Cleveland ..... J. William Van Horn  
 Columbus ..... James E. Gilles

## OKLAHOMA

Oklahoma City ..... William J. Newblock  
 Tulsa ..... Gordon Tyler

## PENNSYLVANIA

Philadelphia ..... W. R. Robinson  
 Pittsburgh ..... R. R. Dodson

## TENNESSEE

Memphis ..... Lewis C. Callow, CLU  
 Nashville ..... James E. Fly

## TEXAS

Abilene ..... J. Theron Fergus  
 Amarillo ..... The Cooley Agency  
 Corpus Christi ..... Gordon G. Mandt  
 Dallas ..... Dennis G. Colwell  
 El Paso ..... Leo R. Schuster  
 Fort Worth ..... Joseph D. King  
 Houston ..... Harold R. Hostettler  
 San Antonio ..... W. V. Wilson  
 Tyler ..... Bud Price  
 Waco ..... J. Haley Beers  
 Wichita Falls ..... Bullington-Mason Co.

## UTAH

Salt Lake City ..... L. B. Bigler



## State and Regional Agency Supervisors

C. E. BAIN ..... *Des Moines, Iowa*  
 RAYMOND H. BLAIR ..... *Parsons, Kansas*  
 REX D. JEFFREY ..... *Los Angeles, California*  
 EVERETT B. SHEARBURN, JR. . . *San Antonio, Texas*

RICHARD H. BENNETT, C.L.U. . . *St. Louis, Missouri*  
 MARVIN J. BUERSMEYER ..... *St. Louis, Missouri*  
 LEONARD W. MAENDER ..... *Detroit, Michigan*

## Group Field Representatives

RICHARD A. ALEXANDER ..... *Abilene, Texas*  
 ROBERT L. DALE ..... *Birmingham, Alabama*  
 DAVID B. MORSE ..... *Birmingham, Alabama*  
 MAXWELL J. LOOSE ..... *Chicago, Illinois*  
 BRUCE A. CAMPBELL ..... *Chicago, Illinois*  
 GEORGE W. DENTON ..... *Cleveland, Ohio*  
 JAMES L. MCKOWN ..... *Cleveland, Ohio*  
 WALLACE L. WINGFIELD ..... *Dallas, Texas*  
 WARREN A. GOODENOUGH ..... *Denver, Colorado*  
 ROBERT A. GUY ..... *Detroit, Michigan*  
 RONALD E. TOBEY ..... *Detroit, Michigan*  
 GERALD R. SKOGMO ..... *Houston, Texas*  
 ERNEST T. MICKEY ..... *Kansas City, Missouri*  
 WILLIAM H. KALBFLEISCH ..... *Kansas City, Missouri*  
 WALTER R. MILLER ..... *Memphis, Tennessee*  
 CLARK K. HARVEY ..... *Memphis, Tennessee*

FRANK H. SLEEPER .... *Oklahoma City, Oklahoma*  
 V. BAILEY FLEMMING ..... *Omaha, Nebraska*  
 EDWARD O. LANG ..... *Pittsburgh, Pennsylvania*  
 PHILLIP BERG ..... *Pittsburgh, Pennsylvania*  
 THOMAS H. STEWART .... *Pittsburgh, Pennsylvania*  
 LYNN SAUNDERS ..... *St. Louis, Missouri*  
 JOHN T. HERMEN ..... *St. Louis, Missouri*  
 W. K. MORRISON, JR. .... *St. Louis, Missouri*  
 WILLIAM E. BIGGS ..... *St. Louis, Missouri*  
 EDWARD C. ECKHOFF ..... *St. Louis, Missouri*  
 J. ROBERT GILBERT ..... *San Francisco, California*  
 ERNST H. VENVERLOH ..... *San Antonio, Texas*  
 MALCOLM N. EILERMAN ..... *San Antonio, Texas*

JOHN F. LULVES ..... *Pittsburgh, Pennsylvania*  
 Supervisor, Group Administration

## Mortgage Loan Field Officers

ARIZONA  
 F. JAMES MURPHY ..... *Phoenix, Arizona*

CALIFORNIA  
 H. M. NORTON ..... *Fresno, California*  
 JACK BENSON ..... *Los Angeles, California*

COLORADO  
 HASKELL POTTS ..... *Denver, Colorado*

MICHIGAN  
 ALFRED F. TAYLOR ..... *Detroit, Michigan*

TENNESSEE  
 H. L. MASSEY ..... *Memphis, Tennessee*

TEXAS  
 C. HAROLD WALLACE ..... *Austin, Texas*  
 JOHN J. WOOLEMS ..... *Dallas, Texas*  
 ROBERT H. TAYLOR, JR. .... *Ft. Worth, Texas*  
 JEROME L. HOWARD ..... *Houston, Texas*  
 HARRY E. COPELAND ..... *San Antonio, Texas*

UTAH  
 AUGUSTUS B. C. JOHNS, JR. . . *Salt Lake City, Utah*

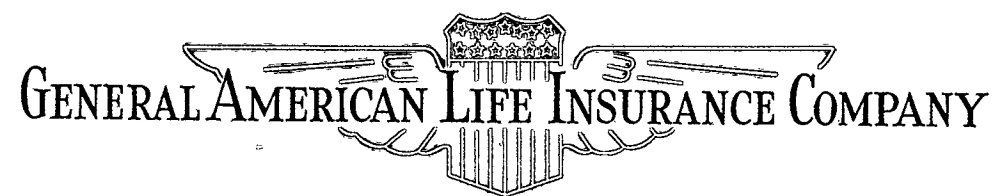


# Notice to Policyholders



he General American Life Insurance Company is owned entirely by its policyholders and operated solely in their interests. Policyholders are entitled to vote, either in person or by proxy, at the annual meeting which is held at 9:00 a. m. on the fourth Tuesday of January at the Home Office of the company in St. Louis, Missouri.









62-80295-65

~~44-4292-6~~

ENCLOSURE



# **PUBLIC UTILITIES (Continued)**

|  | Rate | Maturity | Principal Amount |
|--|------|----------|------------------|
| Consolidated Edison Co., of New York, Inc., First & Ref. Mtge. D. ....       | 3    | 1972     | 100,000          |
| Consolidated Edison Co., of New York, Inc., First & Ref. Mtge. E. ....       | 3    | 1979     | 150,000          |
| Consolidated Edison Co., of New York, Inc., First & Ref. Mtge. A. ....       | 2¾   | 1982     | 350,000          |
| Consolidated Edison Co., of New York, Inc., First & Ref. Mtge. H. ....       | 3¾   | 1982     | 100,000          |
| Consolidated Edison Co., of New York, Inc., First & Ref. Mtge. I. ....       | 3½   | 1983     | 200,000          |
| Consolidated Gas, Elec. Lt. & Pr. Co. of Baltimore, First Ref. Mtge. U. .... | 2½   | 1981     | 600,000          |
| Consolidated Gas, Elec. Lt. & Pr. Co. of Baltimore, First Ref. Mtge. Z. .... | 3    | 1989     | 400,000          |
| Consolidated Natural Gas Co., Deb. ....                                      | 3    | 1978     | 250,000          |
| Consolidated Natural Gas Co., Deb. ....                                      | 3½   | 1979     | 500,000          |
| Consumers Power Co., First Mtge. ....  | 2½   | 1975     | 300,000          |
| Consumers Power Co., First Mtge. ....  | 2½   | 1977     | 150,000          |
| Consumers Power Co., First Mtge. ....  | 3    | 1984     | 300,000          |
| Dallas Power & Light Co., First Mtge. ....                                   | 2½   | 1979     | 300,000          |
| Dallas Power & Light Co., First Mtge. ....                                   | 2¾   | 1980     | 300,000          |
| Dallas Power & Light Co., First Mtge. ....                                   | 3½   | 1983     | 150,000          |
| Dayton Power & Light Co., First Mtge. ....                                   | 2¾   | 1975     | 300,000          |
| Dayton Power & Light Co., First Mtge. ....                                   | 3    | 1978     | 300,000          |
| Delaware Power & Light Co., First Mtge. & Coll. Tr. ....                     | 2¾   | 1980     | 400,000          |
| Detroit Edison Co., Gen. & Ref. Mtge. H. ....                                | 3    | 1970     | 50,000           |
| Detroit Edison Co., Gen. & Ref. Mtge. I. ....                                | 2¾   | 1982     | 300,000          |
| Detroit Edison Co., Gen. & Ref. Mtge. J. ....                                | 2¾   | 1985     | 250,000          |
| Detroit Edison Co., Gen. & Ref. Mtge. N. ....                                | 2½   | 1984     | 150,000          |
| Duquesne Light Co., First Mtge. ....   | 2¾   | 1977     | 400,000          |
| Duquesne Light Co., First Mtge. ....   | 2½   | 1979     | 100,000          |
| Duquesne Light Co., First Mtge. ....   | 2¾   | 1980     | 100,000          |
| Gulf Power Co., First Mtge. ....   | 3¼   | 1984     | 500,000          |
| Gulf States Utilities Co., First Mtge. ....                                  | 3    | 1978     | 398,000          |
| Gulf States Utilities Co., First Mtge. ....                                  | 2¾   | 1979     | 100,000          |
| Gulf States Utilities Co., First Mtge. ....                                  | 2¾   | 1980     | 100,000          |
| Houston Lighting & Power Co., First Mtge. ....                               | 2½   | 1974     | 170,000          |
| Houston Lighting & Power Co., First Mtge. ....                               | 3    | 1989     | 630,000          |
| Illinois Bell Tel. Co., First Mtge. B. ....                                  | 3    | 1978     | 465,000          |
| Illinois Bell Tel. Co., First Mtge. A. ....                                  | 2¾   | 1981     | 235,000          |
| Illinois Power Co., First Mtge. ....   | 2½   | 1976     | 100,000          |
| Illinois Power Co., First Mtge. ....   | 2½   | 1979     | 199,000          |
| Illinois Power Co., First Mtge. ....   | 2¾   | 1980     | 300,000          |
| Illinois Power Co., First Mtge. ....   | 3½   | 1982     | 200,000          |
| Indiana & Michigan Elec. Co., First Mtge. ....                               | 3    | 1978     | 200,000          |
| Indiana & Michigan Elec. Co., First Mtge. ....                               | 2¾   | 1980     | 400,000          |
| Indianapolis Power & Light Co., First Mtge. ....                             | 3    | 1974     | 200,000          |
| Indianapolis Power & Light Co., First Mtge. ....                             | 2½   | 1979     | 400,000          |
| Indianapolis Power & Light Co., First Mtge. ....                             | 3½   | 1983     | 150,000          |
| Iowa Power & Light Co., First Mtge. ....                                     | 3¼   | 1973     | 79,000           |
| Iowa Power & Light Co., First Mtge. ....                                     | 3    | 1978     | 210,000          |
| Iowa Power & Light Co., First Mtge. ....                                     | 2¾   | 1979     | 209,000          |
| Kansas City Power & Light Co., First Mtge. ....                              | 2¾   | 1976     | 200,000          |
| Kansas City Power & Light Co., First Mtge. ....                              | 2½   | 1978     | 200,000          |
| Kansas City Power & Light Co., First Mtge. ....                              | 2¾   | 1980     | 200,000          |
| Long Island Lighting Co., First Mtge. ....                                   | 3½   | 1982     | 400,000          |
| Louisville Gas & Electric Co., First Mtge. ....                              | 2¾   | 1979     | 600,000          |
| Louisville Gas & Electric Co., First Mtge. ....                              | 3½   | 1984     | 250,000          |
| Michigan Bell Tel. Co., Deb. ....  | 3½   | 1988     | 550,000          |
| Michigan Cons. Gas Co., First Mtge. ....                                     | 3½   | 1980     | 500,000          |
| Missouri Power & Light Co., First Mtge. ....                                 | 2¾   | 1976     | 350,000          |
| Missouri Power & Light Co., First Mtge. ....                                 | 2¾   | 1979     | 250,000          |
| Missouri Power & Light Co., First Mtge. ....                                 | 3¼   | 1984     | 300,000          |
| Mountain States Tel. & Tel. Co., Deb. ....                                   | 3½   | 1978     | 400,000          |
| Mountain States Tel. & Tel. Co., Deb. ....                                   | 2½   | 1986     | 200,000          |
| Mountain States Tel. & Tel. Co., Deb. ....                                   | 3    | 1989     | 200,000          |
| New England Tel. & Tel. Co., Deb. ....                                       | 3    | 1982     | 400,000          |
| New Jersey Bell Tel. Co., Deb. ....  | 3½   | 1988     | 400,000          |
| New Jersey Bell Tel. Co., Deb. ....  | 3    | 1989     | 305,000          |
| New Jersey Bell Tel. Co., Deb. ....  | 2¾   | 1990     | 45,000           |
| New Jersey Power & Light Co., First Mtge. ....                               | 3½   | 1984     | 500,000          |
| New York Power & Light Corp., First Mtge. ....                               | 2¾   | 1975     | 300,000          |
| New York Telephone Co., Ref. Mtge. E. ....                                   | 3½   | 1978     | 100,000          |
| New York Telephone Co., Ref. Mtge. F. ....                                   | 3    | 1981     | 270,000          |
| New York Telephone Co., Ref. Mtge. D. ....                                   | 2¾   | 1982     | 230,000          |
| Niagara Mohawk Power Corp., Gen. Mtge. ....                                  | 2¾   | 1980     | 300,000          |
| Niagara Mohawk Power Corp., Gen. Mtge. ....                                  | 3½   | 1984     | 300,000          |
| Northern Illinois Gas Co., First Mtge. ....                                  | 3½   | 1979     | 315,000          |

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## BONDS OWNED ON DECEMBER 31, 1955

# GENERAL AMERICAN LIFE INSURANCE COMPANY

### GOVERNMENT—UNITED STATES

|                                       | Rate | Maturity         | Principal Amount    |
|---------------------------------------|------|------------------|---------------------|
| United States Treasury Bills .....    |      | Jan. 19, 1956    | \$ 300,000          |
| United States Treasury Bonds .....    | 2½   | Dec. 15, 1969-64 | 2,550,000           |
| United States Treasury Bonds .....    | 2½   | Mar. 15, 1970-65 | 1,500,000           |
| United States Treasury Bonds .....    | 2½   | Mar. 15, 1971-66 | 1,370,000           |
| United States Treasury Bonds .....    | 3¼   | June 15, 1983-78 | 100,000             |
| United States Treasury Bonds, B ..... | 2¾   | April 1, 1980-75 | 15,543,000          |
| United States Savings Bonds, G .....  | 2½   | Various          | 2,500,000           |
|                                       |      |                  | <u>\$23,863,000</u> |

### PUBLIC UTILITIES

|   | Rate | Maturity | Principal Amount |
|---|------|----------|------------------|
| Alabama Power Company, First Mtge. ....                   | 3½   | 1972     | \$ 77,000        |
| American Tel. & Tel. Co., Deb. ....                       | 2¾   | 1971     | 200,000          |
| American Tel. & Tel. Co., Deb. ....                       | 3¾   | 1973     | 150,000          |
| American Tel. & Tel. Co., Deb. ....                       | 2¾   | 1982     | 175,000          |
| American Tel. & Tel. Co., Deb. ....                       | 3¼   | 1984     | 405,000          |
| American Tel. & Tel. Co., Deb. ....                       | 2¾   | 1986     | 35,000           |
| American Tel. & Tel. Co., Deb. ....                       | 2¾   | 1987     | 35,000           |
| Appalachian Elec. Pr. Co., First Mtge. ....               | 3¼   | 1970     | 200,000          |
| Appalachian Elec. Pr. Co., First Mtge. ....               | 2¾   | 1980     | 125,000          |
| Arizona Public Service Co., First Mtge. (Reg.) .....      | 3¼   | 1984     | 300,000          |
| Arkansas Power & Light Co., First Mtge. ....              | 3½   | 1982     | 400,000          |
| Arkansas Power & Light Co., First Mtge. ....              | 3¼   | 1984     | 200,000          |
| Atlantic City Elec. Co., First Mtge. ....                 | 2¾   | 1979     | 250,000          |
| Atlantic City Elec. Co., First Mtge. ....                 | 2¾   | 1980     | 250,000          |
| Bell Telephone Co. of Pennsylvania, Deb. ....             | 3    | 1974     | 600,000          |
| Boston Edison Co., First Mtge., B .....                   | 2¾   | 1980     | 600,000          |
| Boston Edison Co., First Mtge., E .....                   | 3    | 1984     | 400,000          |
| Central Illinois Public Service Co., First Mtge., D. .... | 3¾   | 1982     | 300,000          |
| Central Illinois Public Service Co., First Mtge., F. .... | 3¼   | 1984     | 50,000           |
| Central Power & Light Co., First Mtge., D. ....           | 3½   | 1982     | 300,000          |
| Central Power & Light Co., First Mtge., F. ....           | 3¼   | 1984     | 200,000          |
| Cincinnati Gas & Elec. Co., First Mtge. ....              | 2¾   | 1975     | 150,000          |
| Cincinnati Gas & Elec. Co., First Mtge. ....              | 2¾   | 1978     | 385,000          |
| Cleveland Elec. Illuminating Co., First Mtge. ....        | 3    | 1982     | 400,000          |
| Cleveland Elec. Illuminating Co., First Mtge. ....        | 2¾   | 1985     | 200,000          |
| Cleveland Elec. Illuminating Co., First Mtge. ....        | 3    | 1989     | 300,000          |
| Columbus & Southern Ohio Elec. Co., First Mtge. ....      | 3½   | 1983     | 250,000          |
| Commonwealth Edison Co., First Mtge. L. ....              | 3    | 1977     | 300,000          |
| Commonwealth Edison Co., First Mtge. N. ....              | 3    | 1978     | 200,000          |
| Commonwealth Edison Co., First Mtge. O. ....              | 3¼   | 1982     | 250,000          |



## RAILROADS

|   | Rate | Maturity | Principal Amount   |
|---|------|----------|--------------------|
| Atchison, Topeka & Santa Fe Ry. Co., Gen. Mtge. ....                            | 4    | 1995     | \$500,000          |
| Chicago, Burlington & Quincy R. R. Co., First & Ref. Mtge. ....                 | 3½   | 1985     | 100,000            |
| Chicago, Burlington & Quincy R. R. Co., First & Ref. Mtge. ....                 | 3    | 1990     | 199,000            |
| Chicago, Milwaukee, St. Paul & Pacific R. R. Co., Eq. Tr. "MM" ....             | 2½   | 1964-65  | 200,000            |
| Chicago, Rock Island & Pacific R. R. Co., First Mtge. A. ....                   | 2⅞   | 1980     | 500,000            |
| Chicago Union Station Co., First Mtge. F. ....                                  | 3½   | 1963     | 50,000             |
| Chicago & Western Indiana R. R. Co., First Coll. Tr. Mtge. A. ....              | 4⅞   | 1982     | 238,000            |
| Cincinnati Union Terminal Co., First Mtge. G. ....                              | 2¾   | 1974     | 79,000             |
| Cleveland, Cincinnati, Chicago & St. Louis Ry. Co., Gen. Mtge. A. ....          | 4    | 1993     | 200,000            |
| Kansas City Southern Ry. Co., First Mtge. C. ....                               | 3¼   | 1984     | 500,000            |
| Kansas City Terminal Ry. Co., First Mtge. ....                                  | 2¾   | 1974     | 200,000            |
| Minneapolis, St. Paul & Sault Ste. Marie Ry. Co., First Ref. Mtge. B. (Reg.) .. | 5½   | 1978     | 71,904             |
| Missouri Pacific R. R. Co., Eq. Tr. "LL" ....                                   | 2½   | 1963     | 100,000            |
| Missouri Pacific R. R. Co., Eq. Tr. "OO" ....                                   | 2¾   | 1963     | 85,000             |
| New York Central & Hudson River R. R. First Mtge. ....                          | 3½   | 1997     | 10,000             |
| New York Central & Hudson River R. R. First Mtge. (Reg.) ....                   | 3½   | 1997     | 140,000            |
| Northern Pacific Ry. Co., Prior Lien Mtge. ....                                 | 4    | 1997     | 200,000            |
| Pennsylvania R. R. Co., Eq. Tr., Z. ....  | 2½   | 1963     | 200,000            |
| St. Louis Southwestern Ry. Co., First Mtge. ....                                | 4    | 1989     | 800,000            |
| Seaboard Air Line R. R. Co., First Mtge. B. ....                                | 3    | 1980     | 500,000            |
| Southern Pacific Co., San Francisco Terminal First Mtge., A. ....               | 3¾   | 1975     | 196,000            |
| Terminal R. R. Association of St. Louis, Ref. & Imp. Mtge. D. ....              | 2⅞   | 1985     | 600,000            |
| Terminal R. R. Association of St. Louis, Ref. & Imp. Mtge. C. ....              | 4    | 2019     | 75,000             |
| Texas & Pacific Ry. Co., First Mtge. ....                                       | 5    | 2000     | 180,000            |
| Union Pacific R. R. Co., Ref. Mtge. C. ....                                     | 2½   | 1991     | 600,000            |
|   |      |          | <u>\$6,523,904</u> |

## INDUSTRIAL & MISCELLANEOUS

|   | Rate | Maturity | Principal Amount    |
|---|------|----------|---------------------|
| Allied Chemical & Dye Corp., Deb. ....          | 3½   | 1978     | \$900,000           |
| Aluminum Co. of America, Deb. ....              | 3    | 1979     | 750,000             |
| American Investment Co. of Illinois, Notes .... | 3⅞   | 1966     | 265,000             |
| American Investment Co. of Illinois, Notes .... | 3½   | 1974     | 200,000             |
| Anheuser-Busch, Inc., Deb. ....                 | 3⅞   | 1977     | 712,000             |
| Associates Investment Co., Notes ....           | 3½   | 1967     | 500,000             |
| Atlantic Refining Co., Deb. ....                | 3¼   | 1979     | 285,000             |
| Brown Shoe Co., Inc., Deb. ....                 | 3½   | 1971     | 135,000             |
| Commercial Credit Co., Notes ....               | 3½   | 1965     | 750,000             |
| Continental Baking Co., Deb. ....               | 3    | 1965     | 297,000             |
| Continental Oil Co., Deb. ....                  | 3    | 1984     | 495,000             |
| Cortland Equipment Lessors, Inc., Deb. B. ....  | 4¼   | 1969     | 250,000             |
| General Motors Acceptance Corp. Deb. ....       | 4    | 1958     | 250,000             |
| General Motors Acceptance Corp. Deb. ....       | 3    | 1969     | 600,000             |
| General Motors Acceptance Corp. Deb. ....       | 3⅞   | 1975     | 150,000             |
| General Motors Corporation, Deb. ....           | 3¼   | 1979     | 750,000             |
| Inland Steel Co., First Mtge. I. ....           | 3.20 | 1982     | 182,000             |
| May Department Stores Co., Deb. ....            | 3¼   | 1978     | 500,000             |
| Pacific Finance Corp. Deb. ....                 | 3½   | 1965     | 500,000             |
| Phillips Petroleum Co., Deb. ....               | 2¾   | 1964     | 250,000             |
| R. J. Reynolds Tobacco Co., Deb. ....           | 3    | 1973     | 196,000             |
| Socony Vacuum Oil Co., Deb. ....                | 2½   | 1976     | 300,000             |
| Standard Oil Co. (New Jersey) Deb. ....         | 2¾   | 1974     | 600,000             |
| Sterling Drug, Inc., Deb. ....                  | 3¼   | 1980     | 500,000             |
| U. S. Rubber Co., Deb. ....                     | 2⅞   | 1967     | 250,000             |
|   |      |          | <u>\$10,567,000</u> |
| Total Principal Amount .....                    |      |          | <u>\$86,250,904</u> |

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# **PUBLIC UTILITIES (Continued)**

|  | Rate | Maturity | Principal Amount |
|--|------|----------|------------------|
| Northern States Power Co., (Minn.) First Mtge. ....        | 2¾   | 1975     | 275,000          |
| Northern States Power Co., (Minn.) First Mtge. ....        | 3    | 1978     | 225,000          |
| Northern States Power Co., (Minn.) First Mtge. ....        | 2¾   | 1979     | 100,000          |
| Northern States Power Co., (Minn.) First Mtge. ....        | 3¼   | 1982     | 200,000          |
| Northwestern Bell Tel. Co., Deb. ....                      | 2¾   | 1984     | 600,000          |
| Ohio Edison Co., First Mtge. ....                          | 2½   | 1980     | 400,000          |
| Ohio Power Co., First Mtge. ....                           | 3    | 1978     | 600,000          |
| Ohio Power Co., First Mtge. ....                           | 3½   | 1984     | 150,000          |
| Oklahoma Gas & Elec. Co., First Mtge. ....                 | 2¾   | 1975     | 200,000          |
| Oklahoma Gas & Elec. Co., First Mtge. ....                 | 2½   | 1980     | 300,000          |
| Oklahoma Gas & Elec. Co., First Mtge. ....                 | 3½   | 1982     | 150,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge. J. ....        | 3    | 1970     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge. T. ....        | 2½   | 1976     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge. Q. ....        | 2½   | 1980     | 200,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge. R. ....        | 3½   | 1982     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge. S. ....        | 3    | 1983     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge. X. ....        | 3½   | 1984     | 200,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge. U. ....        | 3½   | 1985     | 100,000          |
| Pacific Tel. & Tel. Co., Deb. ....                         | 3¼   | 1978     | 100,000          |
| Pacific Tel. & Tel. Co., Deb. ....                         | 3½   | 1983     | 50,000           |
| Pacific Tel. & Tel. Co., Deb. ....                         | 2¾   | 1985     | 450,000          |
| Pennsylvania Elec. Co., First Mtge. ....                   | 3½   | 1972     | 62,000           |
| Philadelphia Elec. Co., First & Ref. Mtge. ....            | 2½   | 1978     | 300,000          |
| Philadelphia Elec. Co., First & Ref. Mtge. ....            | 2¾   | 1981     | 300,000          |
| Potomac Elec. Power Co., First Mtge. ....                  | 3¼   | 1977     | 120,000          |
| Potomac Elec. Power Co., First Mtge. ....                  | 3    | 1983     | 270,000          |
| Potomac Elec. Power Co., First Mtge. ....                  | 2¾   | 1985     | 210,000          |
| Potomac Elec. Power Co., First Mtge. ....                  | 3½   | 1988     | 300,000          |
| Public Service Co. of Colorado, First Mtge. ....           | 3½   | 1984     | 500,000          |
| Public Service Co. of Indiana, Inc., First Mtge. F. ....   | 3½   | 1975     | 140,000          |
| Public Service Co. of Indiana, Inc., First Mtge. G. ....   | 3½   | 1977     | 260,000          |
| Public Service Co. of Indiana, Inc., First Mtge. J. ....   | 3½   | 1982     | 200,000          |
| Public Service Co. of Indiana, Inc., First Mtge. K. ....   | 3½   | 1984     | 250,000          |
| Public Service Co. of Oklahoma, First Mtge. E. ....        | 3    | 1984     | 750,000          |
| Public Service Elec. & Gas Co., First & Ref. Mtge. ....    | 3    | 1972     | 220,000          |
| Public Service Elec. & Gas Co., First & Ref. Mtge. ....    | 2½   | 1979     | 280,000          |
| Public Service Elec. & Gas Co., First & Ref. Mtge. ....    | 2¾   | 1980     | 100,000          |
| Public Service Elec. & Gas Co., First & Ref. Mtge. ....    | 3¼   | 1984     | 300,000          |
| St. Louis County Water Co., First Mtge. E. (Reg.) ....     | 3½   | 1985     | 500,000          |
| San Diego Gas & Elec. Co., First Mtge. C. ....             | 3    | 1978     | 400,000          |
| San Diego Gas & Elec. Co., First Mtge. E. ....             | 2½   | 1984     | 350,000          |
| Southern Bell Tel. & Tel. Co., Deb. ....                   | 3    | 1979     | 175,000          |
| Southern Bell Tel. & Tel. Co., Deb. ....                   | 2¾   | 1985     | 275,000          |
| Southern Bell Tel. & Tel. Co., Deb. ....                   | 2½   | 1987     | 250,000          |
| Southern Bell Tel. & Tel. Co., Deb. ....                   | 3½   | 1989     | 100,000          |
| Southern California Edison Co., First & Ref. Mtge. A. .... | 3½   | 1973     | 135,000          |
| Southern California Edison Co., First & Ref. Mtge. B. .... | 3    | 1973     | 200,000          |
| Southern California Edison Co., First & Ref. Mtge. C. .... | 2½   | 1976     | 265,000          |
| Southern California Edison Co., First & Ref. Mtge. F. .... | 3    | 1979     | 300,000          |
| Southern California Gas Co., First Mtge. ....              | 3¼   | 1970     | 38,000           |
| Southern Indiana Gas & Elec. Co., First Mtge. ....         | 3½   | 1984     | 250,000          |
| Southwestern Bell Tel. Co., Deb. ....                      | 3½   | 1983     | 250,000          |
| Southwestern Bell Tel. Co., Deb. ....                      | 2¾   | 1985     | 450,000          |
| Texas Elec. Service Co., First Mtge. ....                  | 2¾   | 1975     | 290,000          |
| Texas Elec. Service Co., First Mtge. ....                  | 2½   | 1979     | 250,000          |
| Texas Elec. Service Co., First Mtge. ....                  | 3¼   | 1985     | 260,000          |
| Texas Power & Light Co., First Mtge. ....                  | 2¾   | 1975     | 470,000          |
| Texas Power & Light Co., First Mtge. ....                  | 3    | 1977     | 55,000           |
| Texas Power & Light Co., First Mtge. ....                  | 3    | 1978     | 75,000           |
| Union Elec. Co. of Missouri, First Mtge. & Coll. Tr. ....  | 3½   | 1971     | 350,000          |
| Union Elec. Co. of Missouri, First Mtge. & Coll. Tr. ....  | 2½   | 1980     | 250,000          |
| Union Elec. Co. of Missouri, First Mtge. & Coll. Tr. ....  | 3¼   | 1982     | 250,000          |
| United Gas Corp., First Mtge. & Coll. Tr. ....             | 3½   | 1975     | 500,000          |
| Utah Power & Light Co., First Mtge. ....                   | 2½   | 1980     | 250,000          |
| Virginia Elec. & Power Co., First & Ref. Mtge. E. ....     | 2¾   | 1975     | 300,000          |
| Virginia Elec. & Power Co., First & Ref. Mtge. F. ....     | 3    | 1978     | 200,000          |
| Virginia Elec. & Power Co., First & Ref. Mtge. H. ....     | 2¾   | 1980     | 100,000          |
| Virginia Elec. & Power Co., First & Ref. Mtge. K. ....     | 3½   | 1984     | 250,000          |
| Wisconsin Elec. Power Co., First Mtge. ....                | 2½   | 1976     | 100,000          |
| Wisconsin Elec. Power Co., First Mtge. ....                | 2¾   | 1980     | 500,000          |
| Wisconsin Elec. Power Co., First Mtge. ....                | 3½   | 1984     | 150,000          |

**\$45,297,000**



1955 marks the year  
General American Life  
Insurance Company's  
insurance in force  
went over the  
\$2 BILLION MARK

## THE RECORD SHOWS

| December 31, 1955   | % Increase<br>Over 1954 | In 10 years                          | % Increase<br>Over 1945 |
|---|-------------------------|--------------------------------------|-------------------------|
| INSURANCE IN FORCE  |                         |                                      |                         |
| \$2,057,421,014 . . . . .   | 12.8% . . .             | An increase of \$1,298,093,089 . . . | 171.0%                  |
| TOTAL ASSETS  |                         |                                      |                         |
| 224,214,775 . . . . .   | 4.8% . . .              | An increase of 77,048,158 . . .      | 52.4%                   |
| ANNUAL PREMIUM INCOME   |                         |                                      |                         |
| 49,094,797 . . . . .  | 13.8% . . .             | An increase of 30,934,188 . . .      | 170.3%                  |
| NEW ORDINARY INSURANCE<br>SALES   |                         |                                      |                         |
| 86,409,400 . . . . .  | 28.9% . . .             | An increase of 65,377,100 . . .      | 310.8%                  |
| ANNUAL GROUP PREMIUMS   |                         |                                      |                         |
| 33,984,297 . . . . .  | 15.1% . . .             | An increase of 25,704,002 . . .      | 310.4%                  |
| NEW GROUP LIFE SALES  |                         |                                      |                         |
| 201,324,433 . . . . .   | (-)19.1%* . . .         | An increase of 188,422,987 . . .     | 1460.5%                 |
| NEW PERSONAL ACCIDENT<br>AND SICKNESS PREMIUMS                                |                         |                                      |                         |
| 178,513 . . . . .   | 35.6% . . .             | An increase of 129,877 . . .         | 267.0%                  |
| DIVIDENDS AND EXPERIENCE<br>RATING CREDIT PREMIUM<br>REFUNDS TO POLICYHOLDERS |                         |                                      |                         |
| 6,981,788 . . . . .   | 26.6% . . .             | An increase of 5,635,137 . . .       | 418.5%                  |
| SURPLUS   |                         |                                      |                         |
| 9,702,830 . . . . .   | 11.6% . . .             | An increase of 8,202,830 . . .       | 546.9%                  |

\*1954 was the first year of the congressionally authorized group life insurance program on federal employees in which the Company is privileged to participate. Exclusive of this program, group life sales amounted to \$130,561,833 compared to \$98,496,172 in 1954 - 32.6% increase.

62-80295-65  
~~94-1-11392-6~~



1955

## ANNUAL REPORT OF THE PRESIDENT

The year 1955 will be recorded as the year General American Life's insurance in force went over the \$2 billion mark. It was only six years ago that we reached the first billion.

From a sales standpoint, 1955 was our biggest year, bigger by 29% in Ordinary (individual) life sales than record breaking 1954. In an expanding economy, with an increasing population, life insurance, because it is the most popular form of thrift and the foundation of the financial security of the average American family, should properly grow in sales each year. The life insurance industry as a whole reflected this fact by registering a 20% increase in 1955 in Ordinary life sales.

There is a special significance in our Company's Ordinary life sales achievement. In 1955 our sales organization exceeded by a substantial margin the production or sales goal which we had set for it almost four years ago. At that time our Ordinary life sales were slightly less than \$40,000,000 a year. We resolved then that each year up to and including 1955, we would increase our sales by \$10,000,000 so that we would reach \$80,000,000 in '55. The Ordinary life sales total actually achieved in 1955 amounted to \$86,409,400 — a figure which is 226% of sales four years ago.

It was not vanity or pride that prompted us to try to increase our sales year by year. A steady but substantial rise in sales represented one of the two ways available to hold per unit costs of operation in line in order to achieve our basic Company objective. That objective is to provide sound life insurance protection to our policyholders at the lowest possible cost consistent with safety and with fairness to our field and home office associates. As a mutual legal reserve company owned entirely by its policyholders, this is and must always be the objective of your Company.

To realize the maximum economy from increased volume, there must not only be increased sales, but increased efficiency in the administrative handling of the business. The two ways of holding insurance costs down during a period when salaries and overhead expenses of all kinds in all businesses are going up are (a) increased sales and (b) increased efficiency. In addition to fixing goals for increased sales, goals

were also set for increased home office efficiency. They too have been more than met. We are today administering an insurance business some 60% larger than it was four years ago with 11% fewer salaried employees than we had four years ago. In 1955 alone, our salaried staff was reduced from 660 to 615. This reduction was effected in an orderly way without dismissals through the normal process of turnover. It has enabled us to maintain salaries at equitable levels under current conditions, without adversely affecting the net cost of insurance to our policyholders. These results and the methods by which they were achieved are described in greater detail in later pages of this report.

As will be seen by reference to the "The Record Shows" in the front of this report, our Group insurance account also grew substantially in 1955. Premium income from Group insurance increased by over \$4,000,000 from \$30,000,000 to \$34,000,000. Group life insurance, one of the 26 forms of Group coverage offered by the Company, accounted for sales of \$201,324,433 as compared to \$248,969,572 in 1954. Exclusive of the gigantic Group Life insurance program on employees of the federal government in which your Company is privileged to participate, 1955 Group life sales increased 32.6% over 1954's sales. The federal program was initiated in 1954 when we received \$150,473,400 of Group life coverage as a result of it. In its second year, 1955, we received \$70,762,600.

Personal Accident, Sickness and Hospitalization sales jumped sharply from \$131,615 of annual premiums in 1954 to \$178,513 in 1955, an increase of 35.6%. The sharpness of the rise was sparked by the introduction in the latter months of 1955 of a new form of low-cost coverage. This coverage is described in detail in later pages of this report.

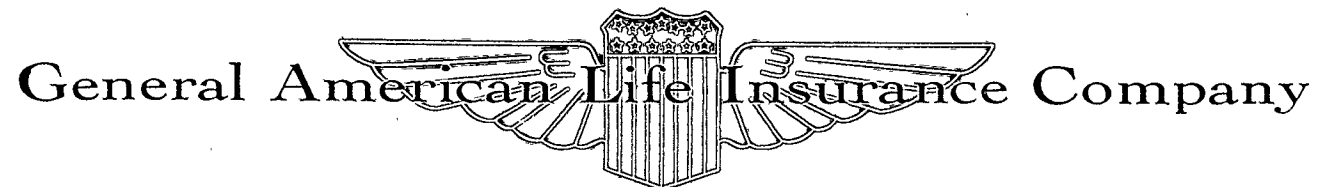
Progress was also made investment-wise. Assets increased from \$213,890,508 at the beginning of the year to \$224,214,775 at the end of the year, an increase of \$10,324,267. Most of this increase (about \$8,000,000) was committed to new mortgage loans, principally on homes, at gross interest rates averaging 4.7%. About \$2,000,000 was invested in long-term corporate obligations of high quality with an average yield of 3.3%. Over-all net investment yield was 3.41% after



*a symbol of achievement*

1945

1955 ANNUAL REPORT



SAINT LOUIS





*a symbol of achievement*

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income taxes but before provision for capital losses, as compared to 3.38% in 1954. Although the average investment yield for the industry as a whole is not yet available, we believe that our experience will compare most favorably with it. Our satisfaction in this result is predicated on the outstanding quality of our investment portfolio.

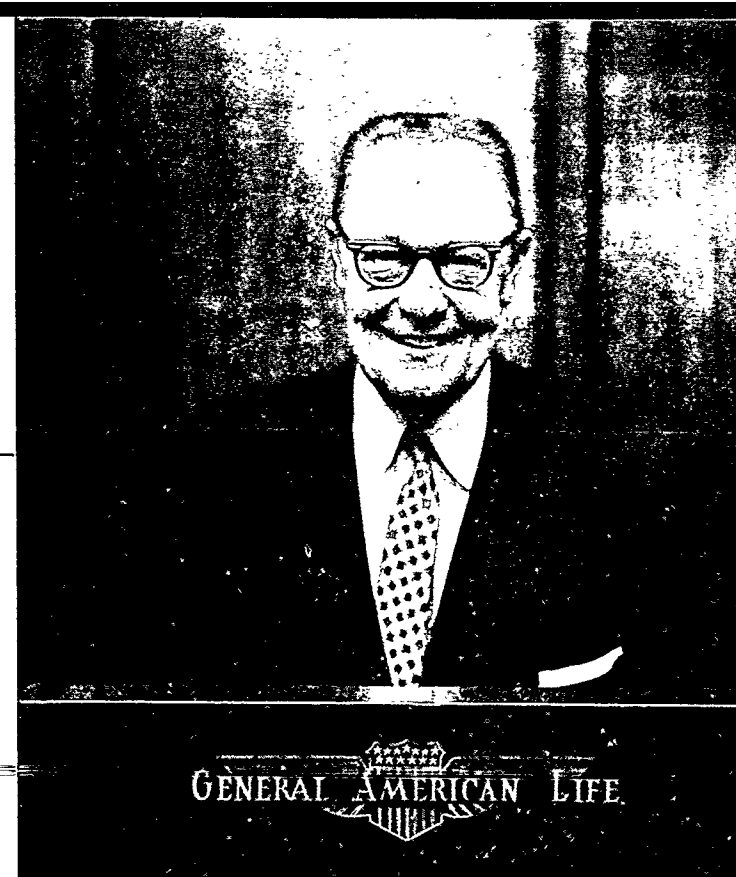
The bond account consisting of \$87,023,037 has an average Moody rating of Aa. In the mortgage loan account totaling \$111,336,731 there are almost 14,000 individual loans well-diversified as to territory. At the year-end, only one of these 14,000 loans was in default for more than 90 days as to principal or interest. It was a loan of \$9,213.55 guaranteed by the Federal Housing Administration. In the last 20 years, General American Life has found it necessary to foreclose on only 5 conventional loans which it made. The properties securing these loans were subsequently sold for more than our investment in them.

How does all this affect you, the policyholder? It affects you directly in terms of the cost of your insurance. As a result of the matters to which I have referred — increased sales, increased efficiency, increased investment returns, plus a favorable mortality experience, increased dividends to Ordinary policyholders were declared, effective July 1, 1955 — and concomitantly premium rates on new policies were reduced in connection with our Ordinary line. Likewise, rate reductions were made effective in connection with Group life insurance. This is the ultimate end in view with respect to all of our operations. It portrays more eloquently than words the degree to which the Company is realizing its basic objective of serving you by providing your insurance at the lowest possible cost.

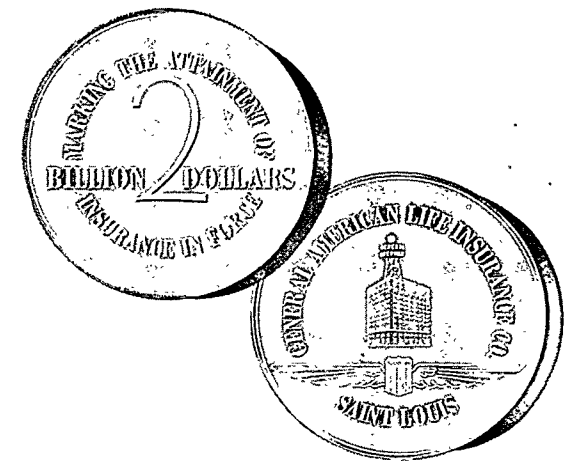
To you, the policyholders, who by your patronage help sustain our mutual effort, to our able and wise Board of Directors, to our loyal and dedicated field and home office organizations, I express my deep appreciation for the fine results of the past year.

*Powell B. McHoney*

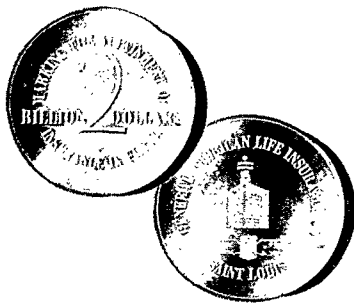
PRESIDENT



GENERAL AMERICAN LIFE







# PROTECTION

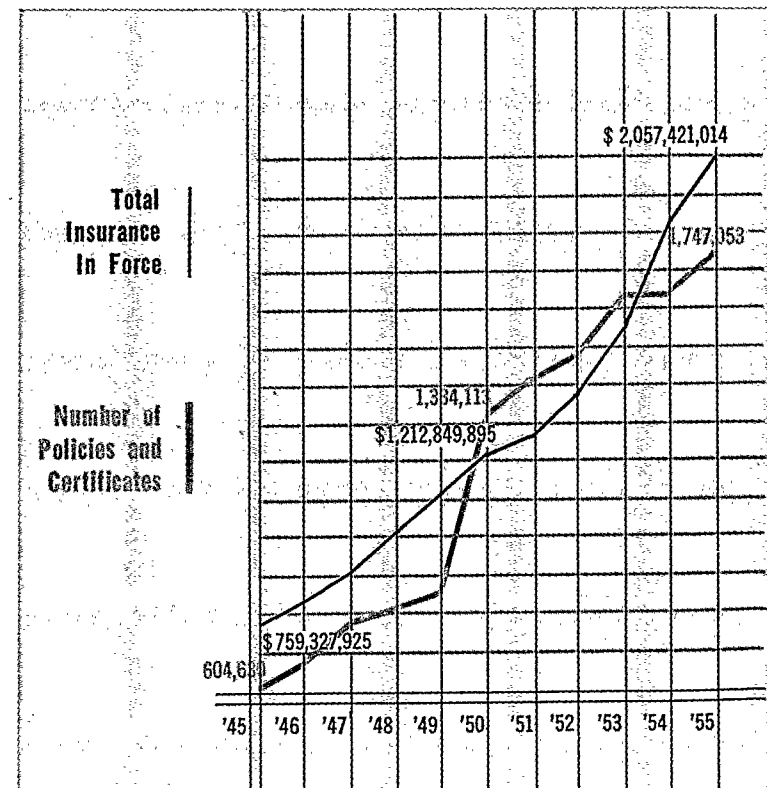
## THROUGH MULTIPLE LINES OF INSURANCE

The attainment of \$2 billion of insurance in force is a gratifying indication that the product of the Company—financial protection against the hazards of life through the medium of the insurance principle—is meeting with a ready acceptance on the part of the public.

As of December 31, 1955 the Company's total life insurance in force amounted to \$2,057,421,014, an increase of \$233,293,064 or 12.8% over the comparable figure at the end of 1954. Only six years were required to bring the Company from the \$1 billion mark to the \$2 billion mark. Within the period of the last ten years over \$1,275,000,000 of life insurance protection has been added.

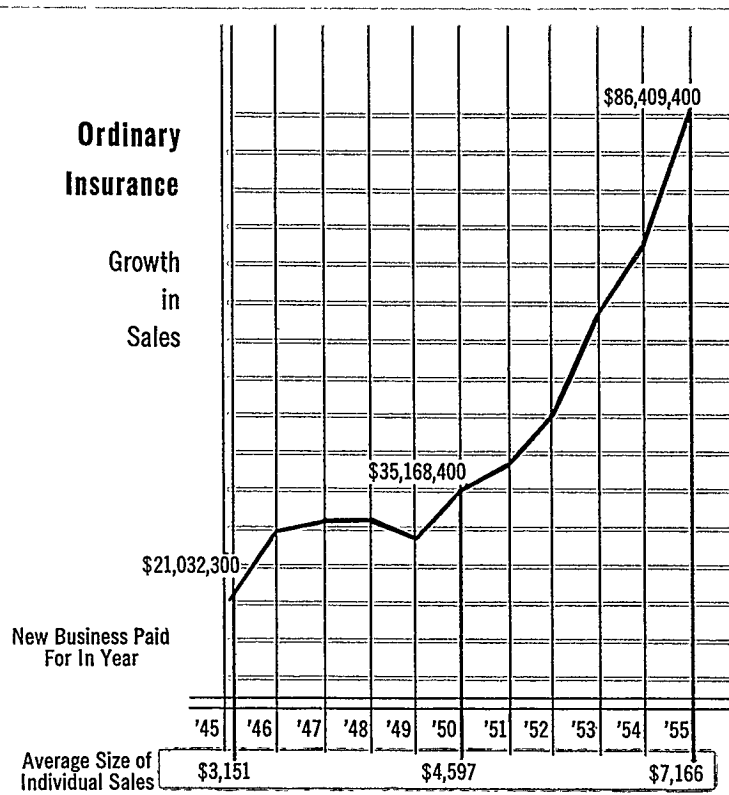
Premium income from all lines of protection offered by the Company recorded an increase of over \$6 million in 1955 to reach the figure of \$49,386,850.91 as compared to \$43,338,684.58 in 1954 and \$17,198,955.85 ten years ago in 1945.

During the past decade the number of policies and certificates outstanding almost tripled from 604,630 policies and certificates of all kinds outstanding in 1945 to 1,747,053 as of December 31, 1955. This represents an increase of 103,837 over 1954.





## PROTECTION THROUGH INDIVIDUAL LIFE INSURANCE



The most widely used form of life insurance is individual or "Ordinary" insurance. It represents approximately 60% of the total volume in force in America and includes straight life, limited payment life, endowment, term insurance and combinations of these forms.

The purchase of this form of insurance from General American Life has increased substantially. In 1955 Ordinary life sales totaled \$86,409,400, more than four times the volume of sales ten years ago and 28.9% in excess of 1954 Ordinary sales. This result represents the culmination of a calculated program entered into four years ago whereby specific sales goals were set for each of the years from 1952 through 1955. To achieve these goals the Company embarked upon an aggressive recruiting and training program for its field representatives, designed and introduced special policies to fit specific needs of the insuring public, and expanded its merchandising and sales promotion activities.

1955 witnessed the Company's entrance into the field of national magazine advertising. The initial program was directed primarily to the millions who read outstanding news and business publications.

Thus, the program of sales expansion was built on the simple theme of improving the product, merchandising it so that a larger number of people became aware of it, and providing a trained, qualified sales organization to service the needs of the people of the 37 states and territories within which the Company operates.

That the expansion in sales of Ordinary life insurance has been predicated on a sound and solid base representing genuine service to the insuring public is testified to by the quality of business recorded on the Company's books.

Each year during the past ten years, the average size policy sold (juvenile and adult combined) has increased. In 1945 the average size policy was \$3,150; in 1955 the average size policy was \$7,166, a substantial increase over 1954's figure of \$6,664.

Another well-accepted measure in evaluating the quality of life insurance on the books lies in its rate of persistency; that is, the rate at which the business renews from year to year. In this connection too General American Life enjoyed a satisfactory experience in 1955. The voluntary termination rate last year was 2.6% as compared to 2.5% in 1954. This is especially significant in a period of rapidly expanding sales.





## HOW OUR PRODUCT IS BEING USED

While there are but four basic types of individual life insurance protection—whole life, limited pay life, endowment, and term insurance—there are many variations and combinations of these four basic types, each conceived for the purpose of answering some specific need for financial protection that has become apparent. General American Life has a wide variety of coverages in its line of individual life insurance and each of these coverages performs a distinct function.

To illustrate how the insuring public may utilize these different forms of protection to answer specific needs, four specific examples have been selected from among 14,600 Ordinary policies issued in 1955.

### Mortgage Redemption

Mrs. Marion D. Tom and her five children. Suddenly widowed as a result of a heart attack. Mrs. Tom wrote us:

1

"I wish to take this opportunity to thank you for your check of \$8,883.00. This will guarantee that I will now have a home for my four children and myself, and also for the new baby that is expected about July. You can't imagine what a relief it is to know that there is no longer any worry about losing our home and that no more payments are necessary.

"When my husband told me last June that he was purchasing a mortgage policy, I felt it might be a drain on us financially, but he realized it was an obligation to his family. It is hard to realize that this has happened as he was in perfect health at that time."

### Economaster

2

Popular low-cost preferred risk contract used here as important part of comprehensive business insurance program insuring the continuity and stability of Miller Building Supply Co., Inc., one of the leading firms in the Washington, D. C.-Virginia area specializing in the planning of modern kitchens. Left to Right—Warren Miller, Vice President, Manuel Miller, President, and Sam Kalb, Secretary-Treasurer.

### Masterplan for Children

3

Four proud owners of Masterplan are the children of Mr. and Mrs. Franklin T. Binder of Des Moines. Mr. Binder was impressed with the values Masterplan affords for children as an investment, and as life insurance that adjusts to life's changing needs and opportunities through numerous options. Letters explaining the purposes and uses of the gifts accompanied the policies for later reference. Mr. Binder, a successful businessman, feels the ownership of these Masterplan policies gives his children a greater sense of responsibility, and contributes to a closer family circle.

### Masterplan for Adults

4

Typical of many young married businessmen who use our special Masterplan as the foundation of their financial planning is young Ed Porter, clothing salesman of St. Louis, Missouri. Just a few months after his wedding Mr. Porter, recognizing the financial responsibilities that marriage entails, purchased a \$5,000 Masterplan policy in preference to other policies for two reasons: (1) its features as a savings and investment plan coupled with its insurance protection, and (2) its built-in adaptability to any of the forms of insurance that his life's changing situation in the future might require.







**Group  
Premium  
Volume**  
(1945-1955)

\$33,984,297

\$29,527,041

\$26,203,719

\$21,632,218

\$19,620,392

\$16,332,693

\$13,519,373

\$12,463,966

\$10,629,840

\$ 9,192,956

\$8,280,295



# Brown Shoe Company



# TENSION ENVELOPE CORPORATION

# Bank Building Corporation



MISSOURI FARMERS ASSOCIATION, INC.

COOK PAINT & VARNISH COMPANY



EL PASO NATIONAL BANK



# Famous-Barr co.



ANHEUSER-BUSCH, INC.



Commerce Trust Company

AARDING-WILLIAMS

ARKANSAS POWER & LIGHT COMPANY

W. F. Hall Printing Company

UNIVERSAL MATCH CORPORATION

Group insurance may be generally described as an inexpensive form of insurance made available by employers and labor organizations to employees who either share the cost or pay the entire cost. It is naturally cheaper than individual coverage of the same type because it is administered on a bulk basis.

General American Life, long a pioneer in this form of coverage, has a very large Group insurance account. The premium income of the Company from all forms of Group insurance amounted to \$33,984,297 in 1955, an increase of \$4,457,256 over 1954 and more than four times the figure of ten years ago.

One of the 26 different types of Group insurance offered is Group life insurance. Group life sales in 1955 amounted to \$201,324,433. Included in this figure is \$70,762,600 representing our 1955 participation in the Group insurance program on United States Government employees authorized under a special Act of Congress which is, of course, the largest single group ever insured. In 1954, when the program was initiated,

this participation accounted for \$150,000,000 of coverage. Excluding this unusual factor, Group life insurance sales in 1955 exceeded 1954 by \$32,000,000. At year-end, Group life insurance in force totalled \$1,477,790,914.

In 1955 the Company was able to introduce new reduced premium rates for Group life insurance on cases involving 25 or more insured lives. These new rates will be extended to all existing cases, underwriting factors permitting. At the same time, other liberalizations involving increased and broader coverages were made effective that make our Group life portfolio one of the most competitive and attractive lines offered by any substantial Group writing company.

The Group account of the Company consists of more than 3,400 master Group contracts in force throughout the United States, with companies representing just about every kind of business enterprise, with Health and Welfare Funds, with Employer Associations, and with Labor Unions. A cross-section of our Group insureds is reflected in the names, trademarks and emblems on these pages.



BUTCHERS, SAUSAGE MAKERS AND PACKING HOUSE WORKERS LOCAL NUMBER 545 WELFARE FUND

# Alligator

BANK OF ST. LOUIS



CAMPBELL-EWALD COMPANY

AMERICAN INVESTMENT COMPANY

LOCAL 250 JOURNEMEN AND APPRENTICES PLUMBING AND PIPE FITTING INDUSTRY



PITTSBURGH STEEL COMPANY

SCULLIN STEEL CO.

STUPP BROS. BRIDGE & IRON COMPANY



SAFETY EQUIPMENT HEADQUARTERS



Anthony's C.R. ANTHONY CO.



Poyde's



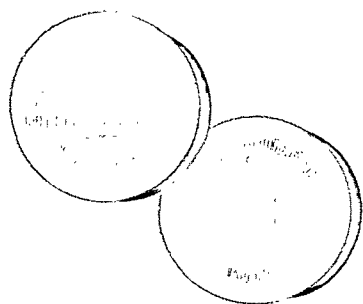
McDONNELL Aircraft Corporation

WARREN PETROLEUM CORPORATION

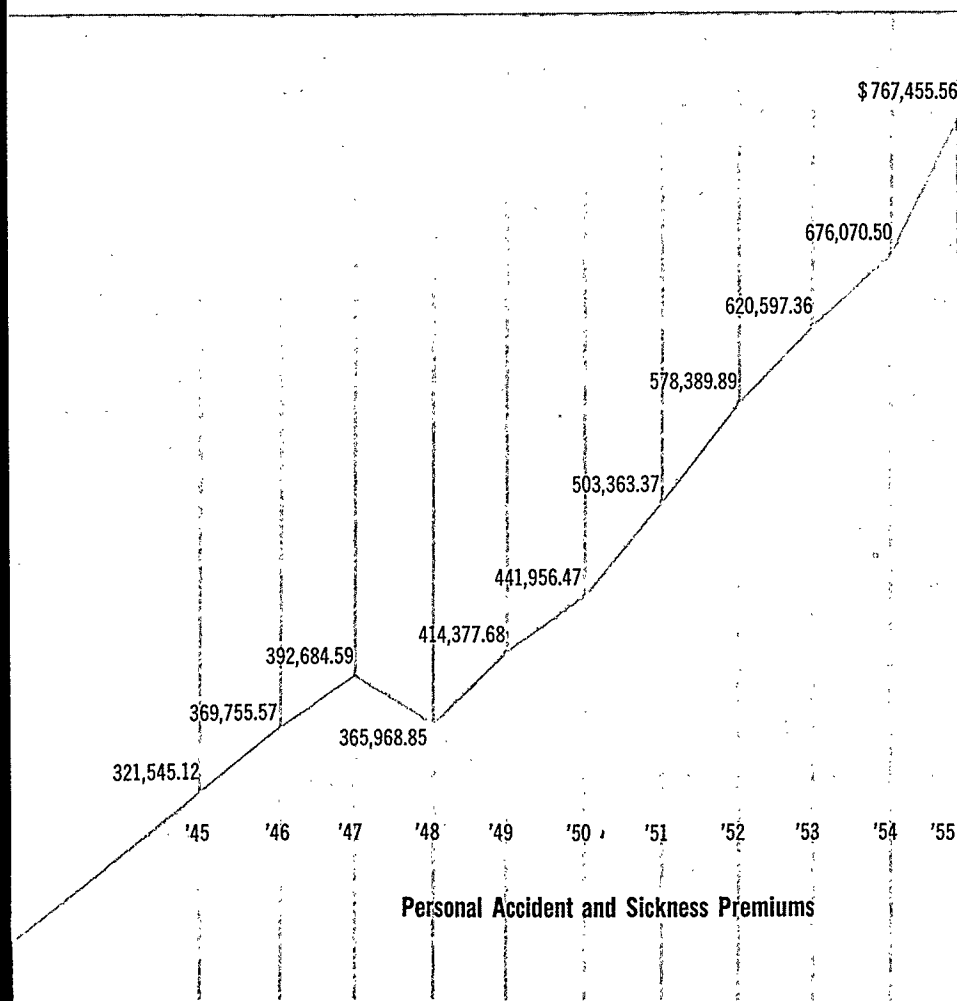
Cleaning Plant Employees' Welfare Fund

St. Louis • Indianapolis • Peoria • Granite City





## PROTECTION THROUGH PERSONAL ACCIDENT AND SICKNESS AND HOSPITALIZATION INSURANCE



Voluntary health insurance is a subject to which we see frequent reference in the newspapers. From time to time bills are introduced in Congress and before the legislatures of the various states seeking to subsidize or in some other way add governmental impetus to broaden coverages for the American people against the high cost of accident and illness, and disability resulting from them. This reflects the increasing awareness of the public of the need for provision against rising medical care costs. Most important, however, this awareness is reflected by the remarkable growth of health insurance voluntarily purchased by our citizenry. Over 100 million Americans are now protected by some form of voluntary health insurance.

General American Life has been privileged to be one of those which has long offered voluntary health insurance protection to our people. Beginning in a modest way, the Personal Accident and Sickness Department has grown steadily year by year. In 1955 paid premiums totaled \$767,455.56, representing a 13.5% increase over the \$676,070.50 premiums paid in 1954. Of the total premiums paid in 1955, \$178,513.24 represented new sales — a 35.6% increase over the sales of 1954.

This remarkable increase was in no small measure due to the introduction in the latter months of 1955 of a new form of coverage which we call "Business and Professional Men's Income Protector" specifically designed to meet a need that has become increasingly apparent. This new "B & P" policy offers basic disability income protection to sound risks from the broad fields of business and the professions. It appeals to men who recognize that the continuance of their relatively comfortable income depends upon their own efforts and that they are therefore exposed to the real possibility of the termination of their income if they become disabled for long periods of time. Waiting periods before the commencement of disability benefits which eliminate the costly handling of claims for short illnesses that the normal family budget can absorb, help make possible low premiums. It was apparent that for those men a definite need existed for the provision of necessarily high benefits at low cost. The only other form of protection available to them that would accomplish the same purpose was relatively high cost non-cancellable or guaranteed renewable insurance. The "B & P" policy is seemingly a most acceptable answer to this need. In the four months that it was outstanding in 1955 it accounted for 32.4% of the applications received by us for all forms of Personal Accident, Sickness or Hospitalization insurance.

In 1955 the Company continued to extend the mutual principle to its Personal Accident, Sickness and Hospitalization insurance by paying a 5% annual dividend on all policies over three years old.





## B & P INCOME PROTECTOR

An accountant in Van Nuys, California, James Raymond Patrick, was typical of many who found the new Business & Professional Men's Income Protector attractive. He is employed by a large progressive corporation which provides him with a reduced income for a period of six months if he becomes disabled. Mr. Patrick was concerned about the effect of illness or disability that might continue for longer than six months. B & P seemed to him to be the low-cost answer. Now he has the assurance of an income of about half his salary that would begin after 90 days of disability and continue for life if he was unable to work because of an accident, or for five years if his disability was the result of sickness. For the peace of mind and security this gives Mr. Patrick, his wife and two children, Mr. Patrick pays \$5.77 per month.



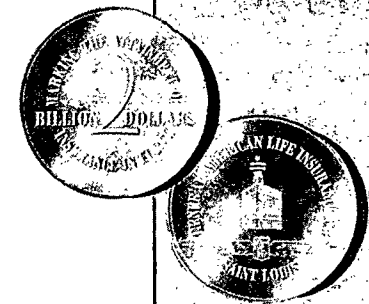
## HOSPITALIZATION

When William A. Rhodes, a carpenter contractor, and his wife, Dorothy, decided two years ago that they ought to have hospitalization insurance so their normal family budget wouldn't be completely disrupted if either of them had to be hospitalized, they had no idea that illness would strike their household with such rapidity.

Just two months later Mrs. Rhodes came down with a serious case of pleurisy. Three months later Mr. Rhodes was faced with a necessary nasal operation. In January, 1955, pleurisy again attacked Mrs. Rhodes. In October her husband contracted virus pneumonia. Meanwhile, a son had been born, Floyd Albert Rhodes, and when he was three months old he was added to the family hospital plan. Just a few weeks later, the infant was hospitalized with pneumonia. Total benefits paid for hospitalization and surgical procedures for the entire family—\$697.95. Had it not been for his insurance with General American Life, his family's medical bills would have presented a very serious problem for Mr. Rhodes. Instead, by the budgeting of an annual premium of \$118.20 for the protection of his entire family, he was able to absorb the financial blows caused by repeated unexpected illness.



# AN ACTIVE FORCE IN THE LIVES OF PEOPLE THROUGH BENEFIT PAYMENTS



Benefit payments of all kinds to policyholders and to beneficiaries amounted to \$40,570,690.94 in 1955, compared to \$34,711,697.51 in 1954. This is an increase of \$5,858,993.43 over the amount paid out in 1954 and is almost three times the amount paid out ten years ago.

This substantial increase in policy benefit payments is another valid measurement of substantial progress and growth during the past decade, for the payment of benefits is the very purpose which our product—protection—is intended to serve. The larger the amount paid out, the greater is the service being rendered to our policyholders, assuming that the Company pursues sound practices in the selection of its risks. Last year in addition to creating necessary insurance reserves General American Life paid out 66.9% of its total income in various forms of policy benefits.

The "selection of risks" is called underwriting and the measure of the soundness of underwriting practices lies in the mortality experience of policyholders over an extended period of years. General American Life enjoyed in 1955, as it has through the years, a favorable mortality rate, somewhat but not significantly higher than the extremely low rate experienced in 1954.

As a matter of fact, death benefits, i.e., payments made to beneficiaries of deceased policyholders represent substantially less than half of all the policy benefits made in 1955, amounting to \$14,937,982.91 or 37% of the total.

Payments to living policyholders, who thus directly and personally enjoy the fruits of their own prudence amounted to \$25,632,708.03, or 63% of the total. Largest single category among the "living" payments was \$15,234,086.85 paid to policyholders as accident, sickness, and hospitalization benefits either in the form of cash or as waiver of premiums.

The second largest category of "living" payments in 1955 was made up of dividends or refunds to policyholders amounting to \$6,981,787.57, an increase of \$1,468,000 over 1954 and a figure which is five times what it was ten years ago. Dividends on all lines of the Company's insurance increased in 1955, although by reason of the tremendous size of our Group insurance account, by far the greater portion of these payments represented dividends and experience rating refunds on Group insurance.



*Endowments and annuities totaling \$1,241,112.41 went to living policyholders, providing substantial sums for retirement, business opportunity, children's education, or the purchase of a new home. Here is Burton G. Daw, of St. Louis County, Missouri, a businessman, who in 1955 began receiving from the Company a very substantial monthly payment which he can not outlive.*



The true test of insurance is at the benefit level where the dollar and cents value can be measured in human welfare. Most of the \$14,937,982.91 paid to beneficiaries went to widows and surviving children, helping to cement the family together despite adversity. Business organizations too were helped as beneficiaries.



Funds for medical bills or for income during disability was provided in the \$15,234,086.85 paid in cash or waiver of premiums to living policyholders. Included are payments to doctors, surgeons, nurses, X-ray specialists, anaesthetists, druggists, for hospital rooms and services, ambulances, emergency treatment.



Some policyholders found that their policies had served the purpose for which originally purchased. Others withdrew accumulated values for emergencies or family needs like college tuition. Total paid out to these policyholders last year was \$2,175,721.20.



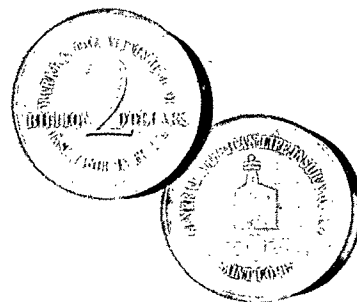
## CAUSES OF DEATH

### On Ordinary Life Policies Of General American Life

|                                 | 1955          | 1945          |
|---------------------------------|---------------|---------------|
| HEART AND CIRCULATORY . . .     | 64.2%         | 54.4%         |
| CANCER . . . . .                | 18.4%         | 11.7%         |
| ACCIDENTS . . . . .             | 3.5%          | 11.1%*        |
| PNEUMONIA AND INFLUENZA . . . . | 2.2%          | 4.8%          |
| SUICIDE . . . . .               | 2.0%          | 1.3%          |
| DIABETES . . . . .              | 1.5%          | 0.4%          |
| NEPHRITIS . . . . .             | 1.2%          | 2.7%          |
| TUBERCULOSIS . . . .            | 0.8%          | 1.4%          |
| OTHER . . . . .                 | 6.2%          | 12.2%         |
|                                 | <u>100.0%</u> | <u>100.0%</u> |

\*Includes injuries resulting from operations of war.





## NEW LOWER RATES...

General American Life Insurance Company is dedicated to the principle of providing insurance benefits to its policyholders at the lowest possible cost by maintaining premium rates at the lowest possible level consistent with safety and by returning to policyholders as dividends any savings as such refunds are warranted.

In keeping with the principle, the Company during 1955 made significant changes in its premium rates for Ordinary life insurance and in its scale of policyholders' dividends.

Premiums for Ordinary life insurance are based on assumptions as to (1) the rate of interest that can be earned in the future on investments of the Company, (2) the future death rate among policyholders, and (3) the expense of doing business, including taxes.

The premium rates in use by this Company prior to the 1955 change were adopted in 1947. It subsequently developed that that was the year, after a long series of years of declining interest rates, in which interest rates earned by life insurance companies reached the lowest point that it has yet reached. The premium rates adopted in that year contained conservative margins for a possible still further decline in the interest rate. For a number of reasons life insurance companies have for several years since 1947 been able to earn slightly higher interest rates than those obtainable at the low point in 1947. This was true for General American Life Insurance Company as well, due principally to its ability to maintain a higher percentage of its invested funds in choice mortgage loans than had been anticipated. This, of course, was in turn due to the phenomenal building boom of the last few years which can not continue indefinitely.

While the gross rate of interest before provision for taxes and for future interest and capital losses earned by the General American Life Insurance Company in 1955 was higher than in 1954, due to substantial increases in federal income tax liability the net rate of interest earned after taxes but before provision for capital losses was very little

more in 1955 than in 1954, being 3.41% for 1955 as against 3.38% in 1954.

The expenses of doing business, represented principally by salaries paid to employees, continued their upward climb in 1955. Nevertheless, continued improvement in efficiency of operation and continued mechanization of large scale procedures together with the fact that the average size policy being sold today is more than double the average size policy of 10 years ago have largely offset the increase in expense rates.

Death claim costs among General American Life policyholders continue at a favorable rate even though at a slightly higher rate for 1955 than in 1954. The improvement in mortality rates for younger ages which has occurred in the past 10 years continues to be maintained. No serious deterioration in mortality rates for older ages has occurred during 1955 even though your Company experienced an even higher percentage of death claims in 1955 from cancer and heart disease than in 1954, i.e., 82.6% of all deaths in 1955 as against 80.2% in 1954.

Primarily because there are now no indications that interest rates might drop below the low point reached in 1947, the Company decided to reduce the margins contained in its 1947 premium rates as a hedge against further decline in interest rates and therefore announced a substantial reduction in premium rates as of July 1, 1955.

For similar reasons the Company decided to restore some of the reduction in interest allowances which was made in our 1951 dividend scale although not quite up to the interest allowance contained in our 1948 dividend scale. This change resulted in larger dividends to policyholders, the increase in the aggregate 1955 scale being about 16% over what it would have been had we maintained our 1954 scale. In this way our increased savings were returned to policyholders resulting in reduced life insurance costs.

The effect of these reductions in premiums and liberalizations in dividends is shown in the accompanying illustration as applied to Masterplan, one of our most popular policies.

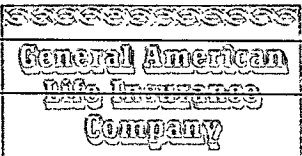


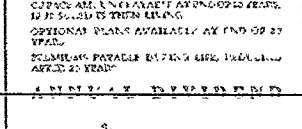
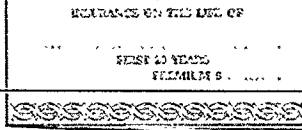
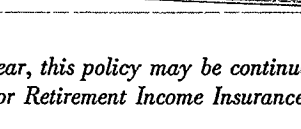


# NEW HIGHER DIVIDENDS

**EXAMPLE**

## Masterplan

\$10,000—Age 35

|  | BEFORE    |  | AFTER     | % INCREASE<br>OR DECREASE |
|--|-----------|--|-----------|---------------------------|
| Annual Premium During First 20 Years   | \$ 353.90 |    | \$ 340.20 | — 3.9                     |
| Annual Premiums After Receiving \$2,000*<br>Cash Endowment at End of 20th Year   | 272.70    |    | 261.10    | — 4.3                     |
| Accumulated Dividends at Age 65, if all†<br>Dividends are Left on Deposit  | 3,342.10  |    | 3,580.70  | + 7.1                     |
| Total Cash Fund Available at Age 65,†<br>including Accumulated Dividends, if<br>Premiums are then discontinued                         | 8,810.10  |   | 9,048.70  | + 2.7                     |
| Total Premium Deposits to Age 65 (Less \$2,000<br>Cash Endowment Paid at End of 20th Year)   | 7,805.00  |  | 7,415.00  | — 5.0                     |
| Excess of Cash Fund Available at Age 65 over<br>Premium Deposits, in Addition to having had<br>\$10,000 Insurance Protection to Age 65 | 1,005.10  |  | 1,633.70  | +62.5                     |

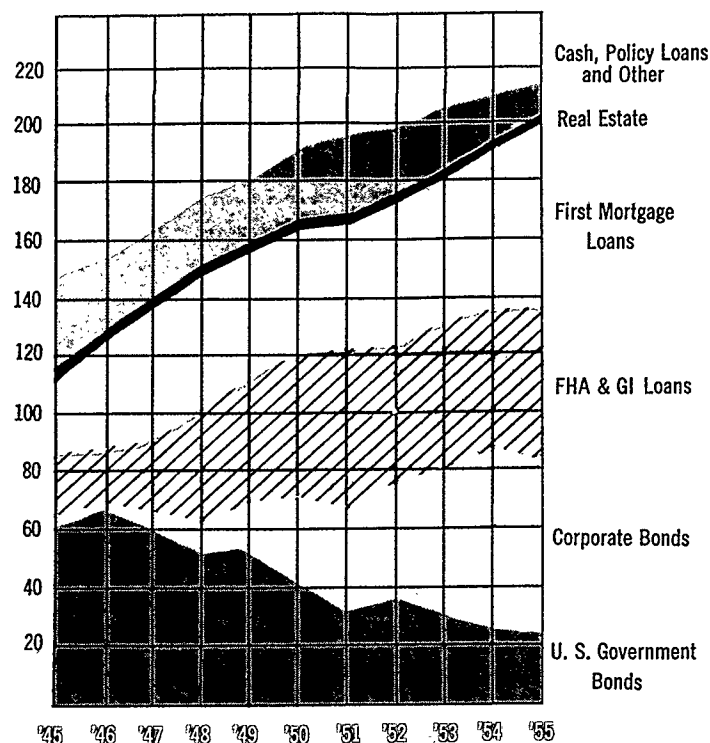
\* In lieu of taking the \$2,000 endowment at the end of the 20th year, this policy may be continued after the 20th year as an Endowment, Limited Pay Life, Low Rate Ordinary Life, or Retirement Income Insurance, whichever then best suits the needs of the policyholder.

† Dividend illustrations are based on dividend scales and interest accumulation rates in effect immediately before and after July 1, 1955 and assume that they will continue without change, but such dividends and interest accumulation rates and their continuance cannot be guaranteed.



# INVEST

In millions of dollars



**ASSET DISTRIBUTION**

Total assets of the Company rose to \$224,214,775 as of December 31, 1955, as compared to \$213,890,508 as of December 31, 1954, an increase of \$10,324,267. Ten years ago as of December 31, 1945, total assets amounted to \$147,166,616.

The year 1955 saw no major change in our traditionally conservative investment policy of committing funds to those forms of investment which return a satisfactory yield with due regard to the utmost safety of principal. For years General American Life has concentrated its investments in three broad categories—U. S. Government bonds, corporate securities, and choice first mortgage loans on improved real estate. This pattern of investment is graphically indicated in the asset distribution chart covering the past ten years appearing on this page.

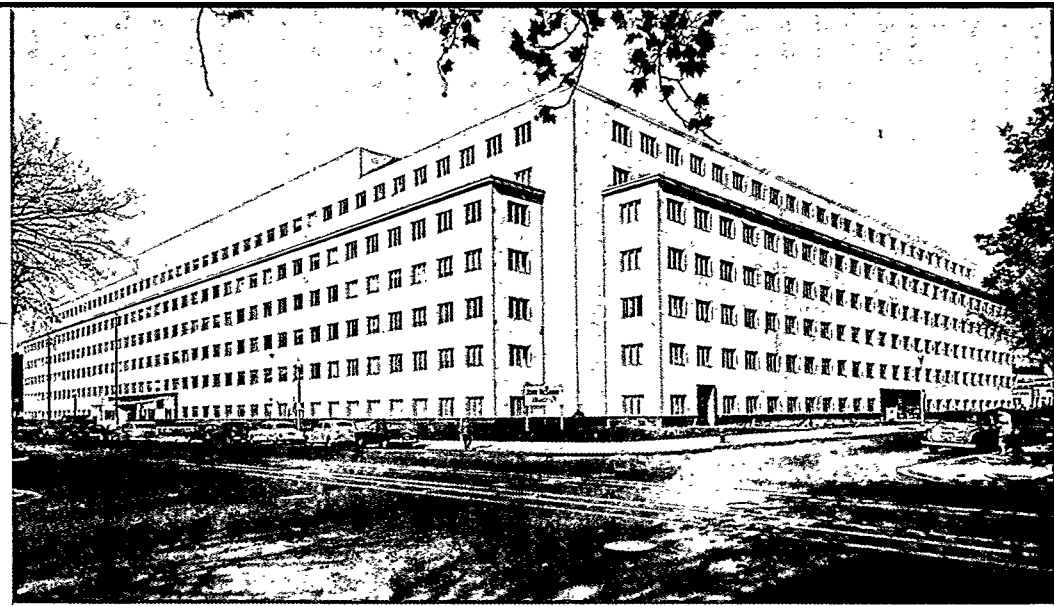
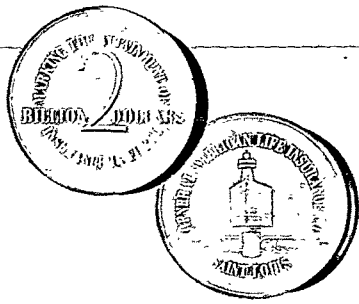
Approximately 80% of the asset growth of the Company during 1955 was committed to first mortgage loans because of their availability and the relatively attractive yield obtainable on them in comparison to other forms of long term investments. The remaining 20% of the asset growth was committed to long term corporate bonds during the latter part of the year when interest rates increased slightly over the low rates prevailing earlier in the year.

The net average yield on invested assets during 1955 was 3.69% before provision for future interest and capital losses and income taxes. Income taxes reduce this yield to 3.41%. In 1954 the comparable yields were 3.61% before income taxes and 3.38% after taxes. Recent years have witnessed a substantial increase in income taxes of life insurance companies.

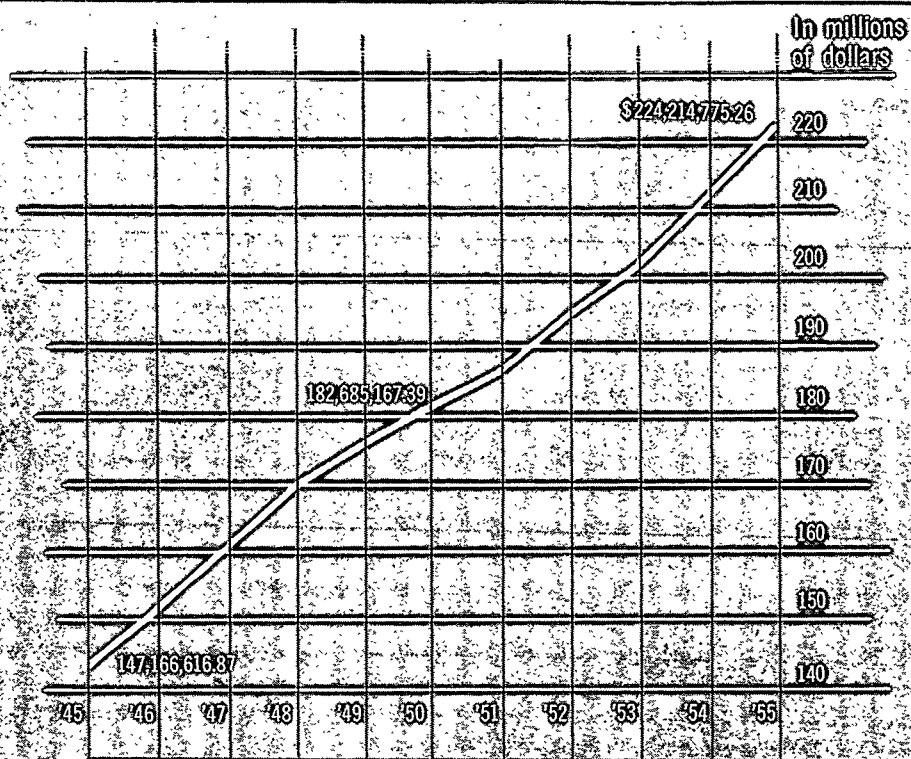
Cash in banks at the close of the year amounted to \$4,153,271.80, or 1.8% of total assets. Experience over the years has indicated that this amount is sufficient for current operating purposes, including the payment of normal claims, taxes and the like.



# M E N T S



United States Government General Accounting Office occupies an entire block between G and H Streets and 4th and 5th Streets in Washington, D. C. Built in 1949 at a cost of \$21,635,500, this important six-story building could be paid for by the investment General American Life maintains in U. S. Government Bonds.



GROWTH IN ASSETS

## U. S. GOVERNMENT BONDS

Included in the investment portfolio at the year end were \$23,915,518.14 of obligations of the United States Government representing 10.7% of total assets. This represents a decline of approximately \$600,000 from the total amount of governments held at the end of 1954 accounted for by the maturing of short term bills and Series G Savings Bonds. This provides a secondary cash reserve against any foreseeable contingencies arising from unexpectedly large policyholder claims, and affords the desired liquidity and flexibility to take advantage of attractive investment opportunities that may present themselves.

It is somewhat difficult to comprehend the magnitude of figures referred to in terms of millions. To illustrate the significance of the size of our government holdings, it is interesting to observe that the government bond account of General American Life would pay the entire construction cost of the U. S. Government General Accounting Office in Washington, D. C. pictured here.

Investments





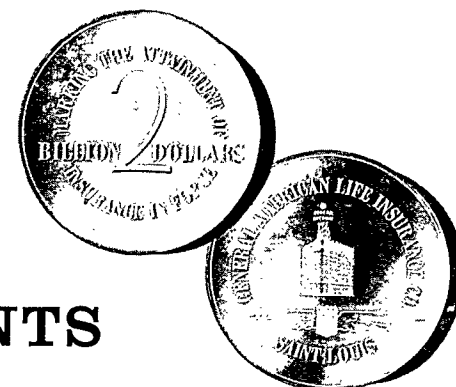
## CORPORATE BONDS

As of December 31, 1955, our corporate bond account totaled \$63,107,519.28 or 28.1% of total assets. The high caliber of the holdings in this account is evidenced by a list of these holdings enclosed with this report. Under the well-known Moody's rating system, the list averages Aa.

The largest single category of corporate securities held is committed to the power and light industry because this industry is characterized by a great stability of earning power regardless of the various phases of the economic cycle and hence the bonds of these industries have a very high investment status. Other categories include industrial corporations engaged in a wide variety of manufacturing and commercial processes basic to the American economy. Transportation and communication likewise represent sizable portions of the account, as well as obligations of the large financing companies which facilitate so importantly the purchasing power of the American people for consumer goods.

Some indication of the impact of \$63,000,000 in corporate securities can be gained from the realization that according to computations of the National Association of Manufacturers approximately \$12,000 in tools is required for each job in American industry. Thus, the bond account of General American Life supplies the equipment providing jobs for 5,250 workers, equal to the industrial labor force of cities like Sioux Falls, S. D., Laredo, Tex., Green Bay, Wisc., and Lexington, Ky.

Last year the corporate bond account returned an average yield of 3%. Gross yield on new purchases was 3.3%, again indicating the conservative caliber of investments purchased.



## INVESTMENTS

### MORTGAGE LOANS

In 1955 the Company concentrated its investment activities in the field of mortgage loan lending in order to take advantage of the interest yields available during the current period of high level residential construction. A total of 1,492 loans were made during the year involving \$20,907,922 which was sufficient to replace the "run-off" or partial or complete liquidation of loans in force at the beginning of the year amounting to over \$12,000,000 and to add approximately \$8,000,000 to the total portfolio. At the year end mortgage loans of all types totaled \$111,336,731.51 or 49.6% of the total assets of the Company. In 1954 as of December 31, the comparable figure was \$103,404,336.71 or 48.3% of total assets.

Included in the mortgage loan account is \$42,868,269.76 in loans insured by the Federal Housing Administration and \$6,329,069 guaranteed by the Veterans Administration. The remaining \$62,139,391.94 are conventional first mortgage loans amounting to no more than two-thirds of the fair market value of the properties securing them. They are well diversified as to location and almost without exception are loans fully amortized over their life. They thus afford a high degree of both liquidity and diversification as to risk. In the main, conventional loans are secured by newly constructed homes located in relatively new and strategically situated neighborhoods.



The payment record of our mortgagors has been little short of phenomenal. In the past 20 years, only 5 conventional loans have necessitated foreclosure and these resulted in no loss. However, it is realized that this results primarily from the most prosperous economic conditions that the country has ever known and that this payment record can not be expected to continue indefinitely. Accordingly, adequate provision for future interest and capital losses is being made through the accumulation of a reserve equal to one-fourth of 1% of mean ledger assets adjusted for capital gains and losses.

The gross average yield on the entire mortgage loan account during 1955 amounted to 4.61% as compared to 4.55% in 1954, and 4.83% ten years ago. This is, of course, before expenses, taxes and provisions for losses. The gross yield of loans made in 1955 amounted to 4.71%.

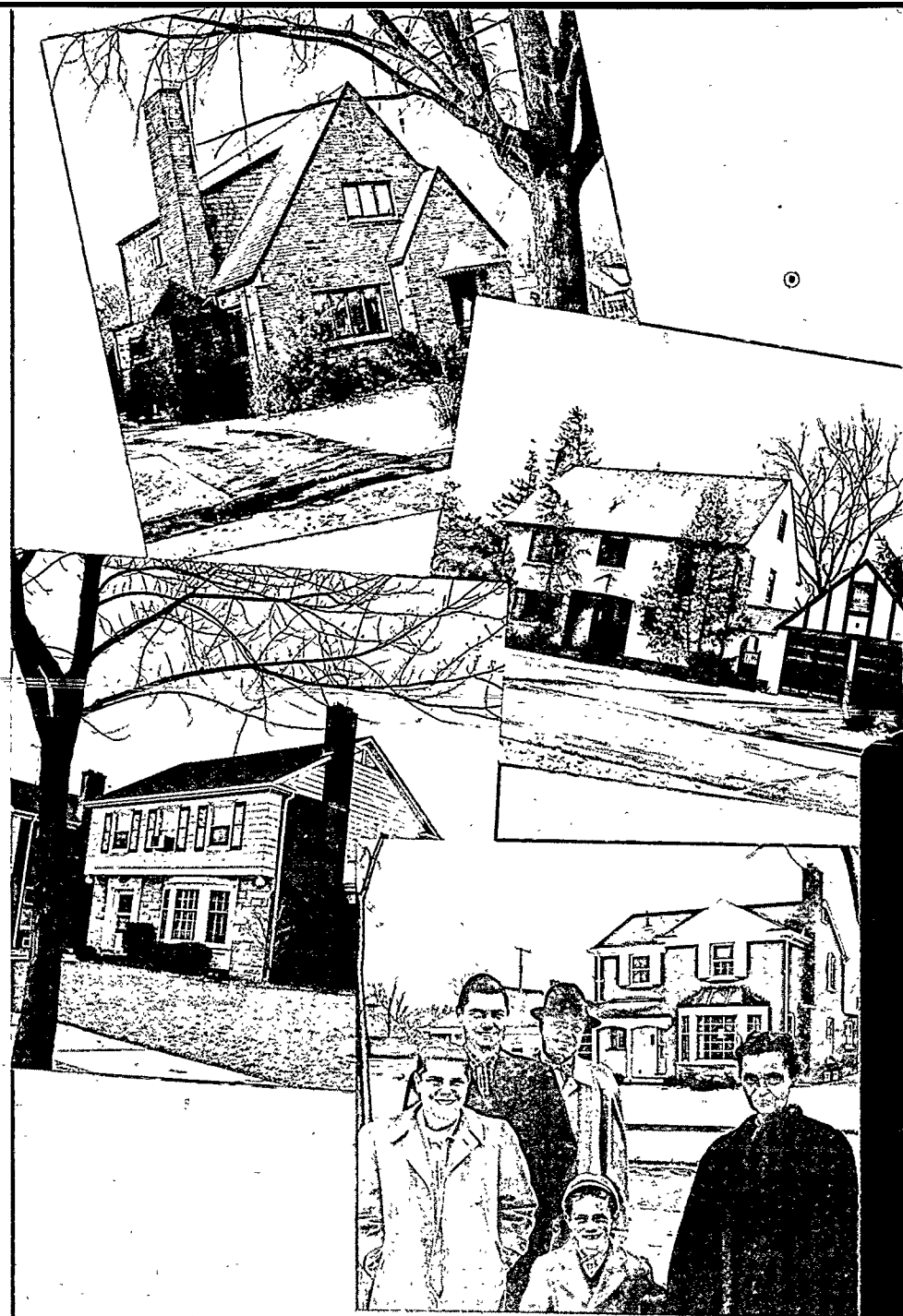
It is, of course, apparent that life insurance dollars perform a double function in that while they are securing the economic well-being of the policyholders, they likewise work constantly through their investment outlets for the economic well-being of the nation as a whole. ~~The social implications of these investments is however sometimes little appreciated.~~ For example, in 1941 General American Life made an FHA loan to a family in the South, whose daughters were then pre-teenagers. On two subsequent occasions the parents refinanced their loan with us in order to obtain funds for their daughters' educations at the University. Both daughters are now college graduates and are employed as public school teachers.

Thus it is that through the prosaic medium of mortgage loan financing human life values are created which make life more pleasant and constructive.

The manager of one of our mortgage loan offices recently made this interesting observation:

*"Our loan records show that the children of many of our borrowers will be unable to return to any one house and say 'This is where I grew up', for modern families are coming to deal with homes as they do automobiles and trade them in frequently. We have many borrowers to whom we have made loans on two homes or even three, as they have increased income or family size.*

*"The record so far as our office is concerned, is held by the Maurice Greenfields for whom we have financed four homes, each larger than the previous one, since 1948. As they have sold the former home they have brought the purchasers to us for financing so that we now hold four excellent mortgages to four different families on the Greenfield's homes. Recently Mrs. Greenfield called to say that they are considering a new and larger home in 1956."*



*Progression of homes owned since 1948 by  
Mr. and Mrs. Maurice Greenfield  
of Detroit, each financed in part by the Company.*



# DIRECTORS



**C. R. ANTHONY**  
Chairman of the Board  
and President  
C. R. Anthony Company  
Oklahoma City, Okla.

President, Citizens State Bank; Vice Chairman of Board, Liberty National Bank; Director, Southwestern Bell Telephone Company, First National Bank of Ardmore, Oklahoma, National Cowboy Hall of Fame; Treasurer, Y.M.C.A.; Member, Rotary Club.



**\*EDWIN M. CLARK**  
President  
Southwestern Bell  
Telephone Co.  
St. Louis, Mo.

Member, American Humanities Foundation; President, Civic Progress, Inc.; Chairman, Expressways Committee Chamber of Commerce of Metropolitan St. Louis; Director, Mercantile Trust Company, A.S. Aloe Company, Member Executive Board, St. Louis Council Boy Scouts of America; Recipient of St. Louis Award—1953.



**PRESTON ESTEP**  
President  
Transit Casualty Company  
St. Louis, Mo.

President, Manufacturers and Merchants Indemnity Company; Secretary Treasurer, National Hotel Enterprises, Inc.; President National Underwriters Incorporated; President, Peoria City Lines; Vice President and Treasurer, The Underwriters Company; President, Transit Insurance and Securities Corp.



**JAMES M. KEMPER**  
Chairman  
Commerce Trust Company  
Kansas City, Mo.

Chairman, Pickering Lumber Corporation, Keystone Corporation; President and Director, Downtown Redevelopment Corporation; Member Executive Committee, Gas Service Corporation, Midwest Research Institute; Director, Maryland Casualty Co., Missouri Pacific Railroad Company, Owens-Corning Fiberglas Corporation; Trustee, Conservatory of Music of Kansas City, Kansas City Museum, Kansas City University.



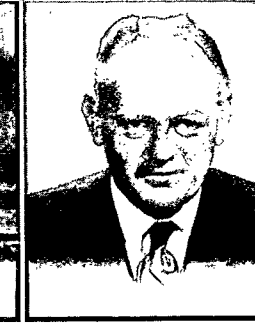
**\*HARRY H. LANGENBERG**  
President  
Langenberg Bros. Grain Co.  
St. Louis, Mo.

Director, First National Bank, St. Louis Union Trust Co., Member, the Board of Endowment Fund Trustees, Young Men's Christian Association.



**SIDNEY MAESTRE**  
Chairman  
Mercantile Trust Company  
St. Louis, Mo.

Director, Granite City Steel Company, Missouri-Kansas-Texas Railroad Co., Trans-World Airlines, Inc., Mississippi Glass Co., Rice-Slix, Inc., Transit Casualty Co.; Chairman, 1953 Citizens' Bond Issue Supervisory Committee; Recipient of St. Louis Award-1955.



**J. W. McAFEE**  
President  
Union Electric Company  
of Missouri  
St. Louis, Mo.

Director, Union Electric Co., Electric Energy Inc., American Automobile Ins. Co., American Central Insurance Co., St. Louis Municipal Theatre Association, St. Louis Council Boy Scouts of America, St. Louis Union Trust Co., Washington University; Trustee, Barnes Hospital.



**\*WILLIAM A. McDONNELL**  
President  
First National Bank  
of St. Louis  
St. Louis, Mo.

Director, American Automobile Insurance Co., American Central Insurance Co., Federal Reserve Bank of St. Louis, Frisco Railroad, McDonnell Aircraft Corp., Southwestern Bell Telephone Co.; Trustee, Missouri Public Expenditure Survey, Governmental Research Institute; Chairman, United Fund Campaign for Greater St. Louis 1955.



**\*TOM K. SMITH**  
Chairman  
Boatmen's National Bank  
St. Louis, Mo.

Director, American Telephone and Telegraph Co., Midwest Piping Company, Wabash Railroad Co., former special advisor on banks and banking matters to Secretary of Treasury; past president American Bankers Association; past president Board of Curators, University of Missouri. Recipient of St. Louis Award—1932; Chairman, St. Louis Citizens Charter Committee—1956.



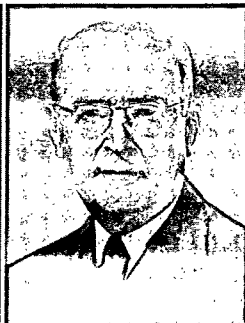
**\*SIDNEY W. SOUERS**  
Chairman of the Board  
St. Louis, Mo.

Rear Admiral United States Naval Reserve. Board member, McDonnell Aircraft Corporation; Board Chairman, National Linen Service Corp. (Atlanta); Former Director of Central Intelligence Agency, Executive Secretary, National Security Council and Consultant to the President of the United States on Security Matters.



**EDWIN J. SPIEGEL**  
Chairman and Chief  
Executive Officer,  
Gaylord Container  
Corporation St. Louis, Mo.

Vice-President, Member Executive Committee and Member Board of Directors, Crown Zellerbach Corporation; President, St. Louis Symphony Society; Director and Member Executive Committee, Chamber of Commerce of Metropolitan St. Louis; Director, First National Bank of St. Louis, Illinois Central Railroad; Trustee, The Governmental Research Institute, Westminster College.



**\*HUGH STEPHENS**  
President  
Board of Curators  
Stephens College  
Columbia, Mo.

Former President, Exchange National Bank of Jefferson City; Member, Jefferson City Planning and Zoning Committee; Treasurer, Missouri Public Expenditure Survey; Director, Missouri's Public Works Program; Former member, Missouri State Highway Commission.



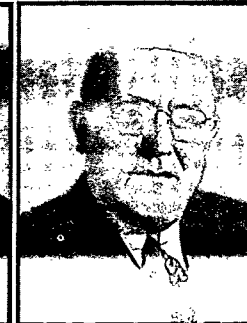
**JOHN S. SWIFT**  
Chairman  
John S. Swift Company, Inc.  
St. Louis, Mo.

Director, Mercantile Trust Company, St. Louis, St. Louis Fire and Marine Insurance Company; Member, Advisory Board, St. Louis Council Boy Scouts of America.



**JOHN L. WILSON**  
Vice-President  
Anheuser-Busch, Inc.  
St. Louis, Mo.

Chairman Executive Committee and Director, St. Louis Public Service Co.; Vice-President and Financial Officer and Member of Board of Directors, St. Louis National Baseball Club; Director, Anheuser-Busch, Inc., First National Bank of St. Louis, Liberty Loan Corporation, Missouri Portland Cement Company, Municipal Theatre Association, National City Lines (Chicago), St. Louis Council Boy Scouts of America, St. Louis Crime Association.



**HOWARD I. YOUNG**  
President  
American Zinc, Lead  
& Smelting Co.  
St. Louis, Mo.

Director, Baltimore and Ohio Railroad Co., Mercantile Trust Co., Southwestern Bell Telephone Co., American Zinc Institute, Washington University, Lindenwood College; President, American Mining Congress; former Deputy Administrator of Defense Materials Procurement Agency.



**SAM D. YOUNG**  
President and Chairman  
of the Board  
El Paso National Bank  
El Paso, Texas

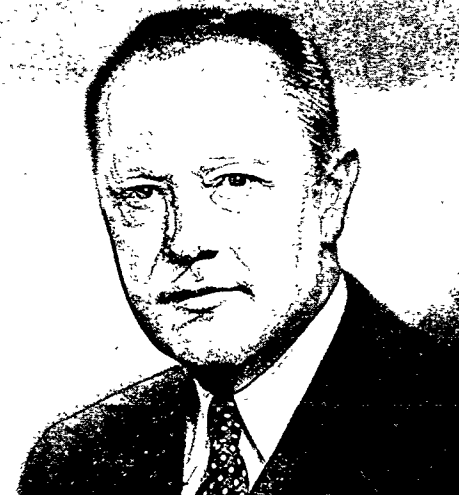
President, Board of Trustees, Providence Memorial Hospital; Member Executive Council, American Bankers Association; Director, El Paso Times, El Paso Hotel Company, Federal Reserve Bank of Dallas, Hilton Hotels Corporation (Chicago), Hilton Hotels International, Inc. (New York), Hotel Waldorf-Astoria Corporation (New York), Texas and Pacific Railway Company (Dallas).





## MEN WITH THE ABILITY TO MAKE AN INSTITUTION GROW

The company's achievement of \$2 billion insurance is in great part a tribute to the leadership of these outstanding men, who serve as members of our Board of Directors, as well as to the admirable spirit of division heads and officers whose experience and industry smoothed the road to this accomplishment.



\* POWELL B. McHANEY, *President,*  
*General American Life Insurance Company,*  
*St. Louis, Mo.*

Director, Anheuser-Busch, Inc., General Contract Corporation, St. Louis Chamber of Commerce, Southwestern Bell Telephone Company, Transit Casualty Co.; Executive Committee, American Life Convention, Institute of Life Insurance; Member and former President, Board of Curators, University of Missouri; Trustee, Lindenwood College; Recipient of St. Louis Award — 1954.

## OFFICERS

### OFFICERS

SIDNEY W. SOUERS,  
Chairman of the Board  
POWELL B. McHANEY, *President*

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JOHN S. MASTERSON,  
*Planning Officer*

### AGENCY DIVISION

FRANK VESSER, *Vice-President*  
Richard H. Bennett,  
*Field Vice-President*  
Carl H. Lane,  
*Superintendent of Agencies*  
Eugene V. Boisaubin, *Director*  
*of Agencies, Eastern Division*  
C. E. Fritsche,  
*Director of Agency Training*  
Anthony Gatzert,  
*Agency Secretary*

### GROUP DIVISION

EMIL E. BRILL, *Vice-President*  
Ray Ely, *Group Actuary*  
L. Wayne Kauble, *Superintendent*  
*Group Sales and Service*  
Frank Thompson, *Asst. Supt.*  
*Group Sales and Service*  
William C. Scharinghaus,  
*Manager Group Policy*  
*Administration*  
Stanley A. Cocklin, *Manager*  
*Group Underwriting*

### ACTUARIAL DIVISION

OTTO J. BURIAN,  
*Vice-President and Actuary*  
Edward L. Faith,  
*Associate Actuary*  
Douglas Wood, *Manager*  
*Life Underwriting*

### MEDICAL DEPARTMENT

JAMES H. READY, M. D.,  
*Medical Director*  
G. F. Rendleman, M. D.,  
*Assistant Medical Director*

### ACCOUNTING DIVISION

VICTOR F. BACHLE,  
*Acting Comptroller*  
Edgar W. Baseler,  
*Associate Comptroller*  
Alfred D. Froning, *Manager*  
*Group and Premium Accounting*  
Roland Aegerter, *Manager*  
*Tabulating*  
Howard A. Sanders, *Manager*  
*General Accounting*  
Burt H. Fehlig, *Acting Manager*  
*Investment Accounting*

### INVESTMENT DIVISION

J. G. DRISCOLL,  
*Financial Vice-President*  
Daniel Upthegrove, Jr.,  
*Assistant Vice-President*  
Paul K. Justus, *Manager*  
*Farm Real Estate*

### PUBLIC RELATIONS DIVISION

STANLEY M. RICHMAN,  
*Vice-President*  
A. William Evans,  
*Manager Personnel*  
Carol R. Scott,  
*Manager Advertising*  
Oliver Siegmund,  
*Manager Personal Accident*  
*and Sickness Development*  
Samuel F. Doty, *Manager*  
*Home Office Building*  
Thomas E. Ashcraft, *Auditor*

### TREASURER'S DEPARTMENT

HENRY F. CHADEAYNE,  
*Treasurer*

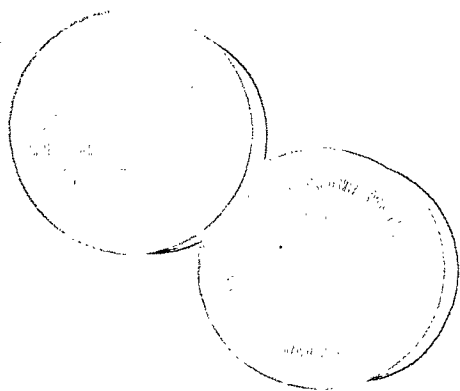
### LAW DIVISION

FRANK P. ASICHEMEYER,  
*Vice-President*  
*and General Counsel*  
Paul G. Ochterbeck,  
*Associate General Counsel*  
Joseph E. Jacques, *Tax Officer*  
A. J. Bockwinkel, *Manager*  
*Group Benefits*  
Elmer A. Jungclaus, *Manager*  
*Policyholders Service*

### SECRETARY'S DIVISION

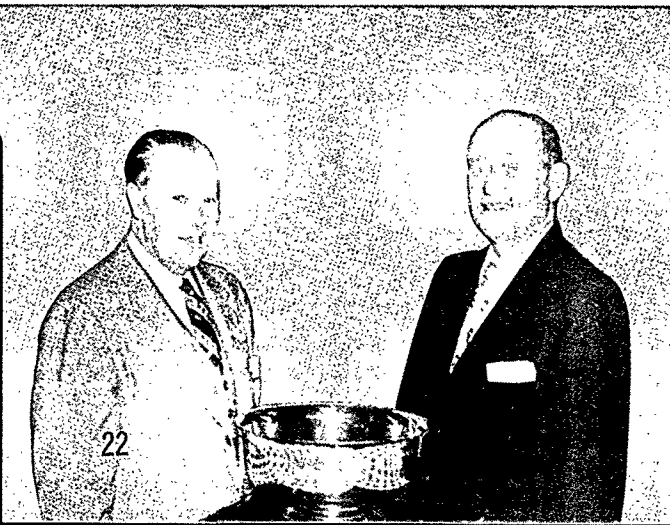
HARRY F. ROLLETT, *Secretary*  
Samuel C. Boggess, Jr., *Manager*  
*Budget and Purchasing*  
Lynn Kennedy, *Manager*  
*Service Department*





## FIELD ORGANIZATION

*The top award for the best all-around agency in 1955 was won by Otto A. Jeanes Agency of Chicago. Otto Jeanes (at right) admires the President's Million Dollar Cup which has just been presented by President McHaney.*



Life insurance is not a commodity which is purchased "over the counter" so to speak. By and large it must be sold to the purchaser in personal conversation and consultation on a face to face basis. Nor is it a simple matter if the life insurance is to perform its function to the maximum degree. For the problems which it is equipped to solve and the needs which it fulfills are as broad and complex as human life experiences themselves.

There is therefore an element of service contained in the sale of every life insurance policy. To provide this selling service to the public, life insurance companies depend upon the efforts of their sales organizations known in the insurance business as "agency" organizations. Although it is not and cannot be reflected in the balance sheet, an agency organization of high quality and caliber is one of the most important assets a company can possess. If it is of low quality it can be a distinct liability. The field organization of General American Life, consisting of 474 full-time representatives and several hundred part-time agents and brokers, is one of its greatest assets. It is a growing and vibrant group composed of men of character, integrity and ability.

1955 witnessed a substantial expansion of our agency field organization in terms of full-time career men. Fundamental to the program of attracting and training men of ability has been the development of an agency contract which offers the possibility of a satisfying and rewarding career in direct relation to efforts expended and results obtained. The contract is called a Lifetime Security Franchise because it affords the opportunity for lifetime security through continued earnings directly related to effort expended.

The Company provides a variety of educational and training programs to qualify its representatives to render a professionalized service to their clientele. One of the programs, known as the Charters Career Program, is in effect the executive development program for the sales branch of our business. It provides step-by-step training for college graduates with the view of developing career type general agents and technically trained group insurance field specialists. Likewise, there is an abbreviated course for the college graduate who has had several years of business experience, known as the LSF Agency Management Program. At the present time 37 men have completed or are participating in these courses.

From time to time training seminars are held for general agents and district managers in the home office. Representatives of the Agency Division constantly travel the operating territory of the Company to conduct training meetings within individual agencies.

The rapidity with which the agency organization is growing is illustrated by the fact that in 1955 30.55% of the Company's total Ordinary life sales were accounted for by field associates in their first contract year with the Company. During the year, 10 new general agencies and district managerships were established. New locations in which the Company obtained representation were located principally in the Southwest. Sales agencies of the Company now total 82.



*Maurice Levine, of the Maurice Levine Agency, Los Angeles, who won the award for the best agency building job in 1955.*

*Elmer S. Rosenthal of the Adam Rosenthal Agency of St. Louis is awarded the Life Volume Leader Plaque for the full-time individual representative having the largest amount of first year paid Ordinary volume for 1955.*





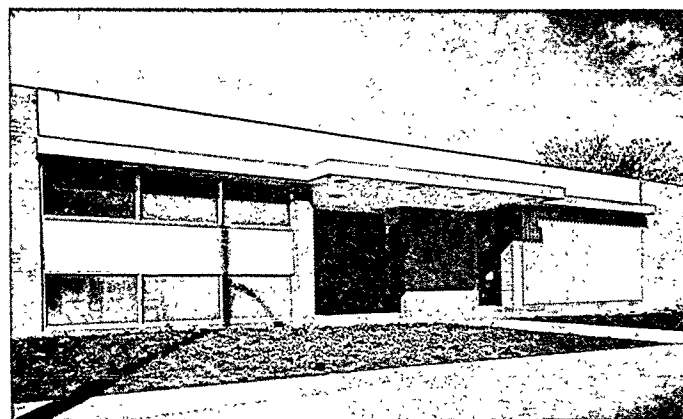


Group Leader Plaque was won by James L. (Shine) Williams, district manager, J. Orlando Ogle Agency, Birmingham, Alabama. Award was made for the full-time agent having the largest amount of first year group paid premiums for 1955.

Fred R. Sale, CLU, of the Fred F. Sale Agency of St. Louis wins the Accident and Sickness Leader Plaque. He had the largest amount of first year personal accident, sickness and hospitalization paid premiums for 1955.



Louis W. E. Laudel of the James J. Roberts Agency, St. Louis, became Recruit of the Year with the largest amount of first year paid Ordinary life volume, to lead the top ten first year producers. He was awarded the Recruit of the Year Plaque.



Home of new General Agency headed by Gordon Mandt in Corpus Christi, Texas.

Others of the top-ten first year men pictured here:



Warren Barbareck



Sam Brown



Allen Y. Chang



Joseph Graves



Lawrence King



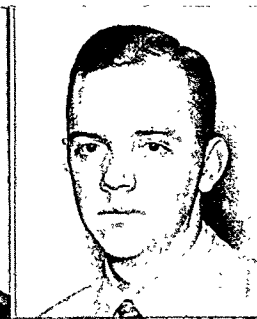
William S. Marshall



Gene Morgan



Robert Shankland



V. Randy Workman

Pictured above are 10 new field representatives of General American Life whose first year's anniversaries with the Company occurred in 1955. Their Ordinary or individual sales during their first year ranged from \$435,533 to \$883,648, with an average of \$574,415. Top man named "Recruit of the Year" was L. W. E. Laudel of St. Louis.

62-80295-65

94-1-4392-6





*Like the seminars held for group sales representatives—week long seminars for General American Life's group claim representatives are held to sharpen skills and improve policyholders service in the field.*

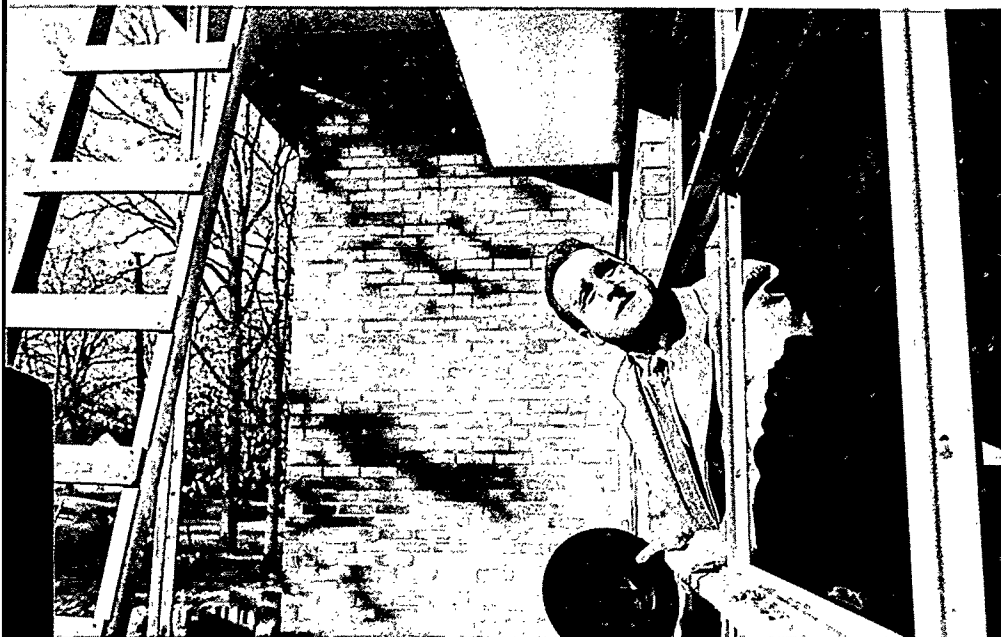
## GROUP FIELD ORGANIZATION

A well qualified, salaried staff represents the Company in those important field areas — sales, service and benefits payment.

The Group Insurance Division directs a highly trained staff of group field representatives to assist our field associates and brokers in the sales and servicing of the 26 different forms of group coverage offered to employer-employee organizations, unions, trustee Health and Welfare Funds and Employer Associations.

These group field representatives are proven specialists in a highly competitive and specialized field. Most of them are graduates of our own intensive Charted Career Training Program. At present, there are 35 such field representatives, 4 of whom are on military leave of absence. Just ten years ago there were 6 group field representatives serving our operating territory.

A second salaried group of staff specialists representing the company in the field under the Group Division is the Group Claims staff. These well-trained claims experts handle the prompt payment of claims at the Company's 14 field claims offices which are located throughout the country to assure rapid efficient service. These offices do not include those of our General Agents and of which a group claim service is rendered.



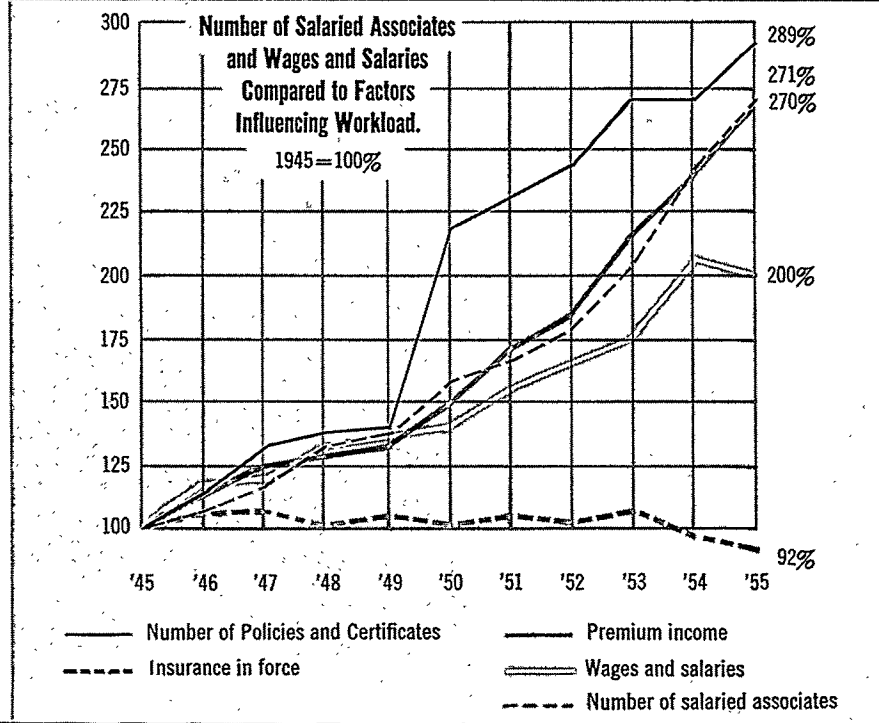
## INVESTMENT FIELD OFFICES

Mortgage loans are handled through Company operated mortgage loan field offices in various strategically located cities throughout our operating territory. In 1955, three additional investment field offices were established bringing the total to 15. The activities of these offices in obtaining and processing loan applications, appraising properties, and servicing our mortgagors are under the direction of salaried managers who carry out the established investment policies of the Company. They are trained both in the field and in the home office. Every individual mortgage loan is authorized and approved by our Board of Directors, upon the recommendations of the field office managers, and a home office Investment Committee.





President McHaney, Paymaster Meredith Layton and Associate Lillian Kerls, go over revised payroll after "O'Toole Dividend."



## HOME OFFICE ADMINISTRATION

Early in 1955 there was concluded a so-called operational audit or survey of the systems and procedures used in the Home Office. The survey was conducted over an 18-month period by an outside firm of management consultants who have specialized in insurance company operations for many years, known as O'Toole Associates. Representatives of the O'Toole organization were greeted with a relatively high degree of cooperativeness by the supervisory staff and as a result were able to make detailed recommendations regarding every phase of home office administration. These recommendations, some of minor consequence and some of major import, numbered several hundred.

During 1955 each of these suggestions was carefully studied by the officers and supervisors involved and where there was no disagreement steps were taken to make them effective. By the year end over 60% of all the recommendations were in effect and substantial progress had been made in accomplishing the remaining approved suggestions. The result was markedly increased efficiency.

The adoption of streamlined procedures has reduced the number of clerical and administrative positions in the home office by 19.36% during the period from the beginning of the survey to the end of 1955. In 1955 alone 52 positions were eliminated. In no case was an associate of the Company dismissed because of the elimination of any position, but by reason of the large number of young women employed in clerical activities we were able to effect the reduction through the normal processes of turnover; that is, by not filling positions vacated through resignation or termination for other reasons.

This remarkable record would not have been possible without the understanding and cooperation of the staff as a whole. The Company is fortunate in having an able and effective staff of associates and it is the policy of the Company to reward them fairly and in keeping with prevailing wage rates in the community and in the industry.

The management of a life insurance company requires the fair and equitable treatment of three groups of individuals . . . its policyholders, its field representatives and its home office associates . . . and the interests of all of them must be blended to the end that the company accomplishes its basic objective in providing sound life insurance at the lowest possible cost. In keeping with that philosophy, when the





*President McHaney presents a \$25 check to Fred Pehm, manager of the mailing room, for suggestion approved by awards committee. At left is planning officer John A. Masterson.*

O'Toole survey was announced, its full implications were thoroughly discussed with and explained to the staff as a whole. It was made clear that each individual had a personal stake in the effective operation of the entire Company.

Accordingly, when the majority of the recommendations resulting from the survey had been approved and put into effect and, with the help and cooperation of all, had proved productive, associates in the first five levels of work participated in a portion of the savings effected by a general wage increase which we called "The O'Toole Dividend."

Another noteworthy occurrence during 1955 was a so-called Attitude Survey conducted among our associates by a qualified personnel consultant. A detailed 7-page questionnaire was completed by a very high percentage of those working for the Company. Of course, not everyone answered every question. The results were tabulated and analyzed. The findings were remarkable and confirm the fact that this Company and its policyholders enjoy the benefits of the efforts of a loyal and dedicated salaried staff.

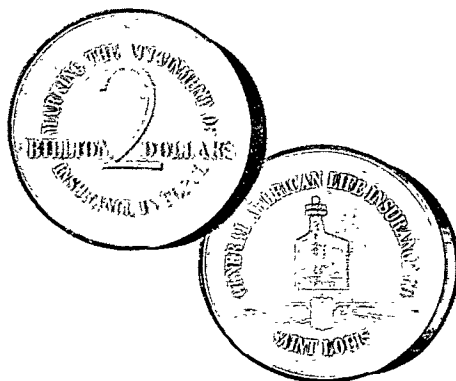
For example, one question was "Do you feel that as an individual

*President McHaney presenting certificates to some of the associates who passed the examinations of the Life Office Management Association. Alfred O. Froning, third from left, is the only St. Louisan to hold a fellowship in L.O.M.A.*



you have pride in being in the insurance business which serves people?" 313 answered "Yes"; 9 answered "Generally No"; and 3 "Definitely No." Another question was "Do you feel that your thinking and your work makes a difference in the success of the Company?" 285 answered "Yes" and 38 were in doubt, and 5 answered "No." To the question "Do you believe that General American Life is a company with a future?", 337 answered "Yes" and 3 answered "No." Only 9 people thought that they were not kept well-informed about Company matters as a whole; the overwhelming majority thought that the program of work improvement resulting from the O'Toole recommenda-





## HOME OFFICE



Operation "Hot Dog" at General American Life brings out everybody in jeans and work togs ready for the annual cleanup at home office devoted to clearing desks and files of unnecessary correspondence and records. The affair takes on the gaiety of a picnic and hot dogs and cokes are served throughout the day.

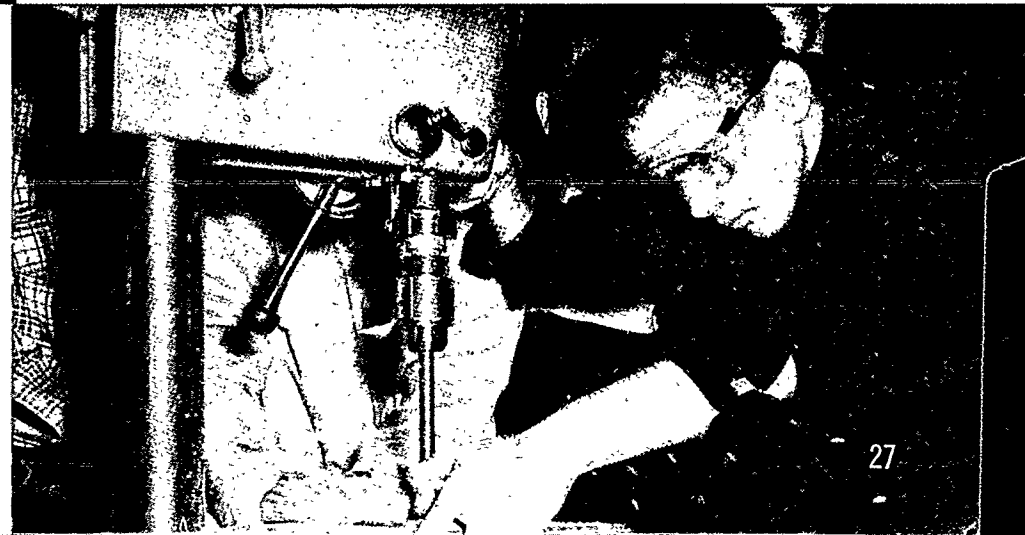
*Marlene Banker, from investment accounting, discards records that have no further use.*

*This year's "Hot Dog Day" netted 7335 pounds of waste paper. It is shown at left awaiting the salvage truck.*

*Junior Achievement Club sponsored by the company. This is one of the many community projects in which our civic minded home office associates participate.*

tions was an excellent step in the development of a sound company.

Of course, the survey uncovered several areas which need attention and they will be given attention. The purpose of the survey was to locate such areas. These areas primarily involve training on the job and supervisory training. The conclusion of the consultant who conducted the survey was, "Considering the major changes which have taken place, this is a loyal, cooperative interested group." It is the continuing purpose of your Company to cause its affairs to be administered by understanding people who feel a genuine interest in what they are doing.

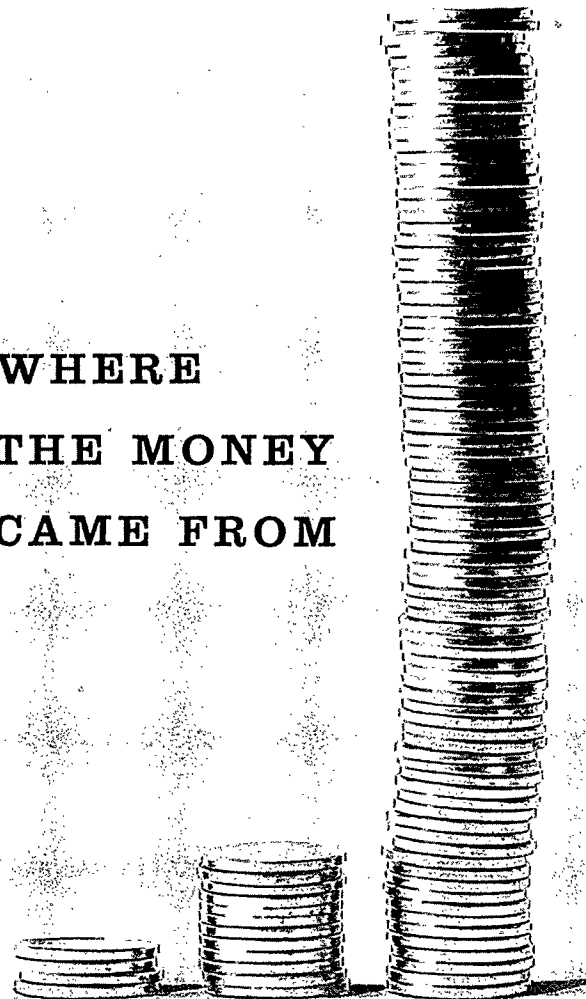




# INCOME AND DISBURSEMENTS

(Accrual Basis)

## WHERE THE MONEY CAME FROM

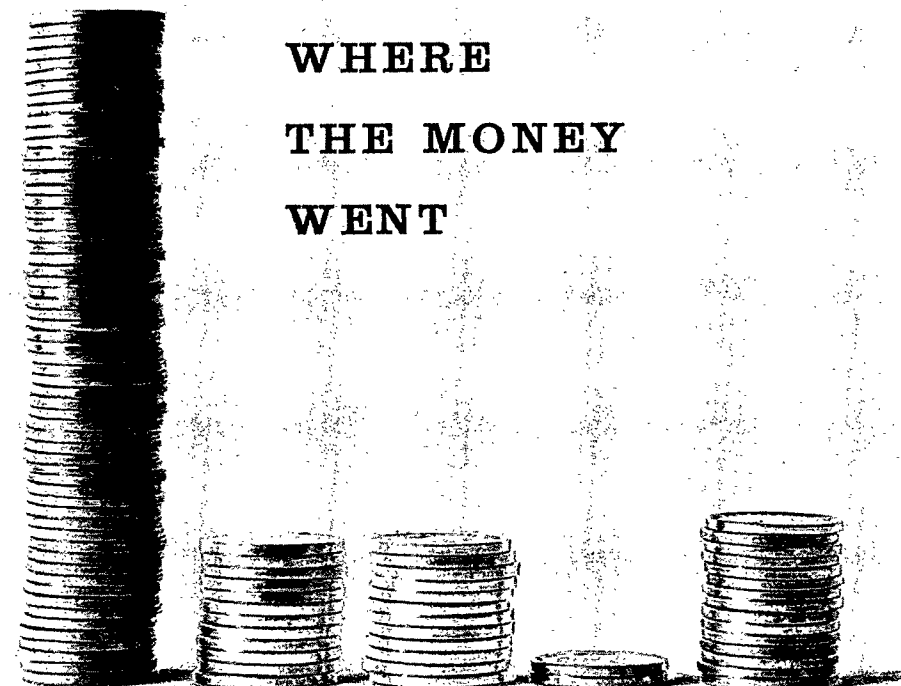


4¢  
Policy Proceeds  
left with the  
Company

12¢  
Net Earnings  
from Investments

84¢  
Premiums

## WHERE THE MONEY WENT



60¢  
Payments to  
Policy Owners  
and Beneficiaries

12¢  
Policy Dividends  
and Experience  
Rating Credit  
Premium Refunds

12¢  
Increase in  
Other Funds  
Held for  
Policyholders  
and Beneficiaries

2¢  
Increase in  
Surplus

14¢  
Operating Expenses  
Including Taxes



## INCOME

|   | 1955                   | 1954                   | 1945                   |
|---|------------------------|------------------------|------------------------|
| Premiums were the major source of income                        | \$49,386,850.91        | \$43,338,684.58        | \$18,160,608.67        |
| Some policy payments are left with, or returned to, the company | 2,307,244.82           | 2,173,615.98           | 1,122,207.86           |
| Investment income   | 8,807,683.28           | 8,283,358.97           | 6,121,537.55           |
| Profits realized on sales or liquidation of assets              | 133,059.28             | 348,314.77             | 1,790,097.46           |
| <b>TOTAL</b>  | <b>\$60,634,838.29</b> | <b>\$54,143,974.30</b> | <b>\$27,194,451.54</b> |

## EXPENDITURES AND CHANGES IN RESERVES

|  |                        |                        |                        |
|--|------------------------|------------------------|------------------------|
| Policy benefits were the major disbursement                                  | \$33,588,903.37        | \$29,198,242.00        | \$12,269,192.22        |
| Funds left on deposit benefited their owners                                 | 2,025,627.48           | 1,947,446.45           | 1,011,299.20           |
| Taxes consumed a sizable portion of income                                   | 1,471,653.21           | 1,300,649.65           | 689,830.34             |
| Operating expenses   | 8,356,824.89           | 7,492,424.61           | 4,117,654.68           |
| Some sales and adjustment of values of assets resulted in losses             | 382.13                 | 8,346.86               | 124,954.51             |
| <br>Policy reserves increased  | <br>5,199,803.84       | <br>5,572,954.37       | <br>4,378,153.75       |
| Reserve for optional settlements on certain                                  |                        |                        |                        |
| Ordinary policies not yet matured increased                                  | 115,411.39             | 60,391.38              | None                   |
| Group mass hazard and excess morbidity reserve increased                     | 553,012.00             | 504,611.00             | 146,504.00             |
| Reserve for mortality fluctuation increased                                  | 531,079.00             | 554,355.00             | None                   |
| Reserve for fluctuation in asset values increased                            | 627,870.00             | 732,732.00             | None                   |
| Reserve for lien reduction increased   | None                   | None                   | 2,444,918.74           |
| Provision for funding past service annuities under Company's retirement plan | 177,754.14             | 303,951.54             | None                   |
| <b>TOTAL</b>   | <b>\$52,648,321.45</b> | <b>\$47,676,104.86</b> | <b>\$25,182,507.44</b> |

|   |              |              |              |
|---|--------------|--------------|--------------|
| Net gain before dividends and experience rating credit premium refunds to policyholders | 7,986,516.84 | 6,467,869.44 | 2,011,944.10 |
| Dividends and experience rating credit premium refunds to policyholders                 | 6,981,787.57 | 5,513,455.51 | 1,346,650.53 |
| Net gain after dividends and experience rating credit refunds to policyholders          | 1,004,729.27 | 954,413.93   | 665,293.57   |

## CHANGE IN SURPLUS FUNDS

|   |              |              |                |
|---|--------------|--------------|----------------|
| Capital and surplus funds beginning of year                           |              |              |                |
| Capital and guarantee fund  | None         | None         | 500,000.00     |
| Surplus funds   | 8,698,100.30 | 7,743,686.37 | 2,261,135.25   |
| Surplus and earnings applied to retirement of stock for mutualization | None         | None         | 881,075.49     |
| Increase in Surplus Funds   | 1,004,729.27 | 954,413.93   | (-) 215,781.92 |
| <br>Capital and surplus funds end of year                             |              |              |                |
| Capital and Guarantee fund  | None         | None         | 500,000.00     |
| Surplus funds   | 9,702,829.57 | 8,698,100.30 | 2,045,353.33   |





## FINANCIAL STATEMENT

| ASSETS  | December 31, 1955       | December 31, 1954       | December 31, 1945       |
|---|-------------------------|-------------------------|-------------------------|
| Cash on Hand and in Banks   | \$ 4,153,271.80 (1.8%)  | \$ 4,423,368.90 (2.1%)  | \$ 6,072,544.36 (4.1%)  |
| Bonds: U. S. Government   | 23,915,518.14 (10.7%)   | 24,508,774.55 (11.4%)   | 63,565,516.44 (43.2%)   |
| Other Bonds   | 63,107,519.28 (28.1%)   | 60,488,950.09 (28.3%)   | 3,161,481.80 (2.1%)     |
| TOTAL BONDS   | 87,023,037.42 (38.8%)   | 84,997,724.64 (39.7%)   | 66,726,998.24 (45.3%)   |
| First Mortgage Loans on Real Estate                                     | 62,139,391.94 (27.7%)   | 55,794,042.01 (26.1%)   | 24,098,677.69 (16.4%)   |
| F.H.A. Loans  | 42,868,269.76 (19.1%)   | 40,234,676.82 (18.8%)   | 19,826,898.10 (13.5%)   |
| Loans Guaranteed by Veterans' Administration                            | 6,329,069.81 (2.8%)     | 7,375,617.88 (3.4%)     | None                    |
| TOTAL MORTGAGE LOANS  | 111,336,731.51 (49.6%)  | 103,404,336.71 (48.3%)  | 43,925,575.79 (29.9%)   |
| Home Office Building and Other Real Estate                              | 2,137,218.04 (1.0%)     | 2,118,356.38 (1.0%)     | 6,964,551.30 (4.7%)     |
| Stocks  | None                    | None                    | 797,014.00 (.6%)        |
| Interest and Rents Accrued But Not Yet Due                              | 1,523,932.69 (.7%)      | 1,414,171.56 (.7%)      | 710,174.48 (.5%)        |
| Interest and Rents Due<br>(None of which is past due more than 90 Days) | 151,889.83 (.1%)        | 126,843.72 (.1%)        | 134,899.80 (.1%)        |
| Other Assets, Principally Net Premiums<br>In Course of Collection       | 4,957,231.99 (2.2%)     | 4,231,489.84 (2.0%)     | 1,881,371.23 (1.3%)     |
| Balance of Initial Policy Liens   | None                    | None                    | 2,561,125.00 (1.7%)     |
| Loans to Policyholders  | 12,931,461.98 (5.8%)    | 13,174,216.40 (6.1%)    | 17,392,362.67 (11.8%)   |
| TOTAL ASSETS  | \$224,214,775.26 (100%) | \$213,890,508.15 (100%) | \$147,166,616.87 (100%) |



# GENERAL AMERICAN LIFE INSURANCE COMPANY

| LIABILITIES                             | December 31, 1955       | December 31, 1954       | December 31, 1945       |
|---|-------------------------|-------------------------|-------------------------|
| Policy Reserves                         | \$188,661,636.44        | \$182,897,616.65        | \$132,767,183.51        |
| Premiums and Interest Paid in Advance   | 1,956,724.73            | 1,957,411.93            | 840,580.18              |
| Reserved for Taxes                      | 1,355,479.82            | 1,256,311.55            | 768,529.32              |
| Amounts Held in Escrow                  | 3,657,912.12            | 3,493,550.48            | 6,271,983.73            |
| Reserve for Accounts Not Yet Due        | 1,384,600.09            | 1,040,627.33            | 517,763.73              |
| Policyholders' Dividends                | 6,866,949.49            | 5,630,207.91            | 2,374,254.07            |
| Mass Hazard Reserve for Group Insurance | 4,323,581.00            | 3,770,569.00            | 1,080,969.00            |
| Reserve for Mortality Fluctuation       | 3,072,766.00            | 2,541,687.00            | None                    |
| Reserve for Fluctuation in Asset Values | 3,232,296.00            | 2,604,426.00            | None                    |
| <b>TOTAL</b>                            | <b>\$214,511,945.69</b> | <b>\$205,192,407.85</b> | <b>\$144,621,263.54</b> |
| Capital Stock and Guaranty Fund         | None                    | None                    | 500,000.00              |
| Surplus Funds                           | 9,702,829.57            | 8,698,100.30            | 2,045,353.33            |
| <b>TOTAL LIABILITIES</b>                | <b>\$224,214,775.26</b> | <b>\$213,890,508.15</b> | <b>\$147,166,616.87</b> |



# SOUND PROVISIONS FOR THE FUTURE

Your company has for a number of years set aside and earmarked reserves to meet foreseeable disbursements of a special nature. In the past, many life insurance companies have built up surpluses to meet any contingencies but more and more life insurance companies today are recognizing that all foreseeable disbursements are liabilities and are adopting the practice of earmarking specific reserves to meet them.

The financial statement of General American Life reflects its precautions in this respect. During 1955 we increased these special reserves by \$1,827,372.39. Aside from \$9,702,829.57 unallocated surplus which is available to meet unforeseen contingencies, General American Life has provided funds for the specific purposes shown.

The existence of all of these provisions is ample reassurance that however long the promises of General American may extend in the future, they will be fulfilled.

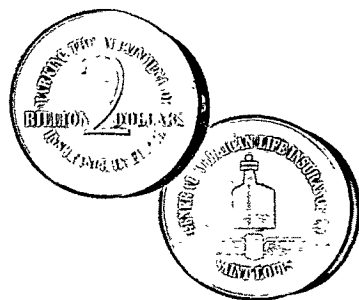
## REGULAR POLICY RESERVES INCREASED.

**\$6,500,000**

It is also pertinent to observe that in 1948 the regular policy reserves on the older policies were reviewed and revalued realistically in the light of anticipated experience based upon current conditions. Original reserves on these policies required the company to earn 3.5%. This original basis was changed so as to require a net earnings of 2.9%, thereby strengthening the underlying security of your company.







## RESERVE FOR ANTICIPATED LOSSES IN CONNECTION WITH POLICY OPTIONS.

**\$3,864,532**

Included in the \$188,661,636.44 of policy reserves is the sum of \$3,864,532 earmarked as a reserve for the future exercise of policy options. These guaranteed options contained in policies issued long ago provide for guaranteed incomes and annuities based on a rate of interest no longer realizable on choice investments. They fail to take into consideration the improvement in mortality that has been enjoyed by annuitants who regularly receive income throughout life. This means that losses will be incurred when such policy options become effective unless provision is made for them.

## RESERVE FOR FLUCTUATION IN ASSET VALUES AND IN MORTALITY.

**\$6,305,062**

The purpose of this reserve is to provide for capital losses and loss of interest income as investment conditions change. It also serves to offset deficiencies in net investment income below that required to maintain ordinary policy reserves—a condition that may arise (as it has in the past) when interest rates are depressed or large scale defaults occur during periods of depression.

Also included in this reserve is a provision for excess mortality on ordinary policies. In the long history of man, there have always occurred periods of pestilence, war and epidemics which have taken an extra toll of human life. It is, therefore, the part of wisdom and necessity to make provision for such occurrences in the future.



## MASS HAZARD RESERVE FOR GROUP INSURANCE.

**\$4,323,581**

By its very nature, group insurance covering large numbers of people concentrated together is exposed to a catastrophe hazard to a far greater degree than is ordinary life insurance. Explosions in large factories, mine disasters, widespread fire, violent tornadoes, epidemics and many other types of death-dealing disasters can result in multiple fatalities and illnesses among individuals insured under a common group policy. Such an event results in extraordinary loss above and beyond the normal annual expected claim rate as contemplated in the yearly premium charged for such insurance. This reserve is set aside to make ample provision for such extraordinary losses. It is particularly necessary in connection with the operation of a large group account such as your company possesses.



# SALES



## ALABAMA

Birmingham . . . . . J. Orlando Ogle  
Montgomery . . . . . J. C. Dale

## ARIZONA

Phoenix . . Johnson & Johnson Ins. Agency, Inc.  
Tucson . . . . . Kenneth J. Patzman, CLU

## ARKANSAS

Fort Smith . . . . . Paul Isaacson  
Little Rock . . . . . Harry L. Ehrenberg  
Little Rock . . . . . Carroll Thomas  
Osceola . . . . . Dane Ferguson

## CALIFORNIA

Fresno . . . . . Charles Beers  
Los Angeles . . . . . Maurice Levine  
Los Angeles . . . . . Allen H. Ogilvie, CLU  
Oakland . . . . . G. F. Sterns, CLU  
San Diego . . . . . Michael Chamberlain  
San Francisco . . . . . Charles E. St. Louis  
Victorville . . . . . William A. Porter

## COLORADO

Denver . . . . . Harry J. Pells

## DISTRICT OF COLUMBIA

Brem & Klein Agency

## FLORIDA

Fort Lauderdale . . . Dockman-Lombardo Agcy.

## GEORGIA

Atlanta . . . . . Albert G. Foster, Jr.

## HAWAII

Honolulu . . . . . Kamaaina Agencies

## ILLINOIS

Belleville . . . . . Kenneth J. Green  
Bloomington . . . . . John M. Holzea  
Chicago . . . . . Otto A. Jeanes  
East St. Louis . . . . . John M. Carrico  
Highland . . . . . Albert A. Tschannen  
Rockford . . . . . Walter G. Meyers  
Springfield . . . . . Don Forsyth

## INDIANA

Indianapolis . . . . . Spafford Orwig

## IOWA

Cedar Rapids . . . . . Paul S. Kohl  
Des Moines . . . . . Richard Strauss  
Mason City . . . . . T. H. Leaver

## KANSAS

Dodge City . . . . . William C. Fugate  
Hutchinson . . . . . Fred R. Kihm  
Manhattan . . . . . Lester R. Davis  
Salina . . . . . Robert W. Ellis  
Wichita . . . . . A. Wayne Lewis



# AGENCIES

## MICHIGAN

Detroit ..... Arthur Babian  
 Detroit ..... George Coury, CLU  
 Detroit ..... Gerald E. Davison  
 Detroit ..... Dalton L. Mullins

## MISSOURI

Columbia ..... Howard D. Berkley  
 De Soto ..... Claude J. Cook  
 Kansas City ..... Claude V. Cochran, CLU  
 Kennett ..... Will B. Bragg  
 Kirksville ..... Cloy E. Whitney  
 Poplar Bluff ..... Earl L. Graves  
 St. Joseph ..... S. F. Packwood  
 St. Louis ..... Henry Buhr  
 St. Louis ..... Louis J. Clark  
 St. Louis ..... C. H. Gegg  
 St. Louis ..... James F. Halley, Sr.  
 St. Louis ..... Jack Hensley  
 St. Louis ..... James J. Roberts  
 St. Louis ..... Adam Rosenthal  
 St. Louis ..... Fred F. Sale  
 St. Louis ..... J. W. Sandford  
 St. Louis ..... W. Stanley Stuart  
 Springfield ..... Grant Davis

## NEBRASKA

Lincoln ..... E. M. Heidenreich  
 Omaha ..... Frank A. McDevitt

## NEW MEXICO

Clayton ..... N. O. Brane  
 Roswell ..... Field Robinson, CLU

## OHIO

Cleveland ..... J. William Van Horn  
 Columbus ..... James E. Gilles

## OKLAHOMA

Oklahoma City ..... William J. Newblock  
 Tulsa ..... Gordon Tyler

## PENNSYLVANIA

Philadelphia ..... W. R. Robinson  
 Pittsburgh ..... R. R. Dodson

## TENNESSEE

Memphis ..... Lewis C. Callow, CLU

## TEXAS

Abilene ..... J. Theron Fergus  
 Amarillo ..... The Cooley Agency  
 Austin ..... Robert H. Hawkins, CLU  
 Beaumont ..... Thurman A. Ritenour  
 Corpus Christi ..... Gordon G. Mandt  
 Dallas ..... Dennis G. Colwell  
 El Paso ..... Leo R. Schuster  
 Houston ..... Harold R. Hostettler  
 Lubbock ..... Fletcher H. Nesbitt  
 San Antonio ..... S. J. Fisher, Jr., CLU  
 Tyler ..... Bud Price  
 Waco ..... J. Haley Beers  
 Wichita Falls ..... Bullington-Mason Co.

## UTAH

Salt Lake City ..... Charles L. Soelberg



## STATE AND REGIONAL AGENCY DIRECTORS

C. E. BAIN . . . . . *Des Moines, Iowa*  
 RAYMOND H. BLAIR . . . . . *Parsons, Kansas*  
 REX D. JEFFREY . . . . . *Los Angeles, California*

WOODRUFF W. WALKER, CLU . . *St. Louis, Missouri*  
 MARVIN J. BUERSMEYER . . . . *St. Louis, Missouri*  
 LEONARD W. MAENDER . . . . . *Detroit, Michigan*

## GROUP FIELD REPRESENTATIVES

RICHARD A. ALEXANDER . . . . . *Abilene, Texas*  
 ROBERT L. DALE . . . . . *Birmingham, Alabama*  
 DAVID B. MORSE . . . . . *Birmingham, Alabama*  
 MAXWELL J. LOOSE . . . . . *Chicago, Illinois*  
 WILLIAM H. KALBFLEISCH . . . . *Chicago, Illinois*  
 JAMES L. MCKOWN . . . . . *Cleveland, Ohio*  
 WALLACE L. WINGFIELD . . . . . *Dallas, Texas*  
 WARREN A. GOODENOUGH . . . . *Denver, Colorado*  
 RONALD E. TOBEY . . . . . *Denver, Colorado*  
 ROBERT A. GUY . . . . . *Detroit, Michigan*  
 HAROLD A. DODER . . . . . *Detroit, Michigan*  
 PETER W. ANDERSON . . . . . *Houston, Texas*  
 ERNEST T. MICKEY . . . . . *Kansas City, Missouri*  
 THOMAS H. STEWART . . . . . *Little Rock, Arkansas*  
 WARREN G. SMITH . . . . . *Los Angeles, California*  
 WALTER R. MILLER . . . . . *Memphis, Tennessee*  
 FRANK H. SLEEPER . . . . . *Oklahoma City, Oklahoma*  
 V. BAILEY FLEMMING . . . . . *Omaha, Nebraska*

EDWARD O. LANG . . . . . *Pittsburgh, Pennsylvania*  
 JERRY B. BOYLE . . . . . *Pittsburgh, Pennsylvania*  
 GEORGE W. DENTON . . . . . *St. Louis, Missouri*  
 JOHN T. HERMEN . . . . . *St. Louis, Missouri*  
 WILLIAM E. BIGGS . . . . . *St. Louis, Missouri*  
 EDWARD C. ECKHOFF . . . . . *St. Louis, Missouri*  
 J. WILEY MORELAND . . . . . *St. Louis, Missouri*  
 LAWRENCE T. MARGAGI, JR. . . *St. Louis, Missouri*  
 J. ROBERT GILBERT . . . . . *San Francisco, California*  
 ERNST H. VENVERLOH . . . . . *San Antonio, Texas*  
 MALCOLM N. EILERMAN . . . . *San Antonio, Texas*  
 PHILLIP BERG . . . . . *Washington, D.C.*

JOHN F. LULVES . . . . . *Pittsburgh, Pennsylvania*  
 Supervisor, Group Administration

|                              |                    |
|------------------------------|--------------------|
| On Military Leave of Absence | GLENN C. ROGERS    |
| NORMAN D. LANGE              | ALBERT E. BROWNING |
| EUGENE F. KROUPA             | RAYMOND R. OETTING |

## MORTGAGE LOAN FIELD OFFICERS

ARIZONA

F. JAMES MURPHY . . . . . *Phoenix, Arizona*

CALIFORNIA

JACK BENSON . . . . . *Los Angeles, California*  
 H. M. NORTON . . . . . *Fresno, California*

COLORADO

HASKELL POTTS . . . . . *Denver, Colorado*

MARYLAND

W. O. COTTON . . . . . *Bethesda, Maryland*

MICHIGAN

ALFRED F. TAYLOR . . . . . *Detroit, Michigan*

MISSOURI

F. A. BERGER, JR. . . . . *St. Louis, Missouri*

OHIO

PATRICK J. McCULLOUGH . . . . *Cleveland, Ohio*

TENNESSEE

H. L. MASSEY . . . . . *Memphis, Tennessee*

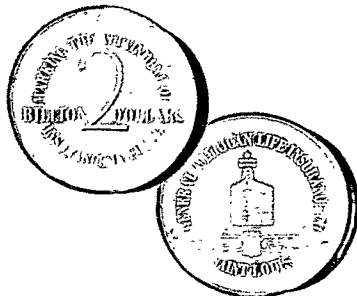
TEXAS

HARRY E. COPELAND . . . . . *San Antonio, Texas*  
 JEROME L. HOWARD . . . . . *Houston, Texas*  
 ROBERT H. TAYLOR, JR. . . . . *Fort Worth, Texas*  
 C. HAROLD WALLACE . . . . . *Austin, Texas*  
 JOHN J. WOOLEMS . . . . . *Dallas, Texas*

UTAH

AUGUSTUS B. C. JOHNS, JR. . . *Salt Lake City, Utah*



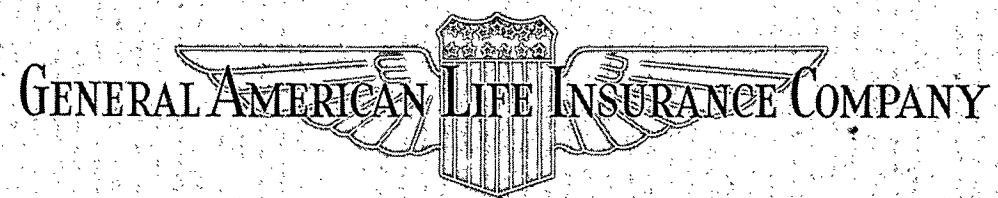


## NOTICE TO POLICYHOLDERS

**T**he General American Life Insurance Company is owned entirely by its policyholders and operated solely in their interests. Policyholders are entitled to vote, either in person or by proxy, at the annual meeting which is held at 9:00 a. m. on the fourth Tuesday of January at the Home Office of the company in St. Louis, Missouri.

62-80295-65  
~~94-1-4392-6~~







1958

# ANNUAL

GENERAL AMERICAN LIFE INSURANCE COMPANY, ST. LOUIS, MO.

# REPORT



## NOTICE TO POLICYHOLDERS

General American Life Insurance Company, a mutual company, is owned entirely by its policyholders. If premiums received from policyholders are more than needed to pay claims, establish legal reserves and needed surplus, and meet operating expenses, the excess may be returned in the form of policy dividends. These are computed by formulas that return to each policyholder his fair share of the total. Policyholders elect the members of the board of directors who, in turn, elect the officers who manage the Company. Policyholders are entitled to vote on the directors, either in person or by proxy, at the annual meetings of the Company at 9 a.m. on the fourth Tuesday of January in its Home Office, 1501 Locust Street, St. Louis, Missouri. The 1960 annual meeting will be on Tuesday, January 26.

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## EXAMINATION OF COMPANY'S OPERATIONS

Responsible for the savings of over one hundred million Americans, life insurance is closely regulated by state governments. In 1958, General American Life Insurance Company underwent a regular triennial examination for insurance companies under rules established by the National Association of Insurance Commissioners. The examination was made by examiners from the Division of Insurance of Missouri, this Company's home state, and from the insurance departments of Ohio, Oklahoma and Utah, representing the insurance departments in all 40 states and territories in which General American Life is licensed to do business. They made thorough inspection and verification of books, records, accounts, assets and liabilities, found them in order in all major particulars, and added \$283,413 to the unassigned surplus of the Company.



## *Highlights of 1958*

General American Life supplies two kinds of insurance protection. One is life insurance, individual and group. It provides cash payments to offset a policyholder's loss of earning power, whether caused by death, old age or disability. The other kind of protection is health insurance, again written for both individuals and groups. It helps the insured meet the costs of hospital-medical care and makes up for some of the earnings lost during accident and illness. The following table summarizes the results of the Company's 1958 operations.

|                                      | End of<br>Year 1958 | End of<br>Year 1957 | Increase<br>for the Year |
|--------------------------------------|---------------------|---------------------|--------------------------|
| Assets.....                          | \$258,027,725       | \$245,523,895       | 5.1%                     |
| Insurance in Force.....              | \$2,949,872,030     | \$2,627,648,048     | 12.3%                    |
| Benefit Payments.....                | \$56,677,233        | \$51,614,446        | 9.8%                     |
| New Life Insurance....               | \$450,472,421       | \$381,428,727       | 18.1%                    |
| Total Income.....                    | \$82,751,988        | \$75,387,182        | 9.8%                     |
| Taxes.....                           | \$2,370,923         | \$1,764,438         | 34.4%                    |
| Operating Expenses....               | \$11,197,854        | \$10,209,220        | 9.7%                     |
| Net Operating Gain<br>for Year*..... | \$833,111           | \$721,110           | 15.5%                    |
| Surplus†.....                        | \$12,104,412        | \$11,271,301        | 7.4%                     |

\*After payment of \$9,590,064 in dividends and experience rating credit refunds to policyholders.

†In addition, there are special reserves appearing as liabilities on the financial statement to cover such contingencies as mass hazards, fluctuations in assets and mortality, and contract performance. Such reserves were increased \$746,857 in 1958 and totaled \$17,109,546 at the year-end.



## 1958 To our policyholders

The Highlights section on Page 1 shows how 1958 was a year of progress on most fronts for General American Life. While the recession put a marked damper on some businesses, it exerted only a mild influence on life insurance.

Ten years ago — in 1948 — the amount of life insurance in force with this Company first reached one billion dollars. Seven years later, it reached two billion dollars. At the end of 1958, the in-force total stood at \$2 billion, 950 million, and in 1959 General American Life will join the small group of companies with more than three billion dollars of life insurance in force. Only about 2 per cent of the approximately 1,400 legal reserve life companies in the United States have reached that size.

### SALES AND INCOME

The growth of our insurance in force reflects increasing sales of new insurance each year. General American Life sold \$450,472,000 in new individual and group life insurance in 1958, by far the largest one-year total in the Company's history and an increase over 1957 of \$69,044,000 or 18.1 per cent.

A 29½ per cent increase in group life sales more than offset a 7¼ per cent decline in ordinary or individual life sales. It is worth noting that more ordinary life insurance was sold in the last half of 1958 than in the last half of 1957, the

Company's record year for ordinary sales. With the business outlook much improved, this pickup should continue in 1959.

Total annual paid premiums on accident, sickness and hospitalization insurance for individuals passed the one-million-dollar mark for the first time, reaching \$1,053,344 for the year. Premium income from group casualty insurance coverages was \$26,900,863, also higher than in any previous year.

A substantial premium income is an important stabilizing factor for a life insurance company. General American Life's premium income from all forms of insurance, including life, was 8.6% higher in 1958 than in the previous record year of 1957.

Following is a tabular summary of premium income results:

| Income from Premiums   | 1958          | 1957          |
|--|---------------|---------------|
| Accident, Sickness and Hospitalization Insurance, Individual and Group Combined..... | \$ 27,683,416 | \$ 25,478,057 |
| Life Insurance, Endowments and Annuities.....  | \$ 40,342,621 | \$ 37,160,973 |
|  | \$ 68,026,037 | \$ 62,639,030 |

### BENEFITS AND POLICY RESERVES

Matching its growing volume of insurance protection, General American Life paid more benefits to living policyholders



and beneficiaries in 1958 than ever before. Benefits amounted to \$56,677,233, an increase of 9.8 per cent over 1957. The Company also set aside \$7,894,898 from 1958 income for policy reserves that will someday supply benefits to policyholders or their beneficiaries. The total amount either paid out in 1958 or set aside for future benefits was 94.9 per cent of the year's income from premiums. In other words, about 95 cents out of every dollar of premiums received was paid out or set aside for future payment to or for policyholders.

#### INVESTMENT EARNINGS AND ASSETS

It is possible to pay out and set aside so large a percentage of premium income because the Company also employs the substantial amount of interest earned on its invested assets to reduce the cost of furnishing insurance benefits and protection to policyholders. In 1958, the Company earned \$10,906,750 on its invested assets, 12.5 per cent more than in 1957. Total 1958 income — from premiums, investments and miscellaneous sources — amounted to \$82,751,988, or 9.8 per cent more than in 1957.

The demand for investment capital continued strong in 1958. The Company's record investment earnings were the result of more money invested and a high net rate of return. The average yield for 1958, after investment expenses but before

federal income taxes, was 4.06 per cent as compared to 3.76 per cent in 1957. However, its effect in reducing the cost of our policyholders' insurance by increasing investment earnings was to a large extent cancelled out by a substantial increase in federal income taxes.

It is anticipated that a new formula for taxing life insurance companies — discussed on Page 5 — will result in this Company's paying about \$1,500,000 in federal income taxes on its 1958 operations, or more than twice the 1957 federal tax. Based on the current law, the after-tax rate of return on 1958 investments is 3.60 per cent, up only slightly from the 3.48 per cent rate earned after taxes on 1957 investments, and this will be reduced even further if the new formula is enacted into law.

The Company's assets increased by \$12,504,000 in 1958, the largest one-year growth we have experienced, and reached a year-end total of \$258,028,000. All but 12.2 per cent of that amount is invested in government and corporate bonds and first mortgage loans on real estate. The comparative balance sheet on Page 9 lists the kinds of assets held by General American Life.

Our major new investments in 1958 were in the bonds of industrial and commercial companies and in conventional first mortgage loans. The corporate bond account at year-end stood



at \$82,375,000, or 31.9 per cent of assets. The mortgage loan account reached \$126,050,000 at year-end, or 48.8 per cent of assets. Conventional first mortgage loans, most of them on private homes, accounted for \$80,233,000 of the mortgage loan total. New money invested in 1958 in corporate securities and mortgage loans returned an average yield, before federal income taxes, of 5.3 per cent.

At year-end, the Company held \$18,584,302 in government bonds — 7.2 per cent of total assets as compared to 8.6 per cent in 1957 and 28.4 per cent ten years ago.

#### *RISING COST OF MEDICAL CARE*

In common with other underwriters of group accident and sickness (health) insurance, General American Life faced a severe problem in 1958. The cost of medical care in the United States has been going up at a rate of from 6 to 10 per cent a year. The number of people admitted to hospitals has also been increasing.

This situation is compounded by what seems to be a general public misunderstanding of a basic fact of insurance company economics — that the dollars that pay health insurance premiums are the dollars that pay health insurance claims. The fact is that health insurance creates no wealth; it merely averages the risk.

This Company began an information campaign among its group certificate holders in 1958 to increase their awareness of the fact that when claims go up so must premiums. We have also made changes in product design and adjusted dividend formulas to accord with current experience with group coverages.



ADMIRAL SIDNEY W. SOUERS, chairman of the board of General American Life since 1953, was elected president following the sudden death of Powell B. McHaney on December 4, 1957. On September 1, 1958, he was succeeded as president by Frederic M. Peirce. Admiral Souers continues as chairman and chief executive officer.

The post-war growth of voluntary health insurance has been dramatic. This Company and other large underwriters are taking the steps necessary to preserve the basic usefulness and vitality of voluntary protection against the financial hazards of accident and illness.

#### *NEW FEDERAL INCOME TAX FORMULA*

Life insurance companies are subject to both federal and state taxation. Federal and state governments have traditionally had difficulty in determining what is taxable income for a life insurance company, particularly a mutual company whose purpose is to provide its policyholders with insurance protection





FREDERIC M. PEIRCE, former managing director of the Life Insurance Agency Management Association and a recognized authority in the field of sales and agency management, was elected president of General American Life, effective September 1, 1958.

at cost. The difficulty stems from conditions peculiar to this business. It is of a dual nature. First, to determine whether life insurance funds, which are in essence savings, should be subject to income taxation, and secondly, to determine what is annual net income for life insurance companies whose contractual commitments to policyholders may extend over several generations.

The federal formula for taxing life insurance companies has been in a state of almost constant revision by Congress ever since the income tax amendment to the Constitution (the 16th amendment) was enacted in 1913. However, the present Congress is expected to adopt a permanent income tax formula

for life insurance companies. The Treasury Department is asking that the formula include premium income as well as investment income in its tax base.

It appears likely the life insurance business will incur heavier federal income taxes, in which event the policyholders of this Company will have to bear their proportionate share. The anticipated increase in our 1958 federal income taxes over 1957 federal taxes is about \$900,000. The principal form of tax paid to the various states in which we operate is a direct tax on premiums. Such taxes totaled \$1,000,988 in 1958.

#### GENERAL AMERICAN LIFE ASSOCIATES

The year 1958 saw an unusual amount of Company activity aimed at improving our products and Home Office efficiency. These are discussed on Pages 10 to 12.

They reflect the dedication of our board of directors, our officers and our field and Home Office associates to a common goal — the providing of sound insurance protection at the lowest possible cost that is consistent with a financially-secure company. We express our deep appreciation for the efforts of those groups in 1958, and for the cooperation and support given the management of General American Life by its policyholders.

Sidney W. Souers  
Chairman

Frederic M. Peirce  
President

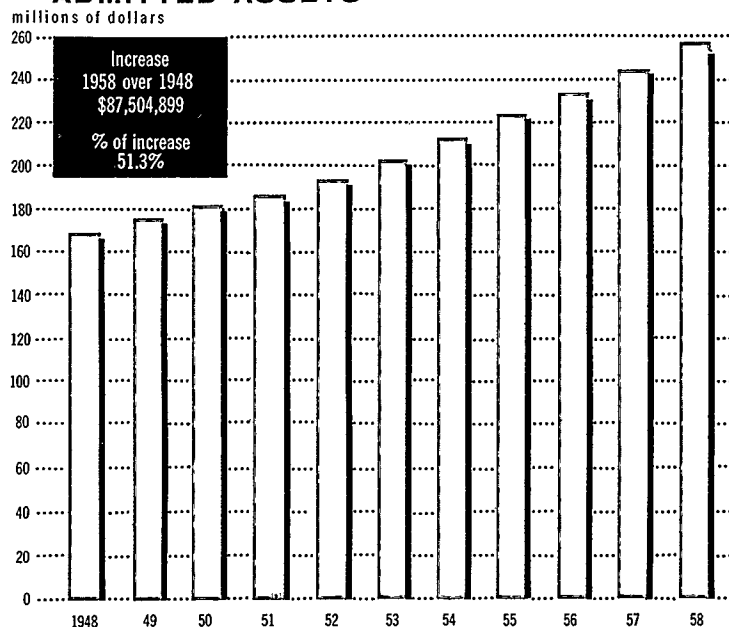


## Years of Steady Growth for . . .

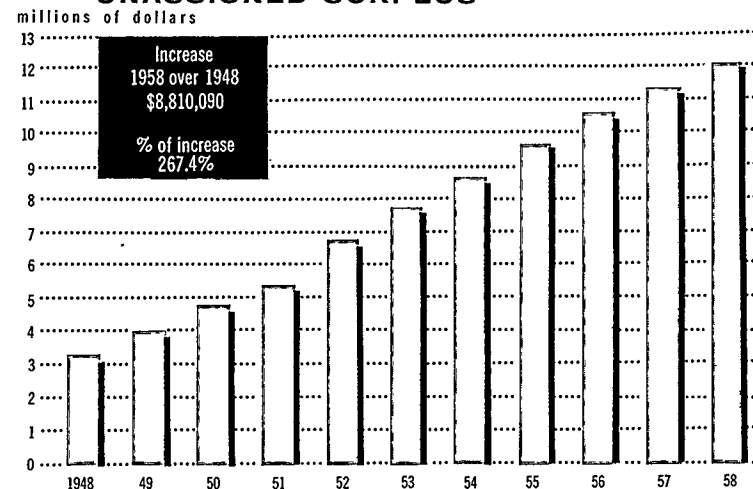
### GENERAL AMERICAN LIFE INSURANCE COMPANY

The Company's steady growth has enabled it to provide a steadily increasing number of persons with the protection of life and health insurance. The charts on this page illustrate significant statistics of that growth for the past ten years.

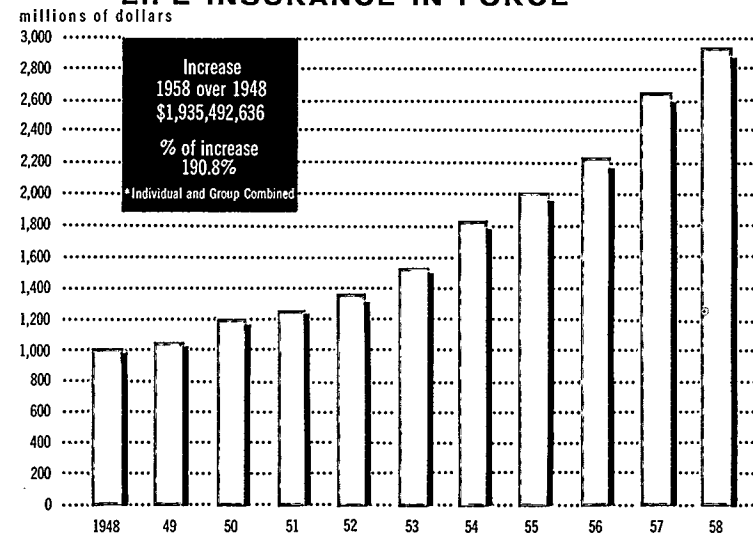
#### ADMITTED ASSETS



#### UNASSIGNED SURPLUS



#### LIFE INSURANCE IN FORCE\*





## Living Longer and Living Better

More people own more life insurance than ever before. Health insurance coverages have spread rapidly. The death rate is much lower than it used to be. As a result, benefit payments have increased and the dominant purpose for which those payments are made has changed.

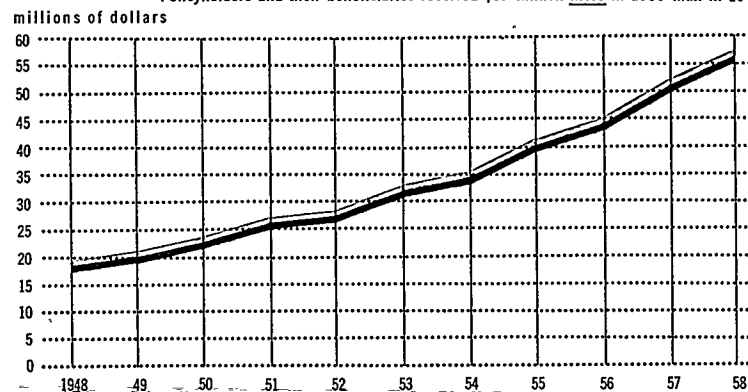
The chart on this page shows how rapidly General American Life's annual benefit payments have increased in a decade. As recently as 1949, more than half of the benefit dollars went to the dependents of deceased policyholders. The protection of beneficiaries remains the basic function of life insurance, but living policyholders now receive the larger share of each year's total life and health insurance benefits. In 1958, the Company's \$56,600,000 in benefit payments was divided as follows:

|                            | % of Total | Dollars Paid |
|----------------------------|------------|--------------|
| Death Benefits             | 34.6       | \$19,586,402 |
| Accident & Health Benefits | 40.7       | \$23,087,151 |
| Policy Dividends           | 16.9       | \$ 9,590,064 |
| Savings Withdrawn          | 5.3        | \$ 2,983,487 |
| Endowments and Annuities   | 2.5        | \$ 1,430,129 |
|                            | 100%       | \$56,677,233 |

The steady increase in annual benefits is, in part, a result of the growing number of General American Life's insured. At the end of 1958, the Company had 2,048,828 individual policies and group certificates outstanding — an all time high. The increase in benefits is also a result of the growth in the amount of life and health insurance protection carried by the average American.

### 10-YEAR GROWTH IN BENEFITS PAID

Policyholders and their beneficiaries received \$37 Million More in 1958 than in 1948



### MAJOR CAUSES OF DEATH — 1958 VERSUS 1948

(Ordinary Life Policies)

| Cause                        | 1958  | 1948  |
|------------------------------|-------|-------|
| Heart and circulatory.....   | 59.0% | 58.4% |
| Cancer.....                  | 18.0% | 12.9% |
| Pneumonia and influenza..... | 2.5%  | 5.3%  |
| Motor vehicle accidents..... | 2.2%  | 1.0%  |
| Nephritis and nephrosis..... | 1.9%  | 3.9%  |
| Suicide.....                 | 1.8%  | 1.4%  |
| Diabetes.....                | 1.6%  | .6%   |

The number of deaths caused by diseases that respond to antibiotics and vaccines has gone down steadily. However, as people live longer, the percentage of deaths from heart and circulatory diseases and cancer has risen. The mortality experience on General American Life's individual policyholders was again favorable in 1958. The increased aging of our population brought about by advances in medical science, while improving mortality, correspondingly increases the incidence of disease.



# Statements of Financial Condition

AS OF DECEMBER 31, 1958

| INCOME  | 1958             | 1957             |
|---|------------------|------------------|
| Premiums were the major source of income.....                           | \$ 68,026,037.32 | \$ 62,639,029.92 |
| Some policy payments are left with, or returned to,<br>the company..... | 3,784,759.11     | 2,942,927.77     |
| Investment income.....  | 10,906,750.08    | 9,691,421.60     |
| Profits realized on sales or liquidation of assets.....                 | 34,441.76        | 113,803.16       |
| TOTAL.....  | \$ 82,751,988.27 | \$ 75,387,182.45 |

| DISTRIBUTION  | 1958             | 1957             |
|---|------------------|------------------|
| Paid to policyholders.....  | \$ 27,500,767.03 | \$ 24,861,459.97 |
| Paid to beneficiaries of deceased policyholders.....  | 19,586,402.46    | 18,162,901.18    |
| Funds left on deposit benefited their owners.....   | 2,790,748.36     | 2,432,245.59     |
| Taxes.....  | 2,370,923.13     | 1,764,438.38     |
| Operating expenses.....   | 11,197,854.06    | 10,209,219.92    |
| Losses on sales and adjustment of asset values.....   | 23,204.75        | 79,187.51        |
| Added to policy reserves.....   | 7,894,898.42     | 7,313,617.91     |
| Subtracted from reserve for optional settlements on<br>certain ordinary policies not yet matured..... | (—)74,470.90     | (—)57,473.75     |
| Added to group mass hazard and excess morbidity<br>reserve.....                                       | 271,518.41       | 257,101.45       |
| Added to reserves for fluctuation in mortality and<br>asset values.....                               | 615,968.00       | 888,289.00       |
| Provision for funding past service annuities under<br>Company's retirement plan.....                  | 151,000.00       | 165,000.00       |
| TOTAL.....  | \$ 72,328,813.72 | \$ 66,075,987.16 |
| Net gain.....   | \$ 10,423,174.55 | \$ 9,311,195.29  |
| Dividends & experience rating credit premium refunds<br>paid to or set aside for policyholders.....   | \$ 9,590,063.80  | \$ 8,590,085.09  |
| ADDED TO SURPLUS.....   | \$ 833,110.75    | \$ 721,110.20    |



| ASSETS                            | 1958             |        | 1957             |        |
|-----------------------------------|------------------|--------|------------------|--------|
| Cash on Hand and in Banks.....    | \$ 4,592,769.67  | 1.8%   | \$ 4,252,872.98  | 1.7%   |
| Bonds: U. S. Government.....      | 18,584,302.05    | 7.2%   | 21,058,974.76    | 8.6%   |
| Other Bonds.....                  | 82,374,766.09    | 31.9%  | 75,413,575.78    | 30.7%  |
| Total Bonds.....                  | \$100,959,068.14 | 39.1%  | \$ 96,472,550.54 | 39.3%  |
| Mortgage Loans:                   |                  |        |                  |        |
| First Mortgage Loans on           |                  |        |                  |        |
| Real Estate.....                  | \$ 80,232,627.21 | 31.1%  | \$ 75,053,661.22 | 28.9%  |
| F.H.A. Loans.....                 | 40,746,503.79    | 15.8%  | 39,980,867.66    | 16.3%  |
| Loans Guaranteed by               |                  |        |                  |        |
| Veterans' Administration.....     | 5,070,532.15     | 1.9%   | 4,950,995.27     | 2.0%   |
| Total Mortgage Loans.....         | \$126,049,663.15 | 48.8%  | \$119,985,531.15 | 48.9%  |
| Home Office Building and          |                  |        |                  |        |
| Other Real Estate.....            | 3,059,435.23     | 1.2%   | 2,557,628.42     | 1.0%   |
| Interest and Rents on             |                  |        |                  |        |
| Investments Accrued But Not       |                  |        |                  |        |
| Yet Due.....                      | 1,903,279.95     | 0.7%   | 1,736,527.06     | 0.7%   |
| Interest and Rents Due            |                  |        |                  |        |
| (None of which is past due        |                  |        |                  |        |
| more than 90 days).....           | 142,432.51       | 0.1%   | 151,061.27       | 0.1%   |
| Other Assets, Principally Net     |                  |        |                  |        |
| Premiums in Course of Collection. | 6,690,447.53     | 2.6%   | 6,755,642.09     | 2.8%   |
| Loans to Policyholders.....       | 14,630,628.88    | 5.7%   | 13,612,081.01    | 5.5%   |
| TOTAL.....                        | \$258,027,725.06 | 100.0% | \$245,523,894.52 | 100.0% |

| LIABILITIES  | 1958             | 1957             |
|--|------------------|------------------|
| Policy Reserves.....                                     | \$209,999,969.35 | \$202,587,434.61 |
| Premiums and Interest                                    |                  |                  |
| Paid in Advance.....                                     | 2,696,434.80     | 2,337,612.21     |
| Reserves for Taxes.....                                  | 1,799,680.00     | 1,527,743.19     |
| Amounts Held in Escrow                                   |                  |                  |
| or for Guarantee of                                      |                  |                  |
| Contract Performance.....                                | 4,008,480.01     | 3,748,560.04     |
| Reserve for Accounts Not Yet Due.....                    | 1,434,427.90     | 1,344,678.85     |
| Policyholders' Dividends.....                            | 12,147,737.34    | 9,759,457.32     |
| Mass Hazard Reserve for                                  |                  |                  |
| Group Insurance.....                                     | 5,107,954.15     | 4,836,435.74     |
| Reserves for Fluctuation in Mortality and Asset Values.. | 8,324,943.00     | 7,775,134.00     |
| Mandatory Security Valuation Reserve.....                | 403,687.00       | 337,528.00       |
| Total Liabilities.....                                   | \$245,923,313.55 | \$234,252,593.76 |
| Total to provide additional security for policyholders   |                  |                  |
| and beneficiaries: Surplus.....                          | 12,104,411.51    | 11,271,300.76    |
| TOTAL.....   | \$258,027,725.06 | \$245,523,894.52 |



## *New Products and Processes*

The insurance services and products of General American Life are under constant study. New policies and plans of insurance and new merchandising methods must be developed to meet changing needs. The Company must also keep the cost of handling its policyholders' insurance to a practical minimum.

Since the 1957 Annual Report, there has been an unusual number of improvements in the Company's multiple lines of life and health insurance. Some are described with the illustrations on the next page.

The Company introduced three revised and improved policies to fit three different ranges of policy size. This program of related coverages is built around the Economaster policy, sold in face amounts of \$15,000 and up, which has been one of General American Life's leading ordinary coverages for more than 20 years. Now supplementing the Economaster is a new ordinary life plan, the Econolife, and a new endowment at 95 plan, the Econoplan. Buyers of these new plans take advantage of a "quantity discount" — the savings inherent in the fact that the larger the policy the less the administrative or handling cost per \$1,000 of insurance.

A "Family Security Program" is being put on the market. The father who obtains policies for himself and other members of his family may combine all the premiums in a single notice.

This program offers a wide choice of policies to fit the needs of individual members of the family — rather than confining them to a pre-fabricated, inflexible, package plan of family insurance.

The Pre-Authorized Check Plan, a convenient adaptation of installment buying to life insurance, has become popular with present as well as new policyholders. In return for savings on the mailing of premium notices and in record keeping, the Company offers somewhat lower premium rates than those charged with direct monthly or quarterly payments. In one recent month, 17½ per cent of the new ordinary insurance sold called for payments via P.A.C.

The Company has also taken steps to further reduce the per-policy cost of the complicated "paperwork" that is a necessary part of insurance administration. Installed in the St. Louis home office, an IBM 650 electronic data processing system is eliminating costly manual operations and speeding up computing and clerical operations that affect service to policyholders and the agency force.

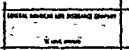
*If you are interested in reading any of the booklets on the opposite page, contact your agent or write to General American Life Insurance Company, St. Louis 66, Mo.*



You can  
have the  
low-cost benefits  
of...

## GROUP INSURANCE *planned* FOR YOUR BUSINESS

A SPECIAL  
SERVICE FOR  
FIRMS WITH  
10 TO 24 EMPLOYEES  
BY THE...



## Guaranteed Insurability

The rules of life  
cannot  
be  
changed  
BUT

**GENERAL AMERICAN**

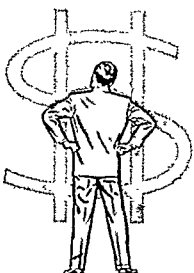
can  
change  
the rules of  
Life Insurance  
for  
**YOU**

Young men who cannot  
insurance they should  
Guaranteed Insurability  
health or occupation for  
new feature guaranteed  
additional protection and  
out evidence of insurability  
premiums.

Popular new Econolife  
from \$5,000 to \$15,000  
tection plus savings. The  
basic to well-planned  
Optional with it is a modern  
a benefit which provides  
annual premiums, in the  
face amount, on premium

The continuance of income  
incapacity resulting from  
and illnesses that hurt  
physically, is possible with  
Business and Professional  
tector policy. Benefits  
\$600 a month.

The convenience of the  
so popular in the United States  
more convenient through the  
Check Plan. It provides the  
duction of premiums from a  
checking account, at the  
monthly or quarterly  
company. This modern plan  
applied to almost any  
American Life coverage



**IF YOU like others, sometimes  
HAVE TROUBLE LIVING  
WITHIN YOUR INCOME**

**HOW WOULD YOU LIVE  
WITHOUT YOUR INCOME?**



## *General American Life Associates*

The year 1958 was a busy one for the Company's field and home office associates. Their combined efforts and skills made the year a notable one.

Home Office employees concerned with office procedures spent months preparing office systems for transfer to the new IBM 650 electronic data processing system. Near the end of 1958, 123 home office employees received 25-year service awards.

The vital agency force has been materially strengthened since the 1957 Annual Report. General American Life's multiple agency plan for stimulating expansion in large metropolitan areas was introduced in Fort Worth, Tex., and Pittsburgh, Pa. The number of general agents associated with the over-all Detroit multiple agency has been more than doubled, and the number of general agents with the St. Louis multiple agency, largest in the Company, has increased substantially.

In addition, General American Life representatives have opened general agencies in Akron, O., St. Joseph and Cape Girardeau, Mo., and Montgomery, Ala. Boston will be the site of the Company's first New England agency. The Company also added a second general agency in Springfield, Mo., and consolidated general agencies in Fort Smith, Ark. with Little Rock, and in Lubbock, Tex. with Amarillo.

In 1958, the Company had 36 agencies with individual life insurance sales totaling \$1 million or more — in some cases much more. On the basis of paid first-year life volume, the "best-selling" agency was the Kamaaina Agencies in Honolulu, with the Fred F. Sale Agency in St. Louis leading in paid premiums.

The Adam Rosenthal Agency in St. Louis won the "President's Million Dollar Cup" for the third time, gaining permanent possession of the annual award for the agency judged to have done the best all-around job of any in the Company. The coveted "Agency Achievement Cup" was awarded to the W. Stanley Stuart Agency, also of St. Louis.

Another agency demonstrated that large volumes of life insurance are not sold only in large cities. The Dane Fergus Agency in Osceola, Ark., population about 5,000, sold well over \$2,000,000 in ordinary or individual life insurance during 1958.

The Company's various training programs continued to attract promising young college graduates interested in executive careers in life insurance sales.



# *In Conclusion . . .*

## WHAT IS GENERAL AMERICAN LIFE?

*The following is from the first written communication to Company field representatives by the new President of General American Life Insurance Company, Frederic M. Peirce. It is re-printed here because Mr. Peirce's explanation of the Company and of the role of life insurance in our everyday lives should be of equal interest to policyholders.*

What is General American Life? A life insurance company, you say. But what is a life insurance company?

A financial institution? Yes, General American Life is one of the largest financial institutions in the Midwest . . . with \$258 million in assets, \$68 million in annual premium income, \$2 billion, 950 million of life insurance in force, more than 2 million policies and certificates outstanding, and requiring more than 1,000 people to operate the Company. Box car figures and big business . . . *But it is more than that . . .*

A new high school constructed in South Bend, Ind.; new dormitories at the University of Missouri and the University

of Wisconsin; new highways in Georgia; an oil processing plant in Texas; freight cars to carry vital supplies for daily living; ships and highways, telephones and electricity . . . your Company has invested its policyholders' funds to help finance these things that are part of the modern-day miraculous world in which we live. General American Life is, thus a major contributing factor to the pleasures of everyday living . . . *But it is more than that . . .*

Once upon a time, few people owned their homes because so much cash was required for the down payment. Today, you and I can buy a home with a relatively small amount down and take 20 years to pay the balance, just as we would rent. Your Company has helped to bring about that result. General American Life has 14,000 separate mortgage loans, most of them on residences. Each year, General American Life helps many people to own their homes . . . *But it does even more than that . . .*

Each dollar that is saved with General American Life



through premium payments by its policyholders slows the threat of inflation . . . perhaps the greatest threat to America today. You and your Company are a strong force in the fight against inflation . . . *But there is even more!*

Traditionally, life insurance companies and, particularly, General American Life are good civic citizens . . . contributing generously, individually and collectively, of their time and abilities in a hundred different ways to make the cities in which their people live better cities . . . *And there is one more thing I would mention . . .*

That is the basic reason for the existence of General American Life, our real purpose for being. We exist because people love other people and are concerned about what will happen to them when emergencies arise. We deal in very basic problems — food, clothing, shelter.

General American Life is many things to many people. You have reason to be proud of it for each of these many things. To me, the greatest of all reasons is that in being a part of life insurance and of General American Life, you and I are able to help others while helping ourselves. . . .Frederic M. Peirce

.....

## TO FIGHT INFLATION

General American Life has joined other companies in the life insurance business in supporting attempts to improve public understanding of the necessity for halting the steady erosion in the purchasing power of the dollar that is being caused by "creeping inflation." This subject is of particular importance to the owners of life insurance policies. Life companies in the U. S. hold more than 100 billion dollars in assets, and most of that represents savings accumulated for their policyholders.

The Institute of Life Insurance\* suggests three steps individuals can take that will help overcome inflation. They are:

○ *That all support be given to those advocating and working for a balanced federal budget.*

○ *That citizens realize, in view of the heavy defense budget, many socially desirable federal, state and local projects cannot be undertaken and a balanced budget achieved at the same time. In other words, Americans should ask only for those projects they are willing to pay for.*

○ *That there be incorporated into the Employment Act of 1946 a declaration of a national policy for a stable dollar — a declaration that inflation is not inevitable and an expression of national determination to halt the continuing depreciation of the dollar.*

\*An organization maintained by life insurance companies to conduct public information activities about the life insurance business.



# Board of Directors

(First Elected to the Board in the Year Named)

SIDNEY W. SOUERS\*, 1936  
Chairman

C. R. ANTHONY, 1952  
Chairman of the Board and President  
C. R. Anthony Co.,  
Oklahoma City, Okla.

EDWIN M. CLARK, 1943  
President, Southwestern  
Bell Telephone Co.,  
St. Louis, Mo.

DONALD DANFORTH, 1957  
Chairman of the Board  
Ralston Purina Co.,  
St. Louis, Mo.

PRESTON ESTEP, 1953  
President, Transit Casualty Company  
St. Louis, Mo.

JAMES M. KEMPER, 1933  
Chairman, Commerce Trust Company  
Kansas City, Mo.

SIDNEY MAESTRE, 1953  
Chairman, Mercantile Trust Company  
St. Louis, Mo.

J. W. McAFEE\*, 1951  
President, Union Electric Company  
St. Louis, Mo.

WILLIAM A. McDONNELL\*, 1950  
Chairman of the Board, First  
National Bank in St. Louis,  
St. Louis, Mo.

FREDERIC M. PEIRCE\*, 1958  
President

TOM K. SMITH\*, 1940  
Chairman, Boatmen's National Bank  
St. Louis, Mo.

EDWIN J. SPIEGEL, 1953  
Chairman and Chief Executive Officer  
Gaylord Container Corporation,  
St. Louis, Mo.

HUGH STEPHENS\*, 1937  
President, Board of Curators  
Stephens College, Columbia, Mo.

JOHN S. SWIFT, 1941  
Chairman, John S. Swift Co., Inc.  
St. Louis, Mo.

JOHN L. WILSON, 1951  
Executive Vice-President  
Anheuser-Busch, Inc., St. Louis, Mo.

HOWARD I. YOUNG, 1948  
President, American Zinc, Lead &  
Smelting Co., St. Louis, Mo.

SAM D. YOUNG, 1952  
President and Chairman of the Board  
El Paso National Bank, El Paso, Texas

\*Member of Executive Committee

## EXECUTIVE AND ADMINISTRATIVE OFFICERS

Chairman  
Sidney W. Souers

President  
Frederic M. Peirce

Senior Vice President  
Emil E. Brill

### ACCOUNTING DIVISION

Victor F. Bachle,  
Comptroller

Jerome P. Bugger  
Manager, Group Accounting

Kenneth E. Delf  
Manager, Investment Accounting

Burt H. Fehlig  
Manager, Premium Accounting

Howard A. Sanders  
Manager, General Accounting

### ACTUARIAL DIVISION

Otto J. Burian  
Vice-President and Actuary

Edward L. Faith  
Associate Actuary

Douglas Wood  
Manager, Life Underwriting

### AGENCY DIVISION

Frank Vesser  
Vice-President

Richard H. Bennett, CLU  
Field Vice-President

Carl H. Lane  
Superintendent of Agencies

Eugene V. Boisubin  
Director of Agencies, Eastern Division

Charles E. Fritsche  
Director of Executive and  
Employee Benefit Plans

Anthony Gatzert  
Agency Secretary

### GROUP DIVISION

Winburne M. Paris  
Vice-President

Ray Ely  
Group Actuary

L. Wayne Kauble  
Group Field Vice-President

Robert N. Stabler  
Associate Group Actuary

Stanley A. Cocklin  
Group Secretary

Myron W. Drummond,  
Manager, Group Underwriting

Edward H. Jackson  
Manager, Group Sales and Service

Russell J. Yaeger  
Manager, Group Policy Administration

### INVESTMENT DIVISION

J. G. Driscoll  
Financial Vice-President

William R. Mead, Treasurer  
and Manager, Securities Dept.

Paul K. Justus,  
Assistant Treasurer and Manager,  
Farm Loans

H. Edwin Trusheim  
Assistant Treasurer

Roland T. Roland  
Assistant Treasurer

### LAW DIVISION

Frank P. Aschemeyer  
Vice-President and General Counsel

Paul G. Ochterbeck  
Associate General Counsel

Joseph E. Jacques  
Tax Officer

Elmer A. Jungclaus  
Manager, Policyholders Service

William F. Lohman,  
Manager, Group Benefits

William C. Scharinghaus  
Supervisor, Claim Instruction

### PLANNING DIVISION

E. Lee Trinkle, Jr.  
Senior Planning Officer

Thomas E. Ashcraft  
Auditor

Edgar W. Baseler  
Planning Officer

Alfred D. Froning  
Planning Officer

### PUBLIC RELATIONS DIVISION

Stanley M. Richman  
Vice-President

A. William Evans  
Director, Recruitment and Development

William C. Fischer, Jr.  
Manager, Personnel

Carol R. Scott  
Manager, Advertising

Oliver Siegmund  
Manager, Personal Accident  
and Sickness Development

### SECRETARY'S DIVISION

Harry F. Rollett  
Secretary

Samuel C. Boggess, Jr.  
Manager, Budget and Purchasing

Lynn Kennedy  
Manager, Service Department

John S. Masterson  
Coordinator, Records Management

### MEDICAL DEPARTMENT

James H. Ready, M.D.  
Medical Director

G. F. Rendleman, M.D.  
Assistant Medical Director



## DISTRICT GROUP OFFICES

ATLANTA, GEORGIA.....Robert L. Dale, Manager  
523 Fulton Federal Bldg.

BIRMINGHAM, ALABAMA.....David B. Morse, Manager  
903 Comer Building

CHICAGO, ILLINOIS.....Maxwell J. Loose, Manager  
1561 The Field Building...Thomas H. Stewart, Ass't. Mgr.

CLEVELAND, OHIO.....James F. Temple, Manager  
815 Superior Avenue, N. E.

DALLAS, TEXAS.....Wallace L. Wingfield, Manager  
923 Davis Building

DENVER, COLORADO....Harvey M. Altman, Group Rep.  
655 Broadway Building

DES MOINES, IOWA.....William E. Biggs, Manager  
423 Grand Avenue

DETROIT, MICHIGAN.....Robert A. Guy, Manager  
17325 Northland Park Court

HOUSTON, TEXAS.....Peter W. Anderson, Manager  
3520 Montrose Blvd.

KANSAS CITY, MISSOURI..Edward C. Eckhoff, Manager  
3101 Broadway

LITTLE ROCK, ARKANSAS....C. Lyle Cormack, Manager  
210 Wallace Building

LOS ANGELES, CALIF.....Richard C. Mattingley, Mgr.  
3350 Wilshire Blvd.....Philip J. Anzalone, Asso. Mgr.

MEMPHIS, TENNESSEE.....Walter R. Miller, Manager  
3387 Poplar Avenue

OKLAHOMA CITY, OKLA....Frank H. Sleeper, Manager  
420 Mercantile Bldg.

PITTSBURGH, PENNSYLVANIA....Sam D. Bunnell, Mgr.  
515 Park Building

SAN ANTONIO, TEXAS.....Ernst H. Venverloh, Manager  
109 Lexington Avenue

ST. LOUIS, MISSOURI.....John T. Hermen, Manager  
1501 Locust Street.....Daniel F. Moon, Ass't. Mgr.

SAN FRANCISCO, CALIFORNIA...J. Robert Gilbert, Mgr.  
433 California Street

## REGIONAL GROUP OFFICES

PITTSBURGH, PA.....Frank E. Thompson, Mgr.  
515 Park Building

ST. LOUIS, MISSOURI.....George W. Denton, Manager  
1501 Locust Street

## MORTGAGE LOAN FIELD OFFICES

AUSTIN, TEX.  
C. Harold Wallace.....205 W. 7th

CLEVELAND, OHIO  
Patrick J. McCullough.....704 Superior Bldg.

DALLAS, TEX.  
John J. Woolems.....6138 Berkshire Lane

DENVER, COLO.  
Haskell Potts.....655 Broadway

DETROIT, MICH.  
Alfred F. Taylor.....Southfield Station

FORT WORTH, TEX.  
Robert H. Taylor, Jr.....Trinity Bldg.

FRESNO, CALIF.  
H. M. Norton.....614-16 Fulton-Fresno Bldg.

HOUSTON, TEX.  
Jack C. Boucher.....3520 Montrose Blvd.

LOS ANGELES, CALIF.  
Jack Benson.....811 W. 7th St.

MEMPHIS, TENN.  
H. L. Massey.....715 Union Planters Bank Bldg.

PHOENIX, ARIZ.  
F. James Murphy.....4710 N. 16th

SALT LAKE CITY, UTAH  
Augustus B. C. Johns, Jr.....State Exchange Bldg.

SAN ANTONIO, TEX.  
Harry E. Copeland.....507-08 Milan Bldg.

ST. LOUIS, MO.  
F. A. Berger, Jr.....1501 Locust St.

WASHINGTON, D. C.  
John E. Bohling.....7720 Wisconsin Ave., Bethesda, Md.



## Sales Agencies That Serve Our Policyholders

### STATE AND MULTIPLE AGENCY DIRECTORS

LEONARD W. MAENDER  
Detroit, Michigan

FRANCIS B. PERDUE  
Ft. Worth, Texas

WILLIAM D. STAYTON  
Pittsburgh, Pennsylvania

WOODRUFF W. WALKER, CLU  
St. Louis, Missouri

JOHN G. HERRMANN  
San Francisco, California

C. E. BAIN  
Des Moines, Iowa

REX JEFFREY  
Los Angeles, California

### ALABAMA

Birmingham.....J. Orlando Ogle  
Montgomery.....John T. Dale

### ARIZONA

Phoenix.....Johnson & Johnson Ins. Agency, Inc.  
Tucson.....Kenneth J. Patzman, CLU

### ARKANSAS

Little Rock.....Harry L. Ehrenberg  
Osceola.....Dane Fergus

### CALIFORNIA

Fresno.....Michael Sivick  
Los Angeles.....Maurice Levine  
Los Angeles.....Allen H. Ogilvie, CLU  
Oakland.....G. F. Sterns, CLU  
San Diego.....Michael Chamberlain  
San Francisco.....David J. Babakan  
Donald B. Carpenter  
Frank E. Kelly  
Edward L. Price  
Victorville.....William A. Porter

### COLORADO

Denver.....Harry J. Pells

### DISTRICT OF COLUMBIA

Washington.....Brem & Klein Agency

### FLORIDA

Ft. Lauderdale.....Chester L. Hollifield  
Miami.....Miami Agencies, William R.  
Roelmeyer

### GEORGIA

Atlanta.....Carlton M. Conarro

### HAWAII

Honolulu.....Kamaaina Agencies

### ILLINOIS

Belleville.....Kenneth J. Green  
Bloomington.....Frank Insurance Agency  
Chicago.....Otto A. Jeanes  
East St. Louis.....John M. Carrico  
Rockford.....Walter G. Meyers  
Springfield.....Don Forsyth

### INDIANA

Indianapolis.....Spafford Orwig

### IOWA

Cedar Rapids.....Paul S. Kohl

Davenport.....Louis P. Kruzick  
Des Moines.....Richard Strauss  
Mason City.....T. H. Leaver  
Sioux City.....Eldon W. Eberhard

### KANSAS

Topeka.....Charles W. Ransom  
Wichita.....A. Wayne Lewis, CLU

### MARYLAND

Baltimore.....John E. Lombardo

### MICHIGAN

Detroit.....James W. Cannon  
George Coury, CLU  
Gerald E. Davison  
Eugene M. Graye  
Edward G. McDonald

### MISSOURI

Cape Girardeau.....Robert A. Rosenthal  
Columbia.....Howard D. Berkley  
De Soto.....Claude J. Cook  
Kansas City.....Cochran-Lowry Agencies  
Kennett.....Will B. Bragg  
Kirksville.....Cloy E. Whitney  
Poplar Bluff.....Earl L. Graves  
St. Joseph.....Homer O. Green  
St. Louis.....Henry Buhr

Louis J. Clark  
George H. Fletcher  
Chauncey H. Gegg  
James F. Halley, Sr.  
James J. Roberts  
Adam Rosenthal  
Fred F. Sale  
W. Stanley Stuart  
V. Randall Workman

Springfield.....Grant Davis  
Springfield.....William A. Seabough

### NEBRASKA

Lincoln.....E. M. Heidenreich  
Omaha.....Marvin J. Buersmeyer

### NEW MEXICO

Clayton.....N. O. Brane  
Roswell.....Field Robinson, CLU

### OHIO

Akron.....Vernon L. Woodrum  
Cleveland.....J. William Van Horn  
Columbus.....James E. Gilles

### OKLAHOMA

Oklahoma City.....William J. Newblock  
Tulsa.....Gordon Tyler

### PENNSYLVANIA

Pittsburgh.....Robert R. Dodson

### TENNESSEE

Memphis.....Lewis C. Callow, CLU

### TEXAS

Abilene.....Behrens & Behrens  
Amarillo.....The Cooley Agency  
Corpus Christi.....Texas Gulf Coast  
Agencies, Gordon G. Mandt  
Dallas.....Dennis G. Colwell  
El Paso.....Leo R. Schuster, Sr.  
Fort Worth.....Raymond B. Atherton  
Travis Smith  
Houston.....Texas Gulf Coast  
Agencies, Gordon G. Mandt  
San Antonio.....S. J. Fisher, Jr., CLU  
Waco.....J. Haley Beers  
Wichita Falls.....Bullington-Mason Company

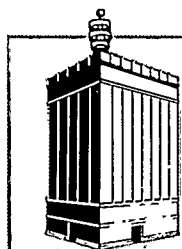
### UTAH

Salt Lake City.....Charles L. Soelberg, CLU

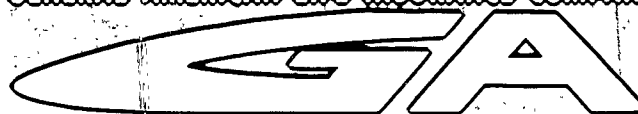








GENERAL AMERICAN LIFE INSURANCE COMPANY



ST. LOUIS, MISSOURI

## BONDS OWNED ON DECEMBER 31, 1958



### GOVERNMENT - UNITED STATES

|                                      | Coupon | Maturity         | Principal Amount    |
|--------------------------------------|--------|------------------|---------------------|
| United States Treasury Bonds.....    | 2½     | Dec. 15, 1969-64 | \$ 29,500           |
| United States Treasury Bonds.....    | 2½     | Mar. 15, 1970-65 | 1,500,000           |
| United States Treasury Bonds.....    | 2½     | Mar. 15, 1971-66 | 1,370,000           |
| United States Treasury Bonds.....    | 3¼     | June 15, 1983-78 | 100,000             |
| United States Treasury Bonds, B..... | 2¼     | April 1, 1980-75 | 15,543,000          |
|                                      |        |                  | <b>\$18,542,500</b> |



### MUNICIPALS

|  | Coupon | Maturity | Principal Amount   |
|--|--------|----------|--------------------|
| Garland, Texas, Elec. Water, & Sewer Rev.....                            | 3      | 1984-85  | 450,000            |
| Georgia Rural Roads Authority.....                                       | 3.70   | 1977-79  | 310,000            |
| South Bend School Bldg. Corp., St. Joseph County, Ind., First Mtge. Rev. | 4      | 1972-73  | 250,000            |
| University of Missouri, Dorm. Rev.....                                   | 4      | 1979-80  | 100,000            |
| Wisconsin State Agencies Bldg. Corp., Educ. Facilities Bldg.....         | 3.90   | 1988     | 250,000            |
|  |        |          | <b>\$1,360,000</b> |



### PUBLIC UTILITIES

|  | Coupon | Maturity | Principal Amount |
|--|--------|----------|------------------|
| Alabama Power Company, First Mtge.....                                     | 3½     | 1972     | \$ 77,000        |
| Appalachian Elec. Pr. Co., First Mtge.....                                 | 3¼     | 1970     | 200,000          |
| Appalachian Elec. Pr. Co., First Mtge.....                                 | 2½     | 1980     | 125,000          |
| Arizona Public Service Co., First Mtge.....                                | 3¼     | 1984     | 300,000          |
| Arkansas Power & Light Co., First Mtge.....                                | 3½     | 1982     | 400,000          |
| Arkansas Power & Light Co., First Mtge.....                                | 3¼     | 1984     | 200,000          |
| Atlantic City Elec. Co., First Mtge.....                                   | 2½     | 1979     | 250,000          |
| Atlantic City Elec. Co., First Mtge.....                                   | 2¾     | 1980     | 250,000          |
| Boston Edison Co., First Mtge., B.....                                     | 2¾     | 1980     | 600,000          |
| Boston Edison Co., First Mtge., E.....                                     | 3      | 1984     | 400,000          |
| Central Illinois Public Service Co., First Mtge., D.....                   | 3¾     | 1982     | 300,000          |
| Central Illinois Public Service Co., First Mtge., F.....                   | 3¼     | 1984     | 50,000           |
| Central Power & Light Co., First Mtge., D.....                             | 3½     | 1982     | 300,000          |
| Central Power & Light Co., First Mtge., F.....                             | 3¾     | 1984     | 200,000          |
| Central Power & Light Co., First Mtge., G.....                             | 3¼     | 1986     | 250,000          |
| Cincinnati Gas & Elec. Co., First Mtge.....                                | 2¾     | 1975     | 150,000          |
| Cincinnati Gas & Elec. Co., First Mtge.....                                | 2½     | 1978     | 385,000          |
| Cleveland Elec. Illuminating Co., First Mtge.....                          | 3      | 1982     | 400,000          |
| Cleveland Elec. Illuminating Co., First Mtge.....                          | 2¾     | 1985     | 200,000          |
| Cleveland Elec. Illuminating Co., First Mtge.....                          | 3      | 1989     | 300,000          |
| Columbus & Southern Ohio Elec. Co., First Mtge.....                        | 3½     | 1983     | 250,000          |
| Columbus & Southern Ohio Elec. Co., First Mtge.....                        | 3¾     | 1986     | 250,000          |
| Commonwealth Edison Co., First Mtge., L.....                               | 3      | 1977     | 300,000          |
| Commonwealth Edison Co., First Mtge., N.....                               | 3      | 1978     | 200,000          |
| Commonwealth Edison Co., First Mtge., O.....                               | 3¼     | 1982     | 250,000          |
| Consolidated Edison Co., of New York, Inc., First & Ref. Mtge., D.....     | 3      | 1972     | 100,000          |
| Consolidated Edison Co., of New York, Inc., First & Ref. Mtge., E.....     | 3      | 1979     | 150,000          |
| Consolidated Edison Co., of New York, Inc., First & Ref. Mtge., A.....     | 2¾     | 1982     | 350,000          |
| Consolidated Edison Co., of New York, Inc., First & Ref. Mtge., H.....     | 3½     | 1982     | 100,000          |
| Consolidated Edison Co., of New York, Inc., First & Ref. Mtge., I.....     | 3½     | 1983     | 200,000          |
| Consolidated Gas, Elec. Lt. & Pr. Co., of Baltimore, First Ref. Mtge., U.. | 2½     | 1981     | 600,000          |
| Consolidated Gas, Elec. Lt. & Pr. Co., of Baltimore, First Ref. Mtge., Z.. | 3      | 1989     | 400,000          |
| Consolidated Natural Gas Co., Deb.....                                     | 3      | 1978     | 250,000          |
| Consolidated Natural Gas Co., Deb.....                                     | 3½     | 1979     | 500,000          |
| Consumers Power Co., First Mtge.....                                       | 2½     | 1975     | 300,000          |
| Consumers Power Co., First Mtge.....                                       | 2½     | 1977     | 150,000          |
| Consumers Power Co., First Mtge.....                                       | 3      | 1984     | 300,000          |
| Dallas Power & Light Co., First Mtge.....                                  | 2½     | 1979     | 300,000          |





# PUBLIC UTILITIES (CONTINUED)

|   | Coupon | Maturity | Principal Amount |
|---|--------|----------|------------------|
| Dallas Power & Light Co., First Mtge.                 | 2¾     | 1980     | \$300,000        |
| Dallas Power & Light Co., First Mtge.                 | 3½     | 1983     | 150,000          |
| Dayton Power & Light Co., First Mtge.                 | 2¾     | 1975     | 300,000          |
| Dayton Power & Light Co., First Mtge.                 | 3      | 1978     | 300,000          |
| Delaware Power & Light Co., First Mtge. & Coll. Tr.   | 2¾     | 1980     | 400,000          |
| Detroit Edison Co., Gen. & Ref. Mtge., H.             | 3      | 1970     | 50,000           |
| Detroit Edison Co., Gen. & Ref. Mtge., I.             | 2¾     | 1982     | 300,000          |
| Detroit Edison Co., Gen. & Ref. Mtge., J.             | 2¾     | 1985     | 250,000          |
| Detroit Edison Co., Gen. & Ref. Mtge., N.             | 2½     | 1984     | 150,000          |
| Duquesne Light Co., First Mtge.                       | 2¾     | 1977     | 400,000          |
| Duquesne Light Co., First Mtge.                       | 2½     | 1979     | 100,000          |
| Duquesne Light Co., First Mtge.                       | 2¾     | 1980     | 100,000          |
| Equitable Gas Co., First Mtge.                        | 4½     | 1983     | 750,000          |
| Gulf Power Co., First Mtge.                           | 3¾     | 1984     | 500,000          |
| Gulf States Utilities Co., First Mtge.                | 3      | 1978     | 398,000          |
| Gulf States Utilities Co., First Mtge.                | 2¾     | 1979     | 100,000          |
| Gulf States Utilities Co., First Mtge.                | 2¾     | 1980     | 100,000          |
| Houston Lighting & Power Co., First Mtge.             | 2½     | 1974     | 170,000          |
| Houston Lighting & Power Co., First Mtge.             | 3      | 1989     | 630,000          |
| Illinois Power Co., First Mtge.                       | 2½     | 1976     | 100,000          |
| Illinois Power Co., First Mtge.                       | 2½     | 1979     | 199,000          |
| Illinois Power Co., First Mtge.                       | 2¾     | 1980     | 300,000          |
| Illinois Power Co., First Mtge.                       | 3½     | 1982     | 200,000          |
| Indiana & Michigan Elec. Co., First Mtge.             | 3      | 1978     | 200,000          |
| Indiana & Michigan Elec. Co., First Mtge.             | 2¾     | 1980     | 400,000          |
| Indianapolis Power & Light Co., First Mtge.           | 3      | 1974     | 200,000          |
| Indianapolis Power & Light Co., First Mtge.           | 2½     | 1979     | 400,000          |
| Indianapolis Power & Light Co., First Mtge.           | 3½     | 1983     | 150,000          |
| Iowa Power & Light Co., First Mtge.                   | 3¼     | 1973     | 79,000           |
| Iowa Power & Light Co., First Mtge.                   | 3      | 1978     | 210,000          |
| Iowa Power & Light Co., First Mtge.                   | 2¾     | 1979     | 209,000          |
| Kansas City Power & Light Co., First Mtge.            | 2¾     | 1976     | 200,000          |
| Kansas City Power & Light Co., First Mtge.            | 2½     | 1978     | 200,000          |
| Kansas City Power & Light Co., First Mtge.            | 2¾     | 1980     | 200,000          |
| Long Island Lighting Co., First Mtge.                 | 3½     | 1982     | 400,000          |
| Louisville Gas & Electric Co., First Mtge.            | 2¾     | 1979     | 600,000          |
| Louisville Gas & Electric Co., First Mtge.            | 3½     | 1984     | 250,000          |
| Michigan Cons. Gas Co., First Mtge.                   | 3½     | 1980     | 500,000          |
| Missouri Power & Light Co., First Mtge.               | 2¾     | 1976     | 350,000          |
| Missouri Power & Light Co., First Mtge.               | 2¾     | 1979     | 250,000          |
| Missouri Power & Light Co., First Mtge.               | 3¼     | 1984     | 300,000          |
| Missouri Public Service Co., First Mtge.              | 4¾     | 1987     | 500,000          |
| New Jersey Power & Light Co., First Mtge.             | 3½     | 1984     | 500,000          |
| New York Power & Light Corp., First Mtge.             | 2¾     | 1975     | 300,000          |
| New York State Elec. & Gas Corp., First Mtge.         | 3½     | 1988     | 250,000          |
| Niagara Mohawk Power Corp., Gen. Mtge.                | 2¾     | 1980     | 300,000          |
| Niagara Mohawk Power Corp., Gen. Mtge.                | 3½     | 1984     | 300,000          |
| Niagara Mohawk Power Corp., Conv. Deb.                | 4½     | 1972     | 225,000          |
| Northern Illinois Gas Co., First Mtge.                | 3½     | 1979     | 315,000          |
| Northern Natural Gas Co., S.F. Deb.                   | 4½     | 1976     | 500,000          |
| Northern States Power Co., (Minn.) First Mtge.        | 2¾     | 1975     | 275,000          |
| Northern States Power Co., (Minn.) First Mtge.        | 3      | 1978     | 225,000          |
| Northern States Power Co., (Minn.) First Mtge.        | 2¾     | 1979     | 100,000          |
| Northern States Power Co., (Minn.) First Mtge.        | 3¼     | 1982     | 200,000          |
| Ohio Edison Co., First Mtge.                          | 2½     | 1980     | 400,000          |
| Ohio Power Co., First Mtge.                           | 3      | 1978     | 600,000          |
| Ohio Power Co., First Mtge.                           | 3½     | 1984     | 150,000          |
| Oklahoma Gas & Elec. Co., First Mtge.                 | 2¾     | 1975     | 200,000          |
| Oklahoma Gas & Elec. Co., First Mtge.                 | 2½     | 1980     | 300,000          |
| Oklahoma Gas & Elec. Co., First Mtge.                 | 3½     | 1982     | 150,000          |
| Oklahoma Gas & Elec. Co., First Mtge.                 | 3½     | 1988     | 350,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., J.       | 3      | 1970     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., T.       | 2½     | 1976     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., Q.       | 2½     | 1980     | 200,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., R.       | 3½     | 1982     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., S.       | 3      | 1983     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., X.       | 3½     | 1984     | 200,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., U.       | 3½     | 1985     | 100,000          |
| Pennsylvania Elec. Co., First Mtge.                   | 3½     | 1972     | 62,000           |
| Philadelphia Elec. Co., First & Ref. Mtge.            | 2½     | 1978     | 300,000          |
| Philadelphia Elec. Co., First & Ref. Mtge.            | 2¾     | 1981     | 300,000          |
| Portland General Electric Co., First Mtge.            | 4½     | 1987     | 500,000          |
| Portland General Electric Co., First Mtge.            | 5½     | 1987     | 250,000          |
| Potomac Electric Power Co., First Mtge.               | 3¼     | 1977     | 120,000          |
| Potomac Electric Power Co., First Mtge.               | 3      | 1983     | 270,000          |
| Potomac Electric Power Co., First Mtge.               | 2¾     | 1985     | 210,000          |
| Potomac Electric Power Co., First Mtge.               | 3½     | 1988     | 300,000          |
| Public Service Co., of Colorado, First Mtge.          | 3½     | 1984     | 500,000          |
| Public Service Co., of Indiana, Inc., First Mtge., F. | 3½     | 1975     | 140,000          |
| Public Service Co., of Indiana, Inc., First Mtge., G. | 3½     | 1977     | 260,000          |
| Public Service Co., of Indiana, Inc., First Mtge., J. | 3½     | 1982     | 200,000          |
| Public Service Co., of Indiana, Inc., First Mtge., K. | 3½     | 1984     | 250,000          |
| Public Service Co., of Oklahoma, First Mtge., E.      | 3      | 1984     | 750,000          |
| Public Service Co., of Oklahoma, First Mtge., F.      | 4¼     | 1987     | 500,000          |
| Public Service Elec. & Gas Co., First & Ref. Mtge.    | 3      | 1972     | 220,000          |





## PUBLIC UTILITIES (CONTINUED)

|   | Coupon | Maturity | Principal Amount    |
|---|--------|----------|---------------------|
| Public Service Elec. & Gas Co., First & Ref. Mtge.    | 2½     | 1979     | \$280,000           |
| Public Service Elec. & Gas Co., First & Ref. Mtge.    | 2¾     | 1980     | 100,000             |
| Public Service Elec. & Gas Co., First & Ref. Mtge.    | 3¼     | 1984     | 300,000             |
| Public Service Elec. & Gas Co., Deb.                  | 4%     | 1977     | 350,000             |
| St. Louis County Water Co., First Mtge., E (Reg.)     | 3¾     | 1985     | 500,000             |
| San Diego Gas & Elec. Co., First Mtge., C             | 3      | 1978     | 400,000             |
| San Diego Gas & Elec. Co., First Mtge., E             | 2½     | 1984     | 350,000             |
| Southern California Edison Co., First & Ref. Mtge., A | 3½     | 1973     | 135,000             |
| Southern California Edison Co., First & Ref. Mtge., B | 3      | 1973     | 200,000             |
| Southern California Edison Co., First & Ref. Mtge., C | 2½     | 1976     | 265,000             |
| Southern California Edison Co., First & Ref. Mtge., F | 3      | 1979     | 300,000             |
| Southern California Gas Co., First Mtge.              | 3¼     | 1970     | 38,000              |
| Southern Indiana Gas & Elec. Co., First Mtge.         | 3½     | 1984     | 250,000             |
| Tennessee Gas Transmission Co., First Mtge.           | 5¼     | 1977     | 50,000              |
| Tennessee Gas Transmission Co., First Mtge.           | 5%     | 1979     | 300,000             |
| Texas Elec. Service Co., First Mtge.                  | 2¾     | 1975     | 290,000             |
| Texas Elec. Service Co., First Mtge.                  | 2½     | 1979     | 250,000             |
| Texas Elec. Service Co., First Mtge.                  | 3¼     | 1985     | 260,000             |
| Texas Power & Light Co., First Mtge.                  | 2¾     | 1975     | 470,000             |
| Texas Power & Light Co., First Mtge.                  | 3      | 1977     | 55,000              |
| Texas Power & Light Co., First Mtge.                  | 3      | 1978     | 75,000              |
| Union Elec. Co., of Missouri, First Mtge. & Coll. Tr. | 3¾     | 1971     | 350,000             |
| Union Elec. Co., of Missouri, First Mtge. & Coll. Tr. | 2½     | 1980     | 250,000             |
| Union Elec. Co., of Missouri, First Mtge. & Coll. Tr. | 3¼     | 1982     | 250,000             |
| Union Electric Co., First Mtge.                       | 3¼     | 1986     | 150,000             |
| Union Electric Co., First Mtge.                       | 4%     | 1988     | 245,000             |
| United Gas Corp., First Mtge. & Coll. Tr.             | 3¾     | 1975     | 500,000             |
| Utah Power & Light Co., First Mtge.                   | 2½     | 1980     | 250,000             |
| Virginia Elec. & Power Co., First & Ref. Mtge., E     | 2¾     | 1975     | 300,000             |
| Virginia Elec. & Power Co., First & Ref. Mtge., F     | 3      | 1978     | 200,000             |
| Virginia Elec. & Power Co., First & Ref. Mtge., H     | 2¾     | 1980     | 100,000             |
| Virginia Elec. & Power Co., First & Ref. Mtge., K     | 3¼     | 1984     | 250,000             |
| Wisconsin Elec. Power Co., First Mtge.                | 2½     | 1976     | 100,000             |
| Wisconsin Elec. Power Co., First Mtge.                | 2¾     | 1980     | 500,000             |
| Wisconsin Elec. Power Co., First Mtge.                | 3½     | 1984     | 150,000             |
|   |        |          | <u>\$42,617,000</u> |



## TELEPHONE

|   | Coupon | Maturity | Principal Amount    |
|---|--------|----------|---------------------|
| American Tel. & Tel. Co., Deb.              | 2¾     | 1971     | \$200,000           |
| American Tel. & Tel. Co., Deb.              | 3%     | 1973     | 150,000             |
| American Tel. & Tel. Co., Deb.              | 2¾     | 1982     | 175,000             |
| American Tel. & Tel. Co., Deb.              | 3¼     | 1984     | 405,000             |
| American Tel. & Tel. Co., Deb.              | 2%     | 1986     | 35,000              |
| American Tel. & Tel. Co., Deb.              | 2½     | 1987     | 35,000              |
| American Tel. & Tel. Co., Deb.              | 3½     | 1990     | 250,000             |
| American Tel. & Tel. Co., Deb.              | 5      | 1983     | 250,000             |
| Bell Telephone Co. of Pennsylvania, Deb.    | 3      | 1974     | 600,000             |
| Bell Telephone Co. of Pennsylvania, Deb.    | 3¼     | 1996     | 250,000             |
| Illinois Bell Telephone Co., First Mtge., B | 3      | 1978     | 465,000             |
| Illinois Bell Telephone Co., First Mtge., A | 2¾     | 1981     | 235,000             |
| Michigan Bell Telephone Co., Deb.           | 3%     | 1988     | 550,000             |
| Mountain States Tel. & Tel. Co., Deb.       | 3½     | 1978     | 400,000             |
| Mountain States Tel. & Tel. Co., Deb.       | 2%     | 1986     | 200,000             |
| Mountain States Tel. & Tel. Co., Deb.       | 3      | 1989     | 200,000             |
| Mountain States Tel. & Tel. Co., Deb.       | 4%     | 1988     | 200,000             |
| New England Tel. & Tel. Co., Deb.           | 3      | 1982     | 400,000             |
| New England Tel. & Tel. Co., Deb.           | 3¼     | 1991     | 600,000             |
| New Jersey Bell Telephone Co., Deb.         | 3½     | 1988     | 400,000             |
| New Jersey Bell Telephone Co., Deb.         | 3      | 1989     | 305,000             |
| New Jersey Bell Telephone Co., Deb.         | 2¾     | 1990     | 45,000              |
| New York Telephone Co., Ref. Mtge., E       | 3½     | 1978     | 100,000             |
| New York Telephone Co., Ref. Mtge., F       | 3      | 1981     | 270,000             |
| New York Telephone Co., Ref. Mtge., D       | 2¾     | 1982     | 230,000             |
| New York Telephone Co., Ref. Mtge., I       | 3%     | 1996     | 400,000             |
| Northwestern Bell Tel. Co., Deb.            | 2¾     | 1984     | 600,000             |
| Northwestern Bell Tel. Co., Deb.            | 3¼     | 1996     | 400,000             |
| Pacific Tel. & Tel. Co., Deb.               | 3¼     | 1978     | 100,000             |
| Pacific Tel. & Tel. Co., Deb.               | 3%     | 1983     | 50,000              |
| Pacific Tel. & Tel. Co., Deb.               | 2¾     | 1985     | 450,000             |
| Southern Bell Tel. & Tel. Co., Deb.         | 3      | 1979     | 175,000             |
| Southern Bell Tel. & Tel. Co., Deb.         | 2¾     | 1985     | 275,000             |
| Southern Bell Tel. & Tel. Co., Deb.         | 2½     | 1987     | 250,000             |
| Southern Bell Tel. & Tel. Co., Deb.         | 3½     | 1989     | 100,000             |
| Southwestern Bell Tel. Co., Deb.            | 3%     | 1983     | 250,000             |
| Southwestern Bell Tel. Co., Deb.            | 2¾     | 1985     | 450,000             |
| Southwestern Bell Tel. Co., Deb.            | 4¾     | 1992     | 500,000             |
|   |        |          | <u>\$10,950,000</u> |





## RAILROADS

|  | Coupon | Maturity              | Principal Amount   |
|--|--------|-----------------------|--------------------|
| Atchison, Topeka & Santa Fe Ry. Co., Gen. Mtge.                              | 4      | 1995                  | \$500,000          |
| Atlantic Coast Line R.R. Co., Eq. Tr., K.                                    | 4½     | 1971-72               | 250,000            |
| Chicago, Burlington & Quincy R.R. Co., First & Ref. Mtge.                    | 3½     | 1985                  | 100,000            |
| Chicago, Burlington & Quincy R.R. Co., First & Ref. Mtge.                    | 3      | 1990                  | 199,000            |
| Chicago, Milwaukee, St. Paul & Pacific R.R. Co., Eq. Tr. "MM"                | 2½     | 1964-65               | 200,000            |
| Chicago, Rock Island & Pacific R.R. Co., First Mtge., A.                     | 2½     | 1980                  | 500,000            |
| Chicago Union Station Co., First Mtge., F.                                   | 3½     | 1963                  | 50,000             |
| Chicago & Western Indiana R. R. Co., First Coll. Tr. Mtge., A.               | 4½     | 1982                  | 235,000            |
| Cincinnati Union Terminal Co., First Mtge., G.                               | 2¾     | 1974                  | 79,000             |
| Cleveland, Cincinnati, Chicago & St. Louis Ry. Co., Gen. Mtge., A.           | 4      | 1993                  | 200,000            |
| Kansas City Southern Ry. Co., First Mtge., C.                                | 3½     | 1984                  | 500,000            |
| Kansas City Terminal Ry. Co., First Mtge.                                    | 2¾     | 1974                  | 200,000            |
| Minneapolis, St. Paul & Sault Ste. Marie Ry. Co., First Ref. Mtge., B (Reg.) | 5½     | 1978                  | 71,904             |
| Missouri Pacific R. R. Co., Eq. Tr. "LL"                                     | 2½     | 1963                  | 100,000            |
| Missouri Pacific R. R. Co., Eq. Tr. "OO"                                     | 2½     | 1963                  | 85,000             |
| Missouri Pacific R. R. Co., Eq. Tr. "G"                                      | 4½     | 1968-72               | 165,000            |
| New York Central & Hudson River R. R. First Mtge.                            | 3½     | 1997                  | 10,000             |
| New York Central & Hudson River R. R. First Mtge. (Reg.)                     | 3½     | 1997                  | 140,000            |
| Northern Pacific Ry. Co., Prior Lien Mtge.                                   | 4      | 1997                  | 200,000            |
| Pennsylvania R. R. Co., Eq. Tr., Z.  | 2½     | 1963                  | 200,000            |
| St. Louis-San Francisco R. R. Co., Con. Sales Agr.                           | 3½     | Serially Through 1970 | 408,000            |
| St. Louis Southwestern Ry. Co., First Mtge.                                  | 4      | 1989                  | 800,000            |
| Seaboard Air Line R. R. Co., First Mtge., B.                                 | 3      | 1980                  | 500,000            |
| Southern Pacific Co., San Francisco Terminal, First Mtge., A.                | 3½     | 1975                  | 196,000            |
| Terminal R. R. Association of St. Louis Ref. & Imp. Mtge., D.                | 2¾     | 1985                  | 600,000            |
| Terminal R. R. Association of St. Louis, Ref. & Imp. Mtge., C.               | 4      | 2019                  | 75,000             |
| Texas & Pacific Ry. Co., First Mtge.   | 5      | 2000                  | 180,000            |
| Union Pacific R. R. Co., Ref. Mtge., C.                                      | 2½     | 1991                  | 600,000            |
| Wabash Railroad Co., Con. Sales Agr.   | 3½     | Serially Through 1962 | 266,560            |
|  |        |                       | <u>\$7,610,464</u> |



## INDUSTRIAL & MISCELLANEOUS

|  | Coupon | Maturity | Principal Amount    |
|--|--------|----------|---------------------|
| Allied Chemical & Dye Corp., Deb.                                  | 3½     | 1978     | \$900,000           |
| Aluminum Co. of America, Deb.                                      | 3      | 1979     | 750,000             |
| Aluminum Co. of America, Deb.                                      | 4½     | 1982     | 250,000             |
| Aluminum Co. of America, S. F. Deb.                                | 3½     | 1983     | 225,000             |
| American Can Co., Deb.   | 3½     | 1988     | 750,000             |
| American Investment Co. of Illinois, Notes                         | 3½     | 1966     | 220,000             |
| American Investment Co. of Illinois, Notes                         | 3½     | 1974     | 200,000             |
| American Investment Co. of Illinois, Convertible Capital Notes     | 4½     | 1981     | 200,000             |
| Anheuser-Busch, Inc., Deb.   | 3½     | 1977     | 699,000             |
| Associates Investment Co., Notes                                   | 3½     | 1961     | 250,000             |
| Associates Investment Co., Notes                                   | 3½     | 1967     | 500,000             |
| Atlantic Refining Co., Deb.  | 3½     | 1979     | 285,000             |
| Bishop of the Catholic Diocese of Jefferson City, Mo., First Mtge. | 5      | 1974     | 300,000             |
| Brown Shoe Co., Inc., Deb.   | 3½     | 1971     | 131,000             |
| Caterpillar Tractor Co., Deb.                                      | 4½     | 1977     | 500,000             |
| C. I. T. Financial Corp., Deb.                                     | 3½     | 1970     | 250,000             |
| Commercial Credit Co., Notes                                       | 3½     | 1965     | 750,000             |
| Commercial Credit Co., Deb.  | 4½     | 1978     | 250,000             |
| Continental Baking Co., Deb.                                       | 3      | 1965     | 297,000             |
| Continental Oil Co., Deb.  | 3      | 1984     | 495,000             |
| Flintkote Company, Deb.  | 4½     | 1977     | 500,000             |
| General American Transportation Corp., Equip. Trust Certfs.        | 4½     | 1978     | 500,000             |
| General Electric Co., Deb.   | 3½     | 1976     | 500,000             |
| General Motors Acceptance Corp., Deb.                              | 3      | 1969     | 600,000             |
| General Motors Acceptance Corp., Deb.                              | 3½     | 1975     | 150,000             |
| General Motors Corporation, Deb.                                   | 3½     | 1979     | 750,000             |
| General Motors Acceptance Corp., Deb.                              | 4      | 1979     | 250,000             |
| Inland Steel Co., First Mtge., I.                                  | 3.20   | 1982     | 180,000             |
| Kimberly-Clark Corp., S. F. Deb.                                   | 3½     | 1983     | 500,000             |
| Martin Co. (The), S. F. Deb.                                       | 5½     | 1968     | 165,000             |
| May Department Stores Co., Deb.                                    | 3½     | 1978     | 500,000             |
| National Distillers & Chemical Corp., S. F. Deb.                   | 4½     | 1983     | 500,000             |
| National Steel Corp., First Mtge.                                  | 3½     | 1986     | 500,000             |
| Pacific Finance Corp., Deb.  | 3½     | 1965     | 500,000             |
| Phillips Petroleum Co., Deb.                                       | 2¾     | 1964     | 250,000             |
| Phillips Petroleum Co., Conv. Sub. Deb.                            | 4½     | 1987     | 300,000             |
| R. J. Reynolds Tobacco Co., Deb.                                   | 3      | 1973     | 196,000             |
| Safeway Stores, Inc., Deb., B.                                     | 4½     | 1969     | 220,000             |
| Sears, Roebuck & Co., S. F. Deb.                                   | 4½     | 1983     | 250,000             |
| Sinclair Oil Company, Conv. Deb.                                   | 4½     | 1986     | 250,000             |
| Socony Vacuum Oil Co., Deb.  | 2½     | 1976     | 300,000             |
| Sperry Rand Corp., Deb.  | 5½     | 1982     | 500,000             |
| Standard Oil Co., (New Jersey) Deb.                                | 2¾     | 1974     | 600,000             |
| Standard Oil Co., (Ohio) Deb.                                      | 4½     | 1982     | 500,000             |
| Sterling Drug, Inc., Deb.  | 3½     | 1980     | 500,000             |
| Sylvania Electric Products, Inc., S. F. Deb.                       | 4½     | 1980     | 500,000             |
| West Virginia Pulp & Paper Co., Deb.                               | 4      | 1978     | 500,000             |
|  |        |          | <u>\$19,163,000</u> |

Total Principal Amount

\$100,242,964



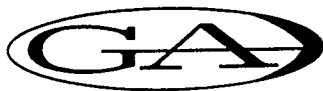


**GENERAL  
AMERICAN  
LIFE**

**INSURANCE COMPANY  
ST. LOUIS**

**SECURITIES OWNED ON DECEMBER 31, 1963**





## BONDS GOVERNMENT—UNITED STATES

|  | <u>Coupon</u>   | <u>Maturity</u>  | <u>Principal<br/>Amount</u> |
|--|-----------------|------------------|-----------------------------|
| United States Treasury Bills .....         |                 | Jan. 30, 1964    | \$ 500,000                  |
| United States Treasury Bills .....         |                 | Feb. 27, 1964    | 500,000                     |
| United States Tax Anticipation Bills ..... |                 | Mar. 23, 1964    | 500,000                     |
| United States Treasury Notes .....         | 3%              | May 15, 1965     | 840,000                     |
| United States Treasury Bonds .....         | 3 $\frac{3}{4}$ | Aug. 15, 1968    | 2,000,000                   |
| United States Treasury Bonds .....         | 4               | Feb. 15, 1969    | 550,000                     |
| United States Treasury Bonds .....         | 2 $\frac{1}{2}$ | Dec. 15, 1969/64 | 29,500                      |
| United States Treasury Bonds .....         | 4               | Aug. 15, 1970    | 250,000                     |
| United States Treasury Bonds .....         | 4               | Aug. 15, 1971    | 2,000,000                   |
| United States Treasury Bonds .....         | 3 $\frac{3}{8}$ | Nov. 15, 1971    | 1,000,000                   |
| United States Treasury Bonds .....         | 4               | Aug. 15, 1973    | 1,000,000                   |
| United States Treasury Bonds .....         | 3 $\frac{1}{4}$ | June 15, 1983/78 | 100,000                     |
| United States Treasury Bonds .....         | 3 $\frac{1}{2}$ | Feb. 15, 1990    | 25,000                      |
| FHA Debentures .....                       |                 |                  | 15,700                      |
|  |                 |                  | <u>\$9,310,200</u>          |

## GOVERNMENT—CANADA

|                                |                 |              |            |
|--------------------------------|-----------------|--------------|------------|
| Dominion of Canada Bonds ..... | 5 $\frac{1}{2}$ | Apr. 1, 1976 | \$ 260,000 |
|--------------------------------|-----------------|--------------|------------|



## MUNICIPALS

|  | <u>Coupon</u> | <u>Maturity</u> | <u>Principal<br/>Amount</u> |
|--|---------------|-----------------|-----------------------------|
| Aldine Independent School District, Harris County,<br>Texas, Schoolhouse.....  | 4.00          | 1997 & 1998     | \$250,000                   |
| City of Birmingham, Alabama, Industrial Water Board Rev.....   | 4.90          | 1989 & 1998     | 340,000                     |
| Bi-State Development Agency, Missouri—<br>Illinois Metropolitan District, Gateway Arch<br>Transportation Facilities Revenue Bonds..... | 5.50          | 1992            | 150,000                     |
| City of Chicago, Chicago-O'Hare International Airport Rev.....   | 4.75          | 1999            | 750,000                     |
| City of Clayton, Parking Facilities Rev.....   | 3.90          | 1972-1974       | 185,000                     |
| Clinton Township, Macomb County, Michigan, Water Supply<br>& Sewage Disposal System Rev.....   | 4.375         | 1987-1992       | 250,000                     |
| Dade County, Florida, Port Authority, Special Rev.....   | 4.75          | 1991            | 250,000                     |
| Erie County Water Authority (N. Y.) Water Rev.....   | 4.00          | 1998            | 400,000                     |
| Farmington, New Mexico, Elec., Light, Water and Sewer Rev.....   | 4.75          | 1994            | 350,000                     |
| Farmington, New Mexico, Elec., Light, Water and Sewer<br>Ref. & Imp. Rev.....  | 4.375         | 1994            | 180,000                     |
| Florida Development Commission, Hillsborough County Road Rev.....  | 4.20          | 1982 & 1983     | 500,000                     |
| City of Garland, Texas, Elec., Water & Sewer Rev.....  | 3.00          | 1984 & 1985     | 450,000                     |
| Georgia Rural Roads Authority.....   | 3.70          | 1977-1979       | 310,000                     |
| Grand River Dam Authority, Series 1961, Okla. Rev.....   | 4.375         | 2002            | 350,000                     |
| Grant County, Wash., Public Utility District No. 2,<br>Wanapum, Hydro-Elec. Rev.....   | 4.875         | 2009            | 500,000                     |
| Harper Creek Community Schools, Calhoun County,<br>Michigan School.....  | 4.375         | 1976-1979       | 215,000                     |
| Territory of Hawaii, Aviation Rev.....   | 4.30          | 1984            | 250,000                     |
| City of Hot Springs, Arkansas, Industrial Development Rev.....   | 5.00          | 1964-1980       | 455,000                     |
| County of Lancaster, Nebr., Industrial Development Rev.....  | 4.25          | 1982-1987       | 300,000                     |
| City of Lewisport, Ky., Ind. Bldg. Rev. Bonds.....   | 5.00          | 1988            | 500,000                     |
| Oakland County, Michigan, Sewage Disposal.....   | 4.375         | 1985            | 250,000                     |
| Trustees of the Oklahoma City Municipal Improvement<br>Authority Water System.....   | 4.20          | 2000            | 300,000                     |
| Oklahoma Turnpike Authority, Eastern Turnpike Section A<br>Rev. Bonds.....   | 5.00          | 2003            | 365,000                     |
| Oklahoma Turnpike Authority, (Southwestern Turnpike<br>Project), Turnpike Rev.....   | 4.75          | 2001            | 350,000                     |
| Ottumwa, Iowa, Water Rev.....  | 4.125         | 1993-2000       | 315,000                     |
| School District No. 187 (Cahokia) St. Clair County,<br>School Site and Building.....   | 4.25          | 1974 & 1975     | 250,000                     |
| St. Louis County, Missouri, Reorganized School District<br>No. R-6, School Bldg. & Site.....   | 4.25          | 1974-1976       | 255,000                     |
| South Bend School Building Corporation, St. Joseph County,<br>Indiana, First Mortgage Rev.....   | 4.00          | 1972 & 1973     | 250,000                     |
| Taylorville, Illinois, Water Rev.....  | 4.375         | 1987-1990       | 250,000                     |
| Tucson Airport Authority Rev.....  | 4.50-4.60     | 1985-1996       | 350,000                     |
| University of Illinois, Board of Trustees Rev.....   | 4.75          | 1984            | 500,000                     |
| University of Missouri, Dormitory Rev.....   | 4.00          | 1979 & 1980     | 100,000                     |
| University of Washington, Rev.....   | 4.125         | 1989 & 1990     | 250,000                     |
| West Virginia University, Board of Governors Agric. & Eng.<br>Building Rev.....  | 4.30          | 1984 & 1985     | 350,000                     |
|  |               |                 | <u>\$11,070,000</u>         |



## PUBLIC UTILITIES

|   | Coupon | Maturity | Principal Amount |
|---|--------|----------|------------------|
| Alabama Power Company, First Mtge.  | 3½     | 1972     | 77,000           |
| Appalachian Elec. Pr. Co., First Mtge.                                      | 3¼     | 1970     | 200,000          |
| Appalachian Elec. Pr. Co., First Mtge.                                      | 2½     | 1980     | 125,000          |
| Arizona Public Service Co., First Mtge.                                     | 3¼     | 1984     | 300,000          |
| Arkansas Power & Light Co., First Mtge.                                     | 3½     | 1982     | 400,000          |
| Arkansas Power & Light Co., First Mtge.                                     | 3¼     | 1984     | 200,000          |
| Atlantic City Elec. Co., First Mtge.  | 2½     | 1979     | 250,000          |
| Atlantic City Elec. Co., First Mtge.  | 2¾     | 1980     | 250,000          |
| Black Hills Power & Light Co., First Mtge.                                  | 5¼     | 1991     | 247,500          |
| Boston Edison Co., First Mtge., B.  | 2¾     | 1980     | 600,000          |
| Boston Edison Co., First Mtge., E.  | 3      | 1984     | 400,000          |
| Central Illinois Public Service Co., First Mtge., D.                        | 3½     | 1982     | 300,000          |
| Central Illinois Public Service Co., First Mtge., F.                        | 3¼     | 1984     | 50,000           |
| Central Power & Light Co., First Mtge., D.                                  | 3½     | 1982     | 300,000          |
| Central Power & Light Co., First Mtge., F.                                  | 3¼     | 1984     | 200,000          |
| Central Power & Light Co., First Mtge., G.                                  | 3¼     | 1986     | 250,000          |
| Cincinnati Gas & Elec. Co., First Mtge.                                     | 2½     | 1975     | 150,000          |
| Cincinnati Gas & Elec. Co., First Mtge.                                     | 2½     | 1978     | 385,000          |
| Cleveland Elec. Illuminating Co., First Mtge.                               | 3      | 1982     | 400,000          |
| Cleveland Elec. Illuminating Co., First Mtge.                               | 2¾     | 1985     | 200,000          |
| Cleveland Elec. Illuminating Co., First Mtge.                               | 3      | 1989     | 300,000          |
| Columbus & Southern Ohio Elec. Co., First Mtge.                             | 3½     | 1983     | 250,000          |
| Columbus & Southern Ohio Elec. Co., First Mtge.                             | 3¾     | 1986     | 250,000          |
| Commonwealth Edison Co., First Mtge., L.                                    | 3      | 1977     | 300,000          |
| Commonwealth Edison Co., First Mtge., N.                                    | 3      | 1978     | 200,000          |
| Commonwealth Edison Co., First Mtge., O.                                    | 3¼     | 1982     | 250,000          |
| Consolidated Edison Co. of New York, Inc.,<br>First & Ref. Mtge., D.        | 3      | 1972     | 100,000          |
| Consolidated Edison Co. of New York, Inc.,<br>First & Ref. Mtge., E.        | 3      | 1979     | 150,000          |
| Consolidated Edison Co. of New York, Inc.,<br>First & Ref. Mtge., A.        | 2¾     | 1982     | 350,000          |
| Consolidated Edison Co. of New York, Inc.,<br>First & Ref. Mtge., H.        | 3½     | 1982     | 100,000          |
| Consolidated Edison Co. of New York, Inc.,<br>First & Ref. Mtge., I.        | 3½     | 1983     | 200,000          |
| Consolidated Gas, Elec. Lt. & Pr. Co. of<br>Baltimore, First Ref. Mtge., U. | 2½     | 1981     | 600,000          |
| Consolidated Gas, Elec. Lt. & Pr. Co. of<br>Baltimore, First Ref. Mtge., Z. | 3      | 1989     | 400,000          |
| Consolidated Natural Gas Co., Deb.  | 3      | 1978     | 250,000          |
| Consolidated Natural Gas Co., Deb.  | 3½     | 1979     | 500,000          |
| Consumers Power Co., First Mtge.  | 2½     | 1975     | 300,000          |
| Consumers Power Co., First Mtge.  | 2½     | 1977     | 150,000          |
| Consumers Power Co., First Mtge.  | 3      | 1984     | 300,000          |
| Dallas Power & Light Co., First Mtge.                                       | 2½     | 1979     | 300,000          |
| Dallas Power & Light Co., First Mtge.                                       | 2¾     | 1980     | 300,000          |
| Dallas Power & Light Co., First Mtge.                                       | 3½     | 1983     | 150,000          |
| Dayton Power & Light Co., First Mtge.                                       | 2¾     | 1975     | 300,000          |
| Dayton Power & Light Co., First Mtge.                                       | 3      | 1978     | 300,000          |
| Delaware Power & Light Co., First Mtge. & Coll. Tr.                         | 2¾     | 1980     | 400,000          |
| Detroit Edison Co., Gen. & Ref. Mtge., H.                                   | 3      | 1970     | 50,000           |
| Detroit Edison Co., Gen. & Ref. Mtge., I.                                   | 2¾     | 1982     | 300,000          |
| Detroit Edison Co., Gen. & Ref. Mtge., J.                                   | 2¾     | 1985     | 250,000          |
| Detroit Edison Co., Gen. & Ref. Mtge., N.                                   | 2½     | 1984     | 150,000          |
| Duquesne Light Co., First Mtge.   | 2¾     | 1977     | 400,000          |
| Duquesne Light Co., First Mtge.   | 2½     | 1979     | 100,000          |
| Duquesne Light Co., First Mtge.   | 2¾     | 1980     | 100,000          |



# PUBLIC UTILITIES

|   | Coupon | Maturity | Principal Amount |
|---|--------|----------|------------------|
| Equitable Gas Co., First Mtge.....                  | 4½     | 1983     | 750,000          |
| Gulf Power Co., First Mtge.....                     | 3¼     | 1984     | 500,000          |
| Gulf States Utilities Co., First Mtge.....          | 3      | 1978     | 398,000          |
| Gulf States Utilities Co., First Mtge.....          | 2½     | 1979     | 100,000          |
| Gulf States Utilities Co., First Mtge.....          | 2½     | 1980     | 100,000          |
| Hawaiian Elec. Co., Ltd., First Mtge.....           | 4½     | 1989     | 250,000          |
| Houston Lighting & Power Co., First Mtge.....       | 2½     | 1974     | 170,000          |
| Houston Lighting & Power Co., First Mtge.....       | 3      | 1989     | 630,000          |
| Illinois Power Co., First Mtge.....                 | 2½     | 1976     | 100,000          |
| Illinois Power Co., First Mtge.....                 | 2½     | 1979     | 199,000          |
| Illinois Power Co., First Mtge.....                 | 2½     | 1980     | 300,000          |
| Illinois Power Co., First Mtge.....                 | 3½     | 1982     | 200,000          |
| Indiana & Michigan Elec. Co., First Mtge.....       | 3      | 1978     | 200,000          |
| Indiana & Michigan Elec. Co., First Mtge.....       | 2½     | 1980     | 400,000          |
| Indianapolis Power & Light Co., First Mtge.....     | 3      | 1974     | 200,000          |
| Indianapolis Power & Light Co., First Mtge.....     | 2½     | 1979     | 400,000          |
| Indianapolis Power & Light Co., First Mtge.....     | 3½     | 1983     | 150,000          |
| Iowa Power & Light Co., First Mtge.....             | 3¼     | 1973     | 79,000           |
| Iowa Power & Light Co., First Mtge.....             | 3      | 1978     | 210,000          |
| Iowa Power & Light Co., First Mtge.....             | 2¾     | 1979     | 209,000          |
| Kansas City Power & Light Co., First Mtge.....      | 2½     | 1976     | 200,000          |
| Kansas City Power & Light Co., First Mtge.....      | 2½     | 1978     | 200,000          |
| Kansas City Power & Light Co., First Mtge.....      | 2½     | 1980     | 200,000          |
| Long Island Lighting Co., First Mtge.....           | 3½     | 1982     | 400,000          |
| Louisville Gas & Electric Co., First Mtge.....      | 2¾     | 1979     | 600,000          |
| Louisville Gas & Electric Co., First Mtge.....      | 3½     | 1984     | 250,000          |
| Michigan Cons. Gas Co., First Mtge.....             | 3½     | 1980     | 500,000          |
| Missouri Power & Light Co., First Mtge.....         | 2½     | 1976     | 350,000          |
| Missouri Power & Light Co., First Mtge.....         | 2½     | 1979     | 250,000          |
| Missouri Power & Light Co., First Mtge.....         | 3¼     | 1984     | 300,000          |
| Missouri Public Service Co., First Mtge.....        | 4½     | 1987     | 500,000          |
| New Jersey Power & Light Co., First Mtge.....       | 3½     | 1984     | 500,000          |
| New York Power & Light Corp., First Mtge.....       | 2½     | 1975     | 300,000          |
| New York State Elec. & Gas Corp., First Mtge.....   | 3½     | 1988     | 250,000          |
| Niagara Mohawk Power Corp., Gen. Mtge.....          | 2½     | 1980     | 300,000          |
| Niagara Mohawk Power Corp., Gen. Mtge.....          | 3½     | 1984     | 300,000          |
| Northern Illinois Gas Co., First Mtge.....          | 3½     | 1979     | 315,000          |
| Northern Natural Gas Co., S. F. Deb.....            | 4½     | 1976     | 436,000          |
| Northern States Power Co., (Minn.) First Mtge.....  | 2¾     | 1975     | 275,000          |
| Northern States Power Co., (Minn.) First Mtge.....  | 3      | 1978     | 225,000          |
| Northern States Power Co., (Minn.) First Mtge.....  | 2¾     | 1979     | 100,000          |
| Northern States Power Co., (Minn.) First Mtge.....  | 3¼     | 1982     | 200,000          |
| Ohio Edison Co., First Mtge.....                    | 2½     | 1980     | 400,000          |
| Ohio Power Co., First Mtge.....                     | 3      | 1978     | 600,000          |
| Ohio Power Co., First Mtge.....                     | 3½     | 1984     | 150,000          |
| Oklahoma Gas & Elec. Co., First Mtge.....           | 2½     | 1975     | 200,000          |
| Oklahoma Gas & Elec. Co., First Mtge.....           | 2½     | 1980     | 300,000          |
| Oklahoma Gas & Elec. Co., First Mtge.....           | 3½     | 1982     | 150,000          |
| Oklahoma Gas & Elec. Co., First Mtge.....           | 3½     | 1988     | 350,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., J..... | 3      | 1970     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., T..... | 2½     | 1976     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., Q..... | 2½     | 1980     | 200,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., R..... | 3½     | 1982     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., S..... | 3      | 1983     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., X..... | 3½     | 1984     | 200,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., U..... | 3½     | 1985     | 100,000          |
| Pennsylvania Elec. Co., First Mtge.....             | 3½     | 1972     | 62,000           |
| Philadelphia Elec. Co., First & Ref. Mtge.....      | 2½     | 1978     | 300,000          |

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## PUBLIC UTILITIES (Con't)

|  | Coupon | Maturity | Principal Amount |
|--|--------|----------|------------------|
| Philadelphia Elec. Co., First & Ref. Mtge.....                       | 2¾     | 1981     | 300,000          |
| Portland General Electric Co., First Mtge.....                       | 4½     | 1987     | 500,000          |
| Portland General Electric Co., First Mtge.....                       | 5¼     | 1990     | 250,000          |
| Potomac Electric Power Co., First Mtge.....                          | 3¼     | 1977     | 120,000          |
| Potomac Electric Power Co., First Mtge.....                          | 3      | 1983     | 270,000          |
| Potomac Electric Power Co., First Mtge.....                          | 2¾     | 1985     | 210,000          |
| Potomac Electric Power Co., First Mtge.....                          | 3½     | 1988     | 300,000          |
| Public Service Co. of Colorado, First Mtge.....                      | 3½     | 1984     | 500,000          |
| Public Service Co. of Indiana, Inc., First Mtge., F....              | 3½     | 1975     | 140,000          |
| Public Service Co. of Indiana, Inc., First Mtge., G....              | 3½     | 1977     | 260,000          |
| Public Service Co. of Indiana, Inc., First Mtge., J....              | 3½     | 1982     | 200,000          |
| Public Service Co. of Indiana, Inc., First Mtge., K....              | 3½     | 1984     | 250,000          |
| Public Service Co. of N. Carolina, Inc., S. F. Deb....               | 4¾     | 1983     | 500,000          |
| Public Service Co. of Oklahoma, First Mtge., E.....                  | 3      | 1984     | 750,000          |
| Public Service Co. of Oklahoma, First Mtge., F.....                  | 4¼     | 1987     | 500,000          |
| Public Service Elec. & Gas Co., First & Ref. Mtge... 3               |        | 1972     | 220,000          |
| Public Service Elec. & Gas Co., First & Ref. Mtge... 2½              |        | 1979     | 280,000          |
| Public Service Elec. & Gas Co., First & Ref. Mtge... 2¾              |        | 1980     | 100,000          |
| Public Service Elec. & Gas Co., First & Ref. Mtge... 3¼              |        | 1984     | 300,000          |
| Public Service Elec. & Gas Co., Deb.....                             | 4½     | 1977     | 337,000          |
| St. Louis County Water Co., First Mtge., E.....                      | 3½     | 1985     | 500,000          |
| San Diego Gas & Elec. Co., First Mtge., C.....                       | 3      | 1978     | 400,000          |
| San Diego Gas & Elec. Co., First Mtge., E.....                       | 2½     | 1984     | 350,000          |
| Southern California Edison Co., First & Ref. Mtge., A.               | 3½     | 1973     | 135,000          |
| Southern California Edison Co., First & Ref. Mtge., B.               | 3      | 1973     | 200,000          |
| Southern California Edison Co., First & Ref. Mtge., C.               | 2½     | 1976     | 265,000          |
| Southern California Edison Co., First & Ref. Mtge., F.               | 3      | 1979     | 300,000          |
| Southern California Gas Co., First Mtge.....                         | 3¼     | 1970     | 38,000           |
| Southern Indiana Gas & Elec. Co., First Mtge.....                    | 3½     | 1984     | 250,000          |
| Tennessee Gas Transmission Co., First Mtge.....                      | 5¼     | 1977     | 38,000           |
| Tennessee Gas Transmission Co., First Mtge.....                      | 5½     | 1979     | 249,000          |
| Tennessee Gas Transmission Co., Deb.....                             | 5      | 1982     | 325,000          |
| Texas Eastern Transmission Corp., First Mortgage Pipeline Bonds..... | 4¾     | 1983     | 500,000          |
| Texas Elec. Service Co., First Mtge.....                             | 2¾     | 1975     | 290,000          |
| Texas Elec. Service Co., First Mtge.....                             | 2½     | 1979     | 250,000          |
| Texas Elec. Service Co., First Mtge.....                             | 3¼     | 1985     | 260,000          |
| Texas Power & Light Co., First Mtge.....                             | 2¾     | 1975     | 470,000          |
| Texas Power & Light Co., First Mtge.....                             | 3      | 1977     | 55,000           |
| Texas Power & Light Co., First Mtge.....                             | 3      | 1978     | 75,000           |
| Transcontinental Gas Pipeline Corp., First Mtge....                  | 5      | 1981     | 486,000          |
| Union Elec. Co. of Missouri, First Mtge. & Coll. Tr..                | 3½     | 1971     | 350,000          |
| Union Elec. Co. of Missouri, First Mtge. & Coll. Tr..                | 2½     | 1980     | 250,000          |
| Union Elec. Co. of Missouri, First Mtge. & Coll. Tr..                | 3¼     | 1982     | 250,000          |
| Union Elec. Co., First Mtge.....                                     | 3¾     | 1986     | 150,000          |
| Union Elec. Co., First Mtge.....                                     | 4½     | 1988     | 245,000          |
| Utah Power & Light Co., First Mtge.....                              | 2½     | 1980     | 250,000          |
| Virginia Elec. & Power Co., First & Ref. Mtge., E....                | 2¾     | 1975     | 300,000          |
| Virginia Elec. & Power Co., First & Ref. Mtge., F....                | 3      | 1978     | 200,000          |
| Virginia Elec. & Power Co., First & Ref. Mtge., H....                | 2¾     | 1980     | 100,000          |
| Virginia Elec. & Power Co., First & Ref. Mtge., K....                | 3½     | 1984     | 250,000          |
| Wisconsin Elec. Power Co., First Mtge.....                           | 2½     | 1976     | 100,000          |
| Wisconsin Elec. Power Co., First Mtge.....                           | 2¾     | 1980     | 500,000          |
| Wisconsin Elec. Power Co., First Mtge.....                           | 3½     | 1984     | 150,000          |

\$44,060,500



## TELEPHONES

|  | Coupon          | Maturity | Principal Amount |
|--|-----------------|----------|------------------|
| American Tel. & Tel. Co., Deb.....               | 2 $\frac{3}{4}$ | 1971     | \$200,000        |
| American Tel. & Tel. Co., Deb.....               | 3 $\frac{3}{8}$ | 1973     | 150,000          |
| American Tel. & Tel. Co., Deb.....               | 2 $\frac{3}{4}$ | 1982     | 175,000          |
| American Tel. & Tel. Co., Deb.....               | 3 $\frac{1}{4}$ | 1984     | 405,000          |
| American Tel. & Tel. Co., Deb.....               | 2 $\frac{3}{4}$ | 1986     | 35,000           |
| American Tel. & Tel. Co., Deb.....               | 2 $\frac{3}{4}$ | 1987     | 35,000           |
| American Tel. & Tel. Co., Deb.....               | 3 $\frac{1}{4}$ | 1990     | 250,000          |
| Bell Telephone Co. of Pennsylvania, Deb.....     | 3               | 1974     | 600,000          |
| Bell Telephone Co. of Pennsylvania, Deb.....     | 3 $\frac{1}{4}$ | 1996     | 250,000          |
| Illinois Bell Telephone Co., First Mtge., B..... | 3               | 1978     | 465,000          |
| Illinois Bell Telephone Co., First Mtge., A..... | 2 $\frac{3}{4}$ | 1981     | 235,000          |
| Michigan Bell Telephone Co., Deb.....            | 3 $\frac{1}{4}$ | 1988     | 550,000          |
| Mountain States Tel. & Tel. Co., Deb.....        | 3 $\frac{1}{4}$ | 1978     | 400,000          |
| Mountain States Tel. & Tel. Co., Deb.....        | 2 $\frac{3}{8}$ | 1986     | 200,000          |
| Mountain States Tel. & Tel. Co., Deb.....        | 3               | 1989     | 200,000          |
| Mountain States Tel. & Tel. Co., Deb.....        | 4 $\frac{3}{8}$ | 1988     | 200,000          |
| New England Tel. & Tel. Co., Deb.....            | 3               | 1982     | 400,000          |
| New England Tel. & Tel. Co., Deb.....            | 3 $\frac{1}{4}$ | 1991     | 600,000          |
| New Jersey Bell Telephone Co., Deb.....          | 3 $\frac{1}{4}$ | 1988     | 400,000          |
| New Jersey Bell Telephone Co., Deb.....          | 3               | 1989     | 305,000          |
| New Jersey Bell Telephone Co., Deb.....          | 2 $\frac{3}{4}$ | 1990     | 45,000           |
| New York Telephone Co., Ref. Mtge., E.....       | 3 $\frac{1}{8}$ | 1978     | 100,000          |
| New York Telephone Co., Ref. Mtge., F.....       | 3               | 1981     | 270,000          |
| New York Telephone Co., Ref. Mtge., D.....       | 2 $\frac{3}{4}$ | 1982     | 230,000          |
| New York Telephone Co., Ref. Mtge., I.....       | 3 $\frac{3}{8}$ | 1996     | 400,000          |
| Northwestern Bell Tel. Co., Deb.....             | 2 $\frac{3}{4}$ | 1984     | 600,000          |
| Northwestern Bell Tel. Co., Deb.....             | 3 $\frac{1}{4}$ | 1996     | 400,000          |
| Pacific Tel. & Tel. Co., Deb.....                | 3 $\frac{1}{4}$ | 1978     | 100,000          |
| Pacific Tel. & Tel. Co., Deb.....                | 3 $\frac{1}{8}$ | 1983     | 50,000           |
| Pacific Tel. & Tel. Co., Deb.....                | 2 $\frac{3}{4}$ | 1985     | 450,000          |
| Southern Bell Tel. & Tel. Co., Deb.....          | 3               | 1979     | 175,000          |
| Southern Bell Tel. & Tel. Co., Deb.....          | 2 $\frac{3}{4}$ | 1985     | 275,000          |
| Southern Bell Tel. & Tel. Co., Deb.....          | 2 $\frac{3}{8}$ | 1987     | 250,000          |
| Southern Bell Tel. & Tel. Co., Deb.....          | 3 $\frac{1}{8}$ | 1989     | 100,000          |
| Southwestern Bell Tel. Co., Deb.....             | 3 $\frac{1}{8}$ | 1983     | 250,000          |
| Southwestern Bell Tel. Co., Deb.....             | 2 $\frac{3}{4}$ | 1985     | 450,000          |
| Southwestern Bell Tel. Co., Deb.....             | 4 $\frac{3}{8}$ | 1995     | 300,000          |
| Southwestern Bell Tel. Co., Deb.....             | 4 $\frac{3}{4}$ | 1992     | 500,000          |
| United Tel. Co. of Penn., First Mtge.....        | 5               | 1991     | 294,000          |

\$11,294,000



## RAILROADS

|  | Coupon | Maturity                      | Principal Amount   |
|--|--------|-------------------------------|--------------------|
| Atchison, Topeka & Santa Fe Ry. Co., General Mtge.                               | 4      | 1995                          | \$500,000          |
| Atlantic Coast Line R. R. Co., First Mtge., Series F                             | 4½     | 1988                          | 250,000            |
| Atlantic Coast Line R.R. Co., Eq. Tr., K.  | 4½     | 1971 & 1972                   | 250,000            |
| Chicago, Burlington & Quincy R.R. Co., First & Ref. Mtge.                        | 3½     | 1985                          | 100,000            |
| Chicago, Burlington & Quincy R.R. Co., First & Ref. Mtge.                        | 3      | 1990                          | 199,000            |
| Chicago, Milwaukee, St. Paul, & Pacific R.R. Co., Eq. Tr. "MM"                   | 2½     | 1964 & 1965                   | 200,000            |
| Chicago, Milwaukee, St. Paul & Pacific R.R. Co., Cond. Sale Contract.            | 5½     | 1964-1976                     | 200,000            |
| Chicago, Milwaukee, St. Paul & Pacific R. R. Co., Cond. Sale Contract.           | 5½     | 1964-1977                     | 445,332            |
| Chicago, Rock Island & Pacific R.R. Co., First Mtge., A.                         | 2½     | 1980                          | 500,000            |
| Cincinnati Union Terminal Co., First Mtge., G.                                   | 2¾     | 1974                          | 79,000             |
| Cleveland, Cincinnati, Chicago & St. Louis Ry. Co., Gen. Mtge., A.               | 4      | 1993                          | 200,000            |
| Delaware & Hudson Railroad Corp., Series A, First & Gen. Mtge. Bonds             | 5½     | 1983                          | 500,000            |
| Kansas City Southern Ry. Co., First Mtge., C.                                    | 3½     | 1984                          | 500,000            |
| Kansas City Terminal Ry. Co., First Mtge.  | 2¾     | 1974                          | 200,000            |
| Louisville & Nashville R. R. Co., Collateral Trust Bonds                         | 4½     | 1987                          | 250,000            |
| Minneapolis, St. Paul & Sault Ste. Marie Ry. Co.,<br>First Ref. Mtge., B. (Reg.) | 5½     | 1978                          | 71,905             |
| Missouri Pacific R.R. Co., Eq. Tr. "G"   | 4½     | 1968-1972                     | 165,000            |
| New York Central & Hudson River R.R., First Mtge.                                | 3½     | 1997                          | 10,000             |
| New York Central & Hudson River R.R., First Mtge. (Reg.)                         | 3½     | 1997                          | 140,000            |
| Northern Pacific Ry. Co., Prior Lien Mtge.                                       | 4      | 1997                          | 200,000            |
| St. Louis-San Francisco Ry. Co., Cond.<br>Sales Agr.                             | 3½     | Semi-annually<br>through 1970 | 238,000            |
| St. Louis-San Francisco Ry. Co., Cond.<br>Sales Agr.                             | 5¼     | Semi-annually<br>through 1975 | 119,442            |
| St. Louis Southwestern Ry. Co., First Mtge.                                      | 4      | 1989                          | 800,000            |
| Seaboard Air Line R.R. Co., First Mtge., B.                                      | 3      | 1980                          | 500,000            |
| Southern Pacific Co., San Francisco Terminal First Mtge., A.                     | 3½     | 1975                          | 196,000            |
| Terminal R.R. Association of St. Louis Ref. & Imp. Mtge., D.                     | 2½     | 1985                          | 600,000            |
| Terminal R.R. Association of St. Louis Ref. & Imp. Mtge., C.                     | 4      | 2019                          | 75,000             |
| Texas & Pacific Ry. Co., First Mtge.   | 5      | 2000                          | 180,000            |
| Union Pacific R.R. Co., Ref. Mtge., C.   | 2½     | 1991                          | 600,000            |
| Wabash Railroad Co., Con. Sales Agr.   | 5      | Semi-annually<br>through 1977 | 445,632            |
|  |        |                               | <b>\$8,794,311</b> |



# INDUSTRIAL & MISCELLANEOUS

|  | Coupon          | Maturity  | Principal Amount |
|--|-----------------|-----------|------------------|
| Acceptance Finance Co., Sr. Note                                   | 5 $\frac{1}{8}$ | 1975      | \$250,000        |
| Aetna Finance Co., Conv. Sub. Deb.                                 | 5 $\frac{1}{8}$ | 1975      | 230,000          |
| Aetna Finance Co., Sr. Notes                                       | 5               | 1982      | 250,000          |
| Aldens, Inc., Notes  | 5 $\frac{1}{8}$ | 1964-1976 | 440,000          |
| Aldens, Inc., S. F. Sr. Sub. Notes                                 | 5 $\frac{1}{8}$ | 1982      | 350,000          |
| Allied Chemical & Dye Corp., Deb.                                  | 3 $\frac{1}{2}$ | 1978      | 900,000          |
| Aluminum Co. of America, Deb.                                      | 3               | 1979      | 750,000          |
| Aluminum Co. of America, Deb.                                      | 4 $\frac{1}{4}$ | 1982      | 249,000          |
| Aluminum Co. of America, S. F. Deb.                                | 3 $\frac{1}{8}$ | 1983      | 225,000          |
| American Can Co., Deb.   | 3 $\frac{1}{2}$ | 1988      | 750,000          |
| American Investment Co. of Illinois, Notes                         | 3 $\frac{1}{8}$ | 1966      | 83,000           |
| American Investment Co. of Illinois, Notes                         | 3 $\frac{1}{2}$ | 1974      | 150,000          |
| American Investment Co. of Illinois, Conv. Capital Notes           | 4 $\frac{1}{2}$ | 1981      | 66,000           |
| American Investment Co. of Illinois, Sub. Notes                    | 5 $\frac{1}{8}$ | 1981      | 500,000          |
| Anheuser-Busch, Inc., Deb.   | 3 $\frac{1}{8}$ | 1977      | 699,000          |
| A. J. Armstrong Company, Inc., Sr. Notes                           | 4 $\frac{1}{2}$ | 1978      | 500,000          |
| Associates Investment Co., Notes                                   | 3 $\frac{1}{2}$ | 1967      | 500,000          |
| Atlantic Refining Co., Deb.  | 3 $\frac{1}{4}$ | 1979      | 285,000          |
| Atlantic Steel Co., S. F. Notes                                    | 6               | 1982      | 500,000          |
| Automatic Canteen Company of America, Deb.                         | 5 $\frac{1}{8}$ | 1981      | 350,000          |
| Bishop of the Catholic Diocese of Jefferson City, Mo., First Mtge. | 5               | 1974      | 482,000          |
| Blackstone Properties, Inc., Series B Notes                        | 5 $\frac{1}{2}$ | 1983      | 328,862          |
| Brown Shoe Co., Inc., Deb.   | 3 $\frac{1}{2}$ | 1971      | 131,000          |
| Caterpillar Tractor Co., Deb.                                      | 4 $\frac{1}{2}$ | 1977      | 439,000          |
| C. I. T. Financial Corp., Deb.                                     | 3 $\frac{1}{8}$ | 1970      | 250,000          |
| Commercial Credit Co., Notes                                       | 3 $\frac{1}{2}$ | 1965      | 750,000          |
| Commercial Credit Co., Deb.  | 4 $\frac{1}{8}$ | 1978      | 250,000          |
| Continental Baking Co., Deb.                                       | 3               | 1965      | 297,000          |
| Continental Oil Co., Deb.  | 3               | 1984      | 495,000          |
| Crown Finance Corporation, Senior Notes                            | 5 $\frac{1}{4}$ | 1971      | 120,000          |
| Crown Finance Corporation, Sub. Notes                              | 6 $\frac{1}{4}$ | 1971      | 90,000           |
| Dial Finance Co., Jr. S. F. Notes                                  | 4.90            | 1978      | 500,000          |
| Duffy-Mott Company, Inc., S. F. Notes                              | 4 $\frac{1}{2}$ | 1983      | 400,000          |
| Edison Brothers Stores, Inc., Notes                                | 4.90            | 1983      | 800,000          |
| Emporium Capwell Co., Installment Notes                            | 4 $\frac{1}{2}$ | 1983      | 750,000          |
| Fidelity Acceptance Corporation, Sr. Notes                         | 5               | 1973      | 250,000          |
| Fidelity Acceptance Corporation, Sub. Notes                        | 5 $\frac{1}{8}$ | 1973      | 250,000          |
| Flintkote Company, Deb.  | 4 $\frac{1}{2}$ | 1977      | 500,000          |
| General Acceptance Corporation, 15 Yr. Sr. Sub. Notes              | 5               | 1978      | 500,000          |
| General American Transportation Corp., Equip. Trust Certfs.        | 4 $\frac{1}{8}$ | 1978      | 447,000          |
| General Electric Co., Deb.   | 3 $\frac{1}{2}$ | 1976      | 500,000          |
| General Finance Corporation, Sr. Notes                             | 4 $\frac{1}{2}$ | 1982      | 500,000          |
| General Motors Acceptance Corp., Deb.                              | 3               | 1969      | 600,000          |
| General Motors Acceptance Corp., Deb.                              | 3 $\frac{1}{8}$ | 1975      | 150,000          |
| General Motors Acceptance Corp., Deb.                              | 4               | 1979      | 250,000          |
| General Motors Corporation, Deb.                                   | 3 $\frac{1}{4}$ | 1979      | 750,000          |
| Walter E. Heller & Co., Sr. Notes                                  | 5               | 1982      | 500,000          |
| Walter E. Heller & Co., Deb.                                       | 5 $\frac{1}{4}$ | 1973      | 350,000          |
| Walter E. Heller & Co., Sub. Serial Notes                          | 5 $\frac{1}{4}$ | 1965-1974 | 350,000          |
| Hilton Hotels Corporation, Deb.                                    | 6               | 1984      | 250,000          |
| Industrial Finance and Thrift Corp., Sr. Notes                     | 5               | 1975      | 500,000          |
| Inland Steel Co., First Mtge., I.                                  | 3.20            | 1982      | 174,000          |
| Kentucky Finance Company, Inc., Notes                              | 5 $\frac{1}{2}$ | 1975      | 250,000          |
| Kimberly-Clark Corp., S. F. Deb.                                   | 3 $\frac{1}{4}$ | 1983      | 500,000          |

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## INDUSTRIAL & MISCELLANEOUS (Cont'd)

|  | Coupon | Maturity | Principal Amount |
|--|--------|----------|------------------|
| Liberty Loan Corp., Notes                                  | 5%     | 1980     | 350,000          |
| Liberty Loan Corp., Notes                                  | 5%     | 1975     | 500,000          |
| Liberty Loan Corp., Sub. Notes                             | 5      | 1978     | 500,000          |
| The Mastan Co., Inc., Sr. Notes                            | 5      | 1978     | 500,000          |
| May Department Stores Co., Deb.                            | 3%     | 1978     | 500,000          |
| Midland Guardian Company, Sr. Term Notes                   | 5      | 1980     | 500,000          |
| Midland-Guardian, Jr. Sub. Notes                           | 6%     | 1977     | 250,000          |
| Modern Homes Finance Co., Collateral Trust Deb. Series "B" | 6%     | 1974     | 250,000          |
| National Distillers & Chemical Corp., S. F. Deb.           | 4%     | 1983     | 463,000          |
| National Steel Corp., First Mtge.                          | 3%     | 1986     | 500,000          |
| Ohio Brass Company, Notes                                  | 5%     | 1976     | 500,000          |
| Ozark Air Lines, Inc., Conv. Sub. Deb.                     | 6%     | 1978     | 200,000          |
| Pacific Finance Corp., Notes                               | 5%     | 1980     | 250,000          |
| Pacific Finance Corp., Deb.                                | 5%     | 1981     | 500,000          |
| Philco Finance Corp., Deb.                                 | 5%     | 1981     | 400,000          |
| Phillips Petroleum Co., Conv. Sub. Deb.                    | 4%     | 1987     | 300,000          |
| Pioneer Finance Company, Sub. Deb.                         | 6%     | 1973     | 250,000          |
| Pioneer Finance Company, S. F. Sr. Notes                   | 5%     | 1977     | 250,000          |
| Pioneer Finance Company, S. F. Sr. Notes, Series I         | 5%     | 1977     | 250,000          |
| Ralston Purina Company, S. F. Deb.                         | 4%     | 1988     | 500,000          |
| R. J. Reynolds Tobacco Co., Deb.                           | 3      | 1973     | 196,000          |
| Safeway Stores, Inc., Deb., B.                             | 4%     | 1969     | 220,000          |
| Seaboard Finance Co., Deb.                                 | 5%     | 1980     | 500,000          |
| Sinclair Oil Co., Conv. Deb.                               | 4%     | 1986     | 250,000          |
| Socony-Mobil Oil Co., Deb.                                 | 2%     | 1976     | 300,000          |
| Sperry Rand Corp., Deb.                                    | 5%     | 1982     | 477,000          |
| Standard Financial Corp., Sr. Notes                        | 5      | 1982     | 350,000          |
| Standard Oil Co. (New Jersey), Deb.                        | 2%     | 1974     | 600,000          |
| Standard Oil Co. (Ohio), Deb.                              | 4%     | 1982     | 492,000          |
| State Loan & Finance Corp., Deb.                           | 5.40   | 1981     | 350,000          |
| Sterling Drug, Inc., Deb.                                  | 3%     | 1980     | 500,000          |
| Sylvania Electric Products, Inc., S. F. Deb.               | 4%     | 1980     | 500,000          |
| Talcott (James), Senior Notes                              | 5%     | 1973     | 250,000          |
| Talcott (James), Subordinated Notes                        | 5%     | 1973     | 250,000          |
| Talcott (James), Sr. Notes                                 | 4%     | 1977     | 100,000          |
| Talcott (James), Capital Notes                             | 5      | 1979     | 100,000          |
| Talcott (James), Senior Notes                              | 5%     | 1979     | 250,000          |
| Talcott (James), Senior Notes                              | 5%     | 1980     | 150,000          |
| Talcott (James), Senior Notes                              | 5%     | 1980     | 150,000          |
| Van Camp Sea Food Co., Sr. Prom. Notes                     | 4%     | 1977     | 175,000          |
| Victor Comptometer Corp., S. F. Deb.                       | 4%     | 1988     | 250,000          |
| West Virginia Pulp & Paper Co., Deb.                       | 4      | 1978     | 500,000          |
| Total Principal Amount                                     |        |          | \$36,153,862     |
|  |        |          | \$120,942,873    |



## PREFERRED STOCKS

|   | Number of<br>Shares |
|---|---------------------|
| American Water Works Co., Inc., 4.90% Series, \$25 Par Value.....             | 20,000              |
| Cleveland-Cliffs Iron Company, \$4.50, \$100 Par Value.....                   | 2,000               |
| Gas Service Company, 5%, \$100 Par Value.....                                 | 3,500               |
| General Contract Finance Corporation, 5½% Conv., \$20 Par Value.....          | 3,000               |
| Laclede Gas Company, 4.56% Cum. Prf., \$25 Par Value.....                     | 20,000              |
| Midwestern Gas Transmission Company, 5½%, \$100 Par Value.....                | 3,500               |
| Murphy Corporation, 5½%, \$100 Par Value.....                                 | 2,820               |
| National Distillers & Chemical Corp., 4¼%, \$100 Par Value.....               | 3,500               |
| Natural Gas Pipeline Company of America, 5½%, \$100 Par Value.....            | 2,390               |
| Natural Gas Pipeline Company of America, 5½%, \$100 Par Value.....            | 2,500               |
| Panhandle Eastern Pipe Line Co., 4.64%, \$100 Par Value.....                  | 5,000               |
| Permanente Cement Company, 5% Conv., \$50 Par Value.....                      | 5,000               |
| Pettibone Mulliken Corp., 5.75 Cum. Prf. Stock, \$100 Par Value.....          | 2,375               |
| Puget Sound Power & Light Co., 4.84%, \$100 Par Value.....                    | 3,500               |
| South Carolina Elec. & Gas. Co., 4.60% Series, Cum. Prf., \$50 Par Value..... | 7,000               |
| Tennessee Gas Transmission Company, 5.24%, \$100 Par Value.....               | 3,500               |
| Thomas Industries, Inc., 5.00% Series, Cum. Prf., \$100 Par Value.....        | 1,349               |
| Transcontinental Gas Pipeline, 5.26% Cum. Prf., \$100 Par Value.....          | 3,500               |
| Market Value of Preferred Stocks.....   | \$5,756,564         |

## COMMON STOCKS

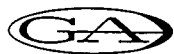
### PUBLIC UTILITIES

|  | Number of<br>Shares |
|--|---------------------|
| American Tel. & Tel. Company.....          | 735                 |
| Laclede Gas Company.....                   | 5,200               |
| Midwestern Gas Transmission.....           | 20                  |
| Niagara Mohawk Power Corporation.....      | 7,086               |
| Ohio Edison Company.....                   | 4,500               |
| Pacific Gas & Electric Company.....        | 4,725               |
| Public Service Electric & Gas Company..... | 3,000               |
| Tennessee Gas Transmission Company.....    | 8,000               |
| Union Electric Company.....                | 6,200               |

### INDUSTRIALS

|  |              |
|--|--------------|
| American Investment Company of Illinois..... | 6,540        |
| Bankers Trust Company.....                   | 700          |
| Chase Manhattan Bank.....                    | 300          |
| Consolidated Cigar Corporation.....          | 4,498        |
| Continental Can Company.....                 | 1,500        |
| General Motors Corporation.....              | 2,600        |
| Goodyear Tire & Rubber Company.....          | 2,000        |
| Martin-Marietta Company.....                 | 4,500        |
| May Department Stores Company.....           | 4,500        |
| Missouri Portland Cement Company.....        | 4,000        |
| Morgan Guaranty Trust Company.....           | 400          |
| National Dairy Products Company.....         | 2,500        |
| National Lead Company.....                   | 3,200        |
| Parke, Davis & Company.....                  | 2,700        |
| Philadelphia National Bank.....              | 1,100        |
| Standard Oil Company (Indiana).....          | 4,500        |
| Standard Oil Company (New Jersey).....       | 4,156        |
| Union Oil Company of California.....         | 2,960        |
| United States Gypsum.....                    | 700          |
| United States Steel Corporation.....         | 1,400        |
| Market Value of Common Stocks.....           | \$4,333,244  |
| Total Market Value of Stocks.....            | \$10,089,808 |

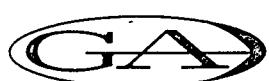




**GENERAL AMERICAN LIFE**  
INSURANCE COMPANY ST. LOUIS







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1963  
A YEAR  
OF UNPRECEDENTED  
GROWTH



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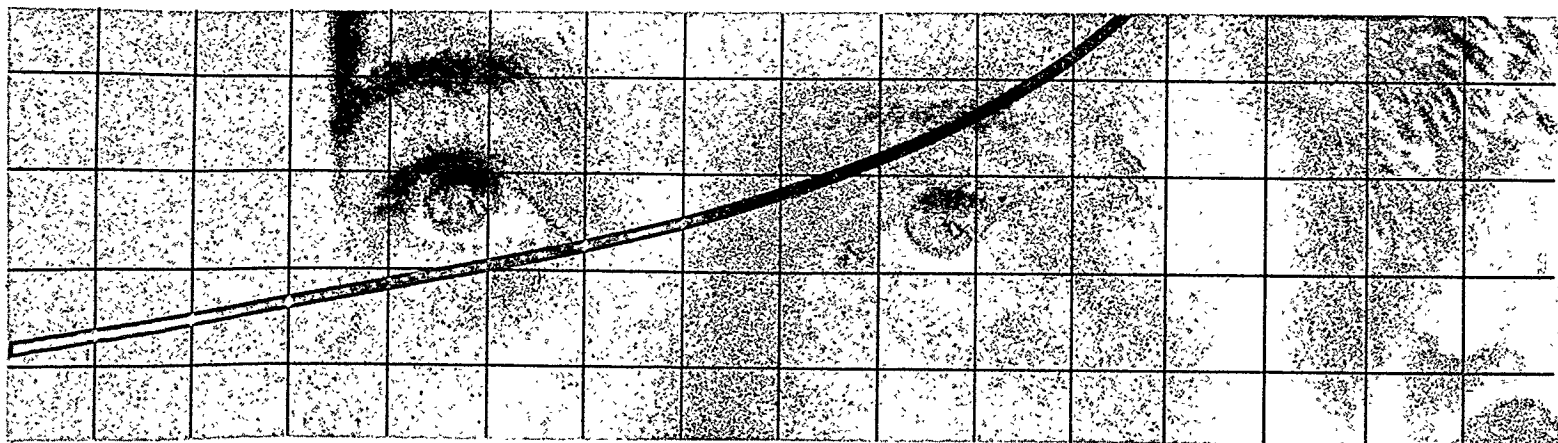
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1963 A YEAR OF UNPRECEDENTED GROWTH



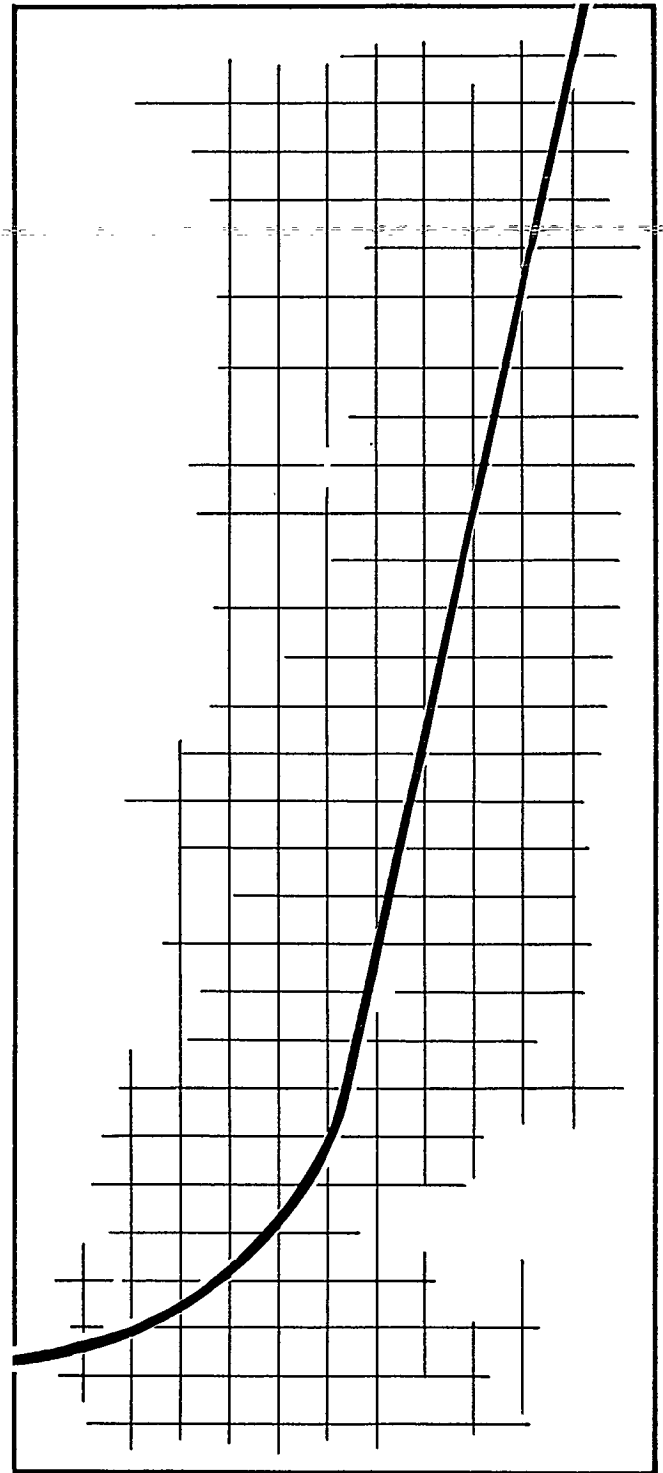
**GA** **GENERAL AMERICAN** LIFE INSURANCE COMPANY 1963 ANNUAL REPORT

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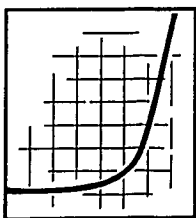


## HIGHLIGHTS

|  | 1963            | 1962            |
|--|-----------------|-----------------|
| Life Insurance in Force.....   | \$3,758,289,171 | \$3,443,485,505 |
| Total Assets.....  | 331,548,612     | 311,805,808     |
| Total Surplus.....   | 23,789,761      | 22,617,356      |
| *   *   *   *  |                 |                 |
| Life Insurance Sales.....  | 461,030,343     | 247,257,679     |
| Individual.....  | 204,300,800     | 158,071,600     |
| Group.....   | 256,729,543     | 89,186,079      |
| Health Insurance Sales (Premiums).....                                     | 5,669,121       | 3,662,450       |
| Individual.....  | 548,392         | 531,874         |
| Group.....   | 5,129,719       | 3,130,576       |
| Operating Income From<br>All Sources.....                                  | 110,191,800     | 102,308,592     |
| Operating Expenses.....  | 17,705,890      | 15,825,437      |
| Policyholders' Benefits, and Amounts<br>set aside for future Benefits..... | 78,006,877      | 70,299,142      |
| Dividends to Policyholders.....  | 10,942,744      | 10,886,745      |







1963  
THE BIGGEST  
YEAR IN  
OUR HISTORY





The year 1963 was the best sales year in General American's history. Life insurance sales totaled \$461,030,343 — or 86.45% ahead of 1962. By comparison, the entire life insurance industry had an excellent year with an increase of 11%.

Health insurance sales in 1963 accounted for \$5,669,111 in premiums, or 54.79% over the comparable figure for 1962.

General American is growing at a substantially faster rate than the life insurance industry as a whole. Less than 15 years ago, General American's life insurance in force reached one billion dollars. At the end of 1963, life insurance in force totaled \$3,758,289,171. We anticipate that in 1964 the company's in-force figure will top \$4 billion, a noteworthy milestone.

General American's success in 1963 can be attributed in large part to the development of new products tailored to the needs of modern Americans... and to the ability of General American sales representatives to fit insurance protection to the financial needs of individual and group clients.

Other significant achievements were recorded in 1963. Income from all sources rose by over \$8,000,000 and totaled \$110,191,800. Assets increased by about \$20,000,000 to a year-end total of \$331,548,000. The net rate of return on invested assets, before federal income taxes, rose to a new high of 4.68%, compared to 4.61% in 1962. Benefits of all kinds paid or set aside for policyholders

and beneficiaries also reached a new high of \$88,949,621, an increase of \$7,763,734. This reflects not only the larger scope of our operations, but somewhat higher mortality experience — a condition that was general throughout the life insurance business in 1963.

In 1963, the company entered Minnesota and the Dominion of Canada. This extends our operating territory to 41 states, the District of Columbia, and Canada.

The year 1963 was one of phenomenal growth and established an all-time high in service for General American Life. To those who made this record possible, to our policyholders, our field and home office associates, and our directors, we express deep appreciation.



*Sidney W. Souers*

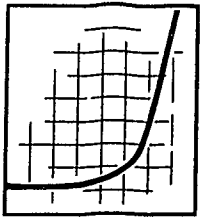
*Sidney W. Souers, Chairman*



*Frederic M. Peirce*

*Frederic M. Peirce, President*





## 1963 BENEFIT PAYMENTS TOPPED ALL PREVIOUS HIGHS

During the twelve months ended December 31, 1963, General American issued a record 310,000 benefit payments totaling more than \$77,070,607 to families throughout North America. Of this amount, \$25,449,677 was paid to life insurance beneficiaries . . . \$30,040,759 for health care and disability income benefits . . . \$1,782,403 in pension plan annuities and endowment program benefits. Other benefits included \$10,942,744 in policyholder dividends, plus cash value payments amounting to \$8,855,024.

### A FEW OF THE MANY PEOPLE WHO BENEFITED FROM GENERAL AMERICAN PROTECTION

TEXAS. Two young brothers, publishers of a small-town newspaper, each recently took out \$35,000 of life insurance through their General American agent. The insurance was to underwrite the cost of a buy-and-sell agreement, should either brother die. Not long after the policy was written, one of the young journalists developed cancer and passed away in a matter of weeks. Despite this personal tragedy, the surviving partner was at least able — thanks to the General American insurance benefit — to buy full control of the paper from his deceased brother's family and continue publication. The bereaved family, in turn, received \$35,000 to help tide them through this unforeseen emergency.

The newspaper in Denver City, Texas still comes out on time despite the fact that one of the two young brothers who owned it died suddenly, leaving behind a widow who knew little about the business of journalism. Thanks to life insurance written by General American representative L. Calvin Stewart (right), the surviving brother Gene Snyder (left) was able to buy the complete ownership of the newspaper and continue to run it — and at the same time provide for his deceased brother's widow, Mrs. Berle Snyder (center).

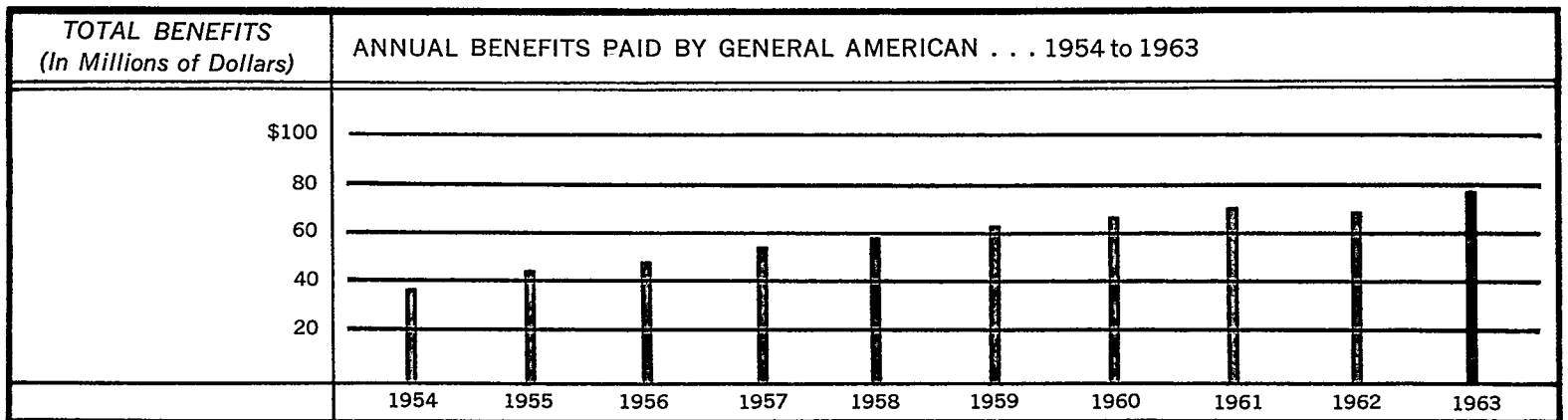
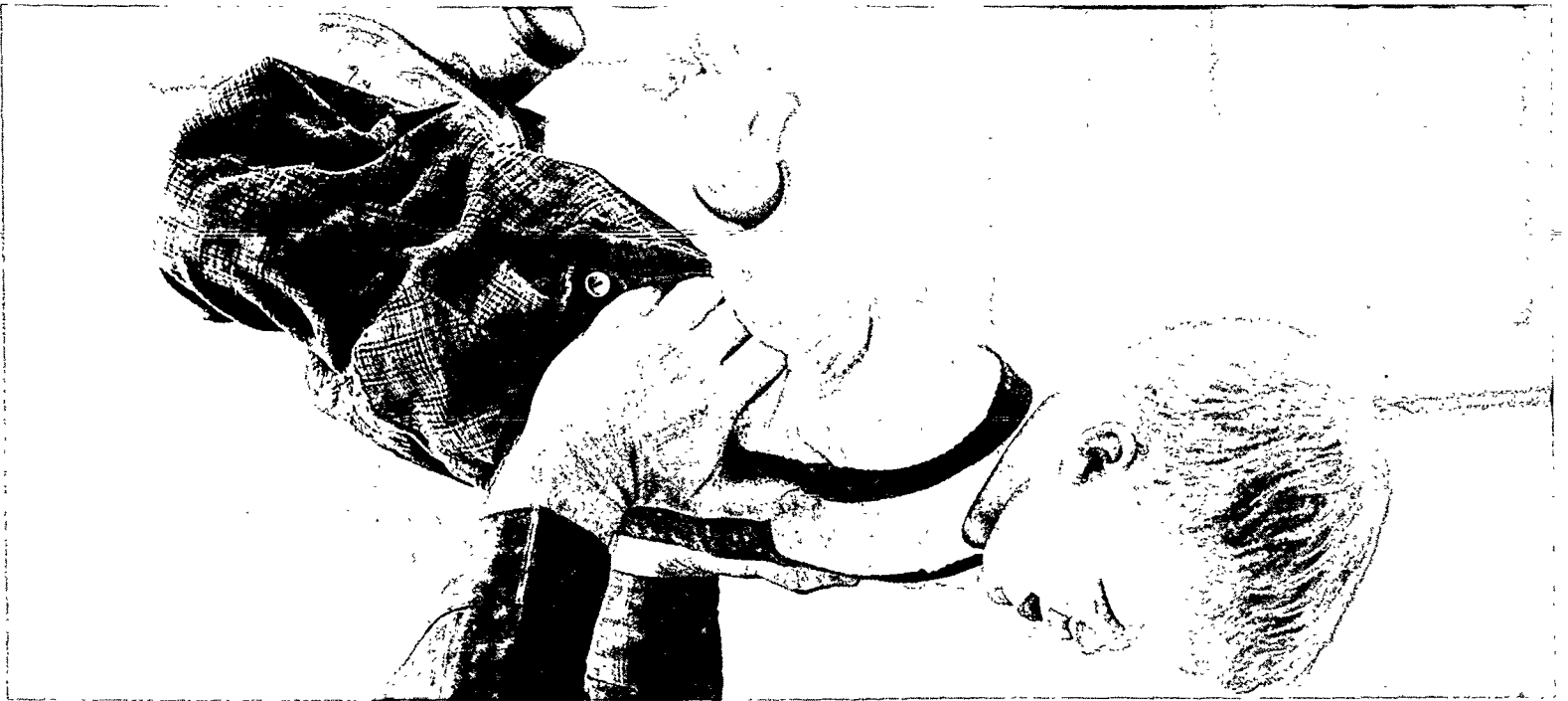


FLORIDA. In 1963 General American concluded payments on one of its most extended disability benefit cases of all time when, at the age of 70, a policyholder died after *28 years of total disability*. The policyholder, owner of a lumber company back in the fall of 1934, had been on a carefree hunting trip with his teenage son when a freak accident occurred. The man was struck by shotgun pellets and sustained permanent injury to the brain and remained a semi-invalid for the next 28 years. The fact that he had disability income coverage helped. During these years, General American paid him a total of \$74,715. Interestingly, *he had paid premiums of only \$99.*

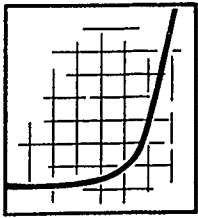
OKLAHOMA. One of the largest life claims paid by General American in 1963 totaled more than a quarter-million dollars. The man involved, an executive vice president for a large midwestern oil drilling company, carried personal life insurance, and his employer had insured his life in 1960 under a key-man insurance plan. Last year the executive, though apparently in good health, had a fatal heart attack while visiting the college his daughter attended. Benefits paid by General American to the estate for his family totaled \$56,945, the face amount of personal policies plus dividends. And though the drilling company had lost an important executive, it was able to continue functioning with the aid of \$200,000 benefits from the key-man insurance policy.

TEXAS. Among the many families who benefited from General American major medical group insurance protection was a young couple whose medical bills in a 21-month period amounted to more than \$23,800. In October 1961, the 23-year-old husband fell while fixing the roof of his home and suffered serious spinal injuries. Fortunately, he was insured under the major medical program at his wife's place of employment. Hospitalized for almost two years, the young man's hospital bills alone came to \$18,045, plus an additional \$5,766 for surgery and drugs. Some of these bills were paid by a base plan of hospital-medical-surgical group insurance. But the most substantial help came from a \$10,000 General American major medical payment — the maximum payment under his wife's group protection program.









## GENERAL AMERICAN'S SUBSTANTIAL GAINS AIDED BY



INDIVIDUAL LIFE SALES TOTALED \$204,300,800  
... INCREASE OF 29.25 PER CENT OVER 1962

At the outset of 1963 General American introduced a new line of individual life insurance which represented the most sweeping change in the company's history. We were in the vanguard of major companies to adopt the newest official mortality table, and to issue a completely new line based on this table.

Rather than simply revising premiums, rates and values on the coverages that are offered, we took the opportunity to make sweeping innovations and to introduce many new coverages designed to meet the protection and savings needs of modern Americans.

Retained in the company's new and improved line of coverages for individuals, "Economaster" — long a favorite with General American fieldmen and policyholders — continued to attract great numbers of new policyholders, as one of the lowest net cost, permanent life insurance policies anywhere.

Unusually popular among coverages introduced under the new line is the Family Plan which provides, in one low cost package, insurance on a man, his wife, children and any offspring the couple may have in the future. A recent survey showed that of all adult policies to which the Family Plan rider could properly be added, 25% of those policies were issued with this special feature.

Simultaneously with introduction of its new individual life insurance coverages, General American introduced a new line of individual pension plans based on the new mortality table.



## INTRODUCTION OF NEW PROGRAMS, EXTENDED COVERAGE

The attractiveness of General American's new products undoubtedly did much to influence the substantial increase in sales in this area. But another strong factor contributing to individual life growth was the effectiveness of conscientious, trained General American agents who sought to — and succeeded in — tailoring coverages to fit their clients' precise financial situations.

### INDIVIDUAL HEALTH PREMIUM INCOME ROSE 12.6 PER CENT . . . NEW MAJOR MEDICAL PLAN INTRODUCED

Highlighting General American's activities in the individual health insurance field in 1968 was introduction, in mid-year, of a new Lifetime Major Medical Policy. This new coverage rounded out the company's individual health line which already included a Lifetime Hospital Expense Policy and a Disability Income Policy, non-cancellable to age 65.

Major Medical is available in amounts of \$10,000, \$15,000 and \$20,000, depending on income, and can cover the breadwinner alone or his entire family.

Like other General American health coverages, the new Lifetime Major Medical Plan is characterized by a great deal of flexibility so that it can be tailored around existing coverages. The company introduced the plan to meet the urgent need of financial protection to help cover health care bills resulting from *major* sickness or injury such as cancer — heart disease — brain injury — chronic arthritis.

This year 1 in 13 families will be struck by serious sickness or injury and will spend more than 20% of its income on

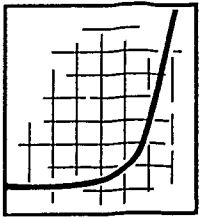
medical bills. One million families will spend more than 50% of their income on medical care. But for those protected by General American's Lifetime Major Medical Plan, it can be an entirely different situation . . . with substantial help in meeting the bills.

General American representatives participated in intensive training sessions on individual health insurance, including new Major Medical, further enhancing their ability to tailor the new Major Medical around existing base plans, and prescribe coverage best suited to each family's needs.



Allen Bierman (center) a representative of the Adam Rosenthal Agency of St. Louis is shown here with Mr. and Mrs. Alan Steinberg to whom the company's first Lifetime Major Medical policy was issued. Actually Al Bierman discussed Major Medical with the Steinbergs two weeks before the company officially introduced the coverage. He knew the Steinbergs were interested in coverage to supplement the basic hospital-medical insurance they already had — and that they had received proposals from three companies for Major Medical plans to supplement this coverage. "Wait for General American's proposal" Al asked the Steinbergs. They did — and they bought it — with the comment "There is no comparison. We'll take your plan."





GROUP LIFE SALES \$256,729,543, AN INCREASE OF \$167,543,464. GROUP HEALTH SALES UP 63.5%

One reason for the spurt in group sales lay in a number of attractive new group protection products — one introduced late in 1962, and five others developed in 1963.

General American's largest group case covers over 130,000 people. Group clients of the company consist of widely diversified types of enterprises covering the broad range of American business. A cross section of the trademarks of some representative companies that are group-insured by General American appears on the back cover of this report.

Of the five new products developed in 1963, three were especially designed to give additional coverage for "senior citizens."

**GROUP PENSIONS.** General American entered the group pension field in 1963 with a Deposit Administration Contract featuring flexibility, simplicity, low cost and liberal guarantees. Under General American's Deposit Administration group pension plan, the employer does not pay regular "premium rates." He has complete freedom in making deposits which will one day be used to fund retirement benefits for his employees.

**REVISED GROUP LIFE WITH PAID-UP UNITS PLAN.** General American Life revised and improved its Group Life With Paid-Up Units Plan in 1963, based on the latest official mortality table. The plan offers a solution to an employer's problem of continuing life insurance coverage on retired employees. Contributions by the employer for his active employees are used to buy "regular" (or term) group insurance. And contributions made by the employee buy permanent insurance

which, for the average long-service employee, will accumulate to a substantial amount of paid-up insurance when he reaches retirement age.

**"STAR" (SPECIAL TERM ARRANGEMENT FOR RETIREES).** Increasing recognition is being given to the needs of retired citizens for health insurance and methods of financing it. Employers who wish to make group health insurance protection available to their retirees normally have two choices: continued protection for retirees under their regular group plan, but with modified benefits . . . or a conversion privilege which permits a retired employee to take out an individual policy providing similar or reduced benefits.

The new "STAR" program, introduced in 1963, gives employers who have regular General American group medical care insurance on at least 25 employees a new method of health care protection for retirees; a Special Term Arrangement for Retirees, completely separate from regular group medical care coverage for active employees.

**GROUP LONG TERM DISABILITY INCOME INSURANCE.** The chances of an employee suffering a long term disability before age 65 — a disability lasting three months or more — are 1 in 3. To help provide protection against this hazard, General American Life last year introduced Group Long Term Disability Income Insurance.

Informal salary continuance arrangements can represent a costly liability to an employer and are subject to considerable cost fluctuations from year to year. General American's new Group Long Term Disability presents a planned program that is easily integrated with existing short-term programs.





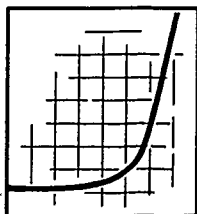
**DENTAL CARE INSURANCE.** The year 1963 saw the development of comprehensive dental care insurance to be added to the already broad line of group coverages offered by General American. We were among the first to offer this new and experimental form of coverage, developed in response to widespread employer-employee interest and encouraged by the American Dental Association. Charges covered under General American's dental care plans include routine oral examinations, basic remedial and restorative dental care, replacement of complete or partial dentures, and orthodontic appliances and treatment.



Ralston Purina Company — known to grocery shoppers for their cereals and the Van Camp line of canned goods — and to farmers as a dominant provider of animal food — was the largest of the new group clients added by General American during 1963. The Ralston case covers 8300 persons for \$64 million of life insurance, plus a basic health insurance program supplemented by Major Medical. Ralston Purina had sales last year of over \$807,804,974 and ranks among the top 70 industrial corporations in America.







## MODERN SYSTEMS IMPROVE EFFICIENCY... MEAN BETTER SERVICE

In 1962, General American undertook the installation of a new 7070-1401 system, a large high-speed IBM electronic data processing machine. The company's phenomenal growth, coupled with a desire to provide policyholders with the swiftest and most accurate service possible, made this important move necessary.

Conversion of records from manual files and punch cards to magnetic tape began as soon as the new equipment was in place, and by March, 1963, the company's tremendous volume of group insurance billing had been transferred to the 7070 system.

Next came the task of transferring records on individual life and health insurance — a more difficult job than group, since records maintained on each individual insurance policy consisted, on the average, of 15 to 20 IBM cards used in various operations on four different floors of General American's 12-story home office building.

By year's end, this task was completed. The company now began a "parallel run" — a system of keeping records on the 7070, and, at the same time, maintaining the old records until all the "bugs" could be ironed out of our new system.

In the process of consolidating over 3,000,000 policy records from various sources before putting the information on tape, a few (122) discrepancies in the premiums charged showed up, corrections were made, and policyholders notified. In cases where, over the years, the policyholder paid less than he should have, the company absorbed the difference. Where policyholders paid too much, however, the company issued checks for refunds. Reprinted here is a letter from a policyholder who received a refund:

C. W. BAUERLE REAL ESTATE • Cape Girardeau, Missouri  
September 25, 1963

General American Life Insurance Co.  
St. Louis 66, Missouri  
Gentlemen:

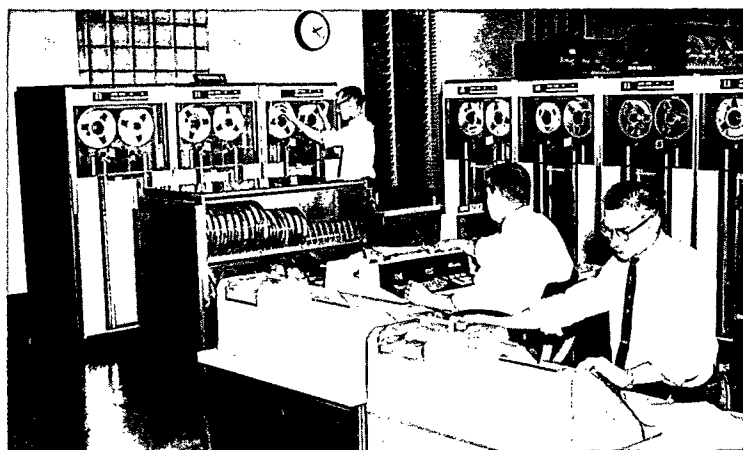
The modern, high speed electronic computer you have recently installed produced a big surprise for me when your agent, Mr. Sidney Sommers, handed me a check for \$150.12 today. Your letter explained that it was a refund of excess payments made by me, which the machine had disclosed, on premiums on the captioned policy over the last five years.

I am happy to take the machine's computation and congratulate you on your progressiveness in installing this modern facility. Being an accountant, I surmise that the machine also produced some policyholder debits which you have absorbed instead of charging to your policyholders.

To paraphrase Harry Golden, "It could happen only in America," for I am convinced that nowhere else are the ethics of business quite so high and the management so fair minded as here . . .

This incident is proof to me of the integrity of the management of General American Life and shows justification for the remarkable success and growth enjoyed by the company. It makes me proud to be a policyholder.

Sincerely,  
Charles W. Bauerle





## WISE INVESTMENTS BENEFIT POLICYHOLDERS AND STRENGTHEN OUR ECONOMY

General American's return on investments reached an all-time high in 1963. The net yield last year before federal income taxes was 4.68% as compared with 4.61% for the year before.

There are three basic factors common to all life insurance companies that determine the cost of life insurance protection. The first of these is the mortality experience of its policyholders. General American Life has switched to the newest official mortality table. Although mortality experience rose a few points in 1963, it remains at a favorable level. The second cost factor is operating expense. General American is making important gains in this area with its IBM 7070-1401 system of electronic data processing, with a systematic program of financial forecasting and budget control, and with work measurement and methods analysis.

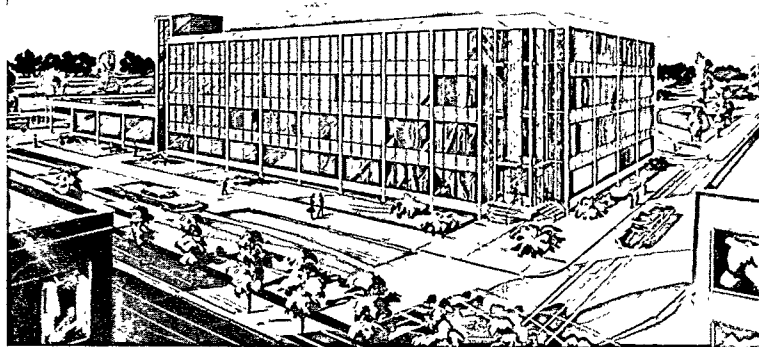
The third basic cost factor is the earnings rate on company investments. Here the company enjoys an enviable record. Its net rate of return on investments has been consistently higher than that of the industry as a whole. For the last several years, few other life insurance companies in the United States our size or larger have increased their investment yield to a greater degree than has General American.

An added return that policyholders realize on life insurance invested assets is the considerable stake they represent in the country's prosperity. The invested assets of a life insurance company are, in a very real sense, investments in the nation's economy. They are at work all across the country helping to finance homes, governments, business and industry.

Slightly less than half of General American's investments are in mortgage loans. The excellent return of 5.68% on \$156,743,327 of mortgage loans outstanding is, of course, a major factor in the total investment yield.

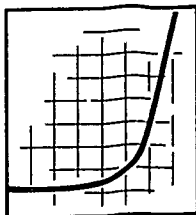
Again in 1963 General American continued to emphasize loans for commercial, industrial and apartment properties. Nevertheless, first mortgages on single family residences continue to represent the bulk of our mortgage loan portfolio. In 1963, the company made 324 loans totaling \$24,180,548. The average new loan amount was \$74,631.

The company continued to invest funds in a combination of bonds, preferred and common stocks. Approximately \$15,000,000 was invested in this category in 1963, producing an average yield of 5.0%. A complete listing of the \$160,696,911 of securities owned by the company is available upon request.



Architect's sketch of the Mirkes Building, Dallas, Texas, financed in 1963 by General American. This modern office building is typical of the quality of commercial property securing the mortgage investments of the company.





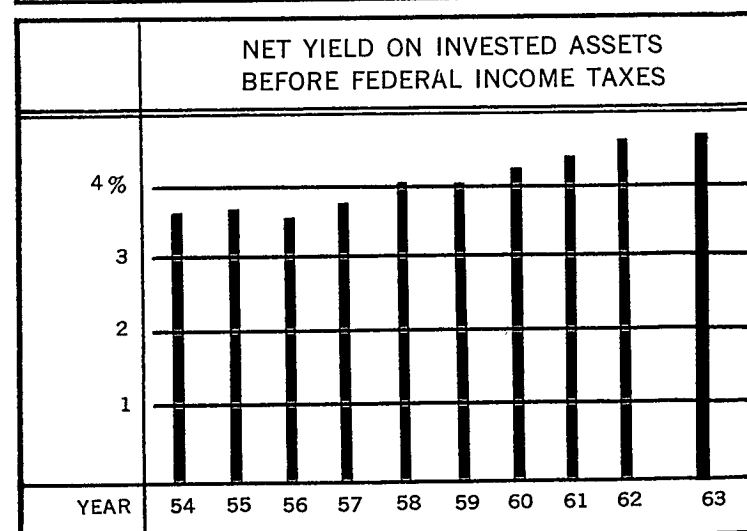
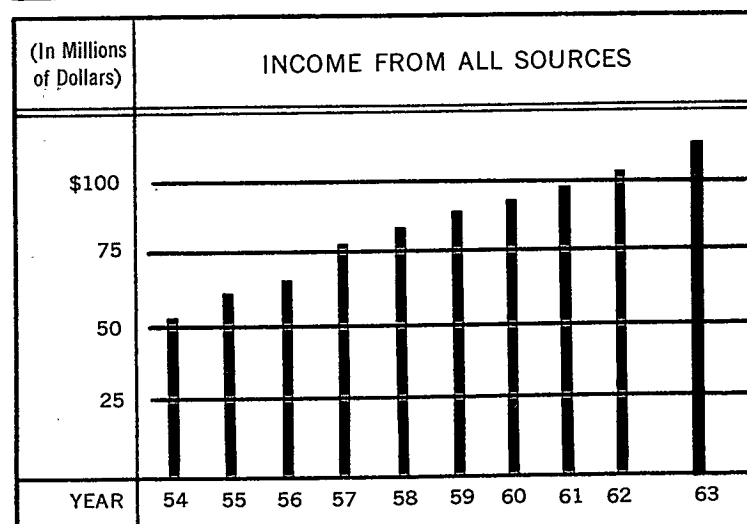
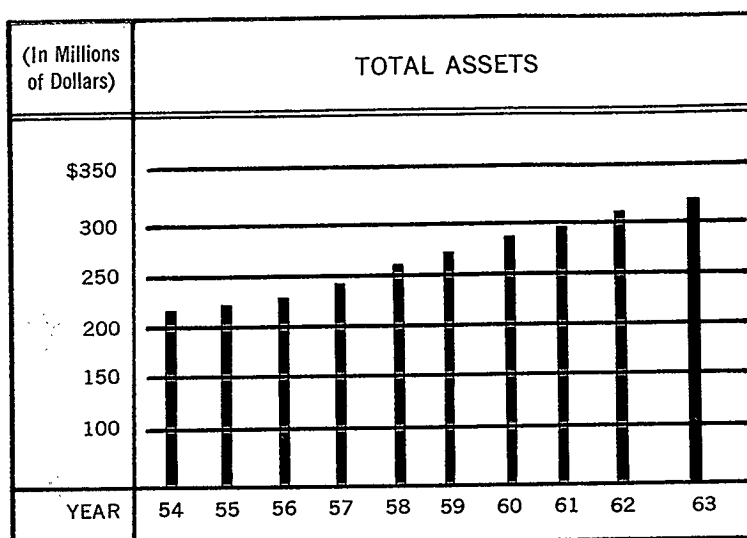
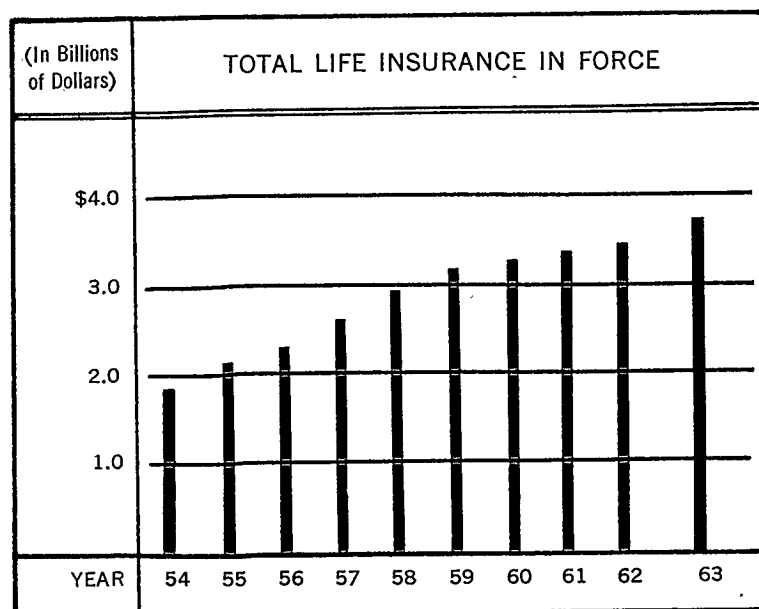
## THE FINANCIAL STORY FOR 1963

Life insurance is a sharing of a risk. In a mutual company it also represents a sharing of ownership. General American Life is a mutual company. It has no stockholders to share in profits. It is owned entirely by its policyholders. To them is distributed, in the form of dividends on their policies, such excess earnings as may be apportioned by the Board of Directors, thus reducing the cost to the policyholders of their insurance in this mutual undertaking.

Policyholders of the company elect all members of the Board of Directors — either in person or by proxy at the annual meeting of the company — and the board, in turn, elects officers to operate the company.

You are invited to attend these annual meetings which are held at 9:00 a.m. on the fourth Tuesday of each January in the home office of the company, 1501 Locust Street, St. Louis. The next annual meeting will be on Tuesday, January 26, 1965.

### BAROMETERS OF GROWTH





# A CROSS SECTION OF GENERAL AMERICAN LIFE GROUP POLICYHOLDERS

**RALSTON PURINA COMPANY**

LOCAL 250 JOURNEYMEN AND APPRENTICES  
PLUMBING AND PIPE FITTING INDUSTRY

Philadelphia Gas Works

**Commerce Trust Company**

KELSEY  
**KH**  
HAYES



**ST. LOUIS CAR**

A DIVISION OF  
GENERAL STEEL  
INDUSTRIES, INC.

Automotive, Petroleum and  
Allied Industries  
Employees Welfare Fund



Bakery and Confectionery Workers,  
Local Union No. 2 Insurance Trust Fund

UNIVERSITY OF MISSOURI

*Pulitzer Publishing Company*

**GARDNER ADVERTISING COMPANY**



**GALLERY CHEMICAL COMPANY**

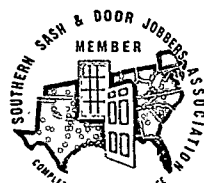


**Famous-Barr co.**

**U. F. Hall Printing Company**



**UNION ELECTRIC COMPANY**



**H. E. BUTT GROCERY COMPANY**



**RAPID TRANSIT LINES, INC.**  
HOUSTON



**BRIGGS**  
BEAUTYWARE



**SCOTT, FORESMAN  
AND COMPANY**

**BRODERICK & BASCOM ROPE CO.**

**GRAPHIC ARTS ASSOCIATION OF ST. LOUIS, Inc.**



**PRINCE GARDNER®**



**Hardin-Simmons University**



**FRANK BLOCK ASSOCIATES.**

**HILB & Co.**

INTER-COUNTY TELEPHONE  
& TELEGRAPH COMPANY



**PITTSBURGH STEEL COMPANY**

**WESTMINSTER COLLEGE**



**CARPENTERS' DISTRICT COUNCIL**  
OF ST. LOUIS - SHOPS AND MILLS WELFARE FUND

**The Boatmen's**

**Transit Casualty Company**

**SCULLIN STEEL CO.**

**EL PASO NATIONAL BANK**



**ARKANSAS POWER & LIGHT COMPANY**

**ANHEUSER-BUSCH, INC.**



**BANK OF ST. LOUIS**  
WASHINGTON TO  
LUCAS AT NINTH  
Member Federal Deposit Insurance Corporation

**CAMPBELL-EWALD COMPANY**

**United Van Lines**



**OZARK AIR LINES**



**Bank Building Corporation**  
OF AMERICA

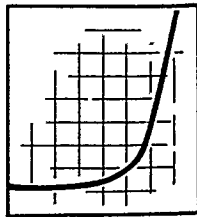


**BUTCHERS, SAUSAGE MAKERS  
AND PACKING HOUSE WORKERS**  
LOCAL NUMBER 545 WELFARE FUND



**STUPP BROS. BRIDGE & IRON COMPANY**





## 1963: A YEAR OF UNPRECEDENTED GROWTH AT

### SUMMARY OF EARNINGS AND SURPLUS

|                        | 1963                 | 1962                 | 1958                | 1953                |
|------------------------|----------------------|----------------------|---------------------|---------------------|
| <b>INCOME</b>          |                      |                      |                     |                     |
| Premiums.....          | \$ 94,299,342        | \$ 87,477,464        | \$71,810,797        | \$41,565,162        |
| Investment Income..... | 15,863,073           | 14,819,544           | 11,011,815          | 7,791,019           |
| Miscellaneous.....     | 29,385               | 11,584               | 8,227               | -996                |
| <b>TOTAL.....</b>      | <b>\$110,191,800</b> | <b>\$102,308,592</b> | <b>\$82,830,839</b> | <b>\$49,355,185</b> |

### DEDUCTIONS

|                                  |                      |                      |                     |                     |
|----------------------------------|----------------------|----------------------|---------------------|---------------------|
| Policyholders Benefits.....      | \$ 66,127,862        | \$ 61,375,406        | \$49,877,918        | \$28,765,148        |
| Increase in Policy Reserves..... | 11,879,015           | 8,923,736            | 7,618,491           | 5,001,535           |
| Operating Expenses.....          | 17,705,890           | 15,825,437           | 11,980,939          | 7,561,466           |
| <b>TOTAL.....</b>                | <b>\$ 95,712,767</b> | <b>\$ 86,124,579</b> | <b>\$69,477,348</b> | <b>\$41,328,149</b> |

|  |                      |                      |                     |                     |
|--|----------------------|----------------------|---------------------|---------------------|
| <b>GAIN (Before Dividends and Federal Income Tax).....</b> | <b>\$ 14,479,033</b> | <b>\$ 16,184,013</b> | <b>\$13,353,491</b> | <b>\$ 8,027,036</b> |
| Dividends.....   | 10,942,744           | 10,886,745           | 9,740,156           | 4,948,029           |
| Provision for Federal Income Tax....                       | 2,300,000            | 2,000,000            | 1,078,953           | 439,814             |
| <b>NET GAIN FROM OPERATIONS....</b>                        | <b>\$ 1,236,289</b>  | <b>\$ 3,297,268</b>  | <b>\$ 2,534,382</b> | <b>\$ 2,639,193</b> |
| <b>SURPLUS ACCOUNT ADJUSTMENT.</b>                         | <b>361,172</b>       | <b>969,163</b>       | <b>1,701,272</b>    | <b>1,602,550</b>    |
| <b>INCREASE IN SURPLUS.....</b>                            | <b>875,117</b>       | <b>2,328,105</b>     | <b>833,110</b>      | <b>1,036,643</b>    |
| Surplus December 31, Previous Year.                        | 22,617,356           | 20,289,251           | 11,271,301          | 6,707,043           |
| <b>SURPLUS END OF YEAR.....</b>                            | <b>\$ 23,492,473</b> | <b>\$ 22,617,356</b> | <b>\$12,104,411</b> | <b>\$ 7,743,686</b> |

### ASSETS

|   |               |
|---|---------------|
| Cash on Hand and in Banks. \$   | 4,            |
| Government Direct and Guaranteed Obligations:   |               |
| U.S. Government Bonds.... \$  | 9,            |
| Canadian Government Bonds   |               |
| Guaranteed Mortgage Loans   | 29,           |
| <b>Total.....</b>   | <b>\$ 38,</b> |
| Bonds — Corporate.....  | \$111,        |
| Mortgage Loans —  |               |
| Conventional.....   | \$127,        |
| Stocks:   |               |
| Preferred Stock.....  | \$ 5,         |
| Common Stock.....   | 4,            |
| <b>Total Stock.....</b>   | <b>\$ 9,</b>  |
| Real Estate:  |               |
| Properties Occupied by the Company.....   | \$ 3,         |
| Investment Real Estate.....   |               |
| Other Real Estate.....  |               |
| <b>Total Real Estate..</b>  | <b>\$ 4,</b>  |
| Electronic Data Processing Equipment.....   | \$ 1,         |
| Interest and Rents on Investments Accrued But Not Yet Due.....                          | \$ 2,         |
| Interest and Rents Due on Investments (None of which is past due more than 90 days).... | \$            |
| Other Assets, Principally Net Premiums in Course of Collection....                      | \$ 9,         |
| Loans to Policyholders.....   | \$ 21,        |
| <b>Total Assets.....</b>  | <b>\$331,</b> |



## STATEMENT OF FINANCIAL CONDITION

| DECEMBER 31, 1963 |        | DECEMBER 31, 1962 |        |
|-------------------|--------|-------------------|--------|
| \$22,684.75       | 1.4%   | \$ 3,946,939.74   | 1.3%   |
| \$10,596.50       | 2.8%   | \$ 6,741,298.19   | 2.2%   |
| \$49,954.63       | .1%    | 251,240.47        | .1%    |
| \$28,044.77       | 8.8%   | 33,839,393.23     | 10.8%  |
| \$88,595.90       | 11.7%  | \$ 40,831,931.89  | 13.1%  |
| \$45,709.44       | 33.7%  | \$105,363,070.30  | 33.8%  |
| \$15,282.12       | 38.4%  | \$118,844,892.95  | 38.1%  |
| \$29,361.55       | 1.7%   | \$ 3,790,902.17   | 1.2%   |
| \$33,244.00       | 1.3%   | 3,080,056.00      | 1.0%   |
| \$62,605.55       | 3.0%   | \$ 6,870,958.17   | 2.2%   |
| \$60,319.36       | 1.2%   | \$ 3,906,437.69   | 1.2%   |
| \$44,715.45       | .1%    | 255,741.46        | .1%    |
| —0—               | .0%    | 51,129.21         | .0%    |
| \$5,034.81        | 1.3%   | \$ 4,213,308.36   | 1.3%   |
| \$2,943.51        | .3%    | \$ 1,201,312.03   | .4%    |
| \$4,214.33        | .7%    | \$ 2,221,475.09   | .7%    |
| \$29,121.54       | .1%    | \$ 228,006.53     | .1%    |
| \$22,146.41       | 2.9%   | \$ 9,006,561.33   | 2.9%   |
| \$20,274.01       | 6.5%   | \$ 19,077,351.18  | 6.1%   |
| \$48,612.37       | 100.0% | \$311,805,807.57  | 100.0% |

### LIABILITIES

|   | DECEMBER<br>31, 1963 | DECEMBER<br>31, 1962 |
|---|----------------------|----------------------|
| Policy Reserves.....  | \$244,609,132.66     | \$232,615,071.37     |
| Premiums & Interest Paid in Advance.....                                | 7,068,992.83         | 6,473,305.29         |
| Reserves for Taxes.....   | 2,794,900.14         | 2,522,839.40         |
| Amounts Held in Escrow or for Guarantee of<br>Contract Performance..... | 5,062,386.02         | 4,582,389.26         |
| Reserve for Amounts Not Yet Due.....                                    | 1,854,480.85         | 1,727,657.26         |
| Policyholders Dividends.....  | 23,659,126.46        | 20,720,046.02        |
| Special Contract Contingent Reserve on<br>Certain Group Policies.....   | 7,376,698.00         | 6,063,500.00         |
| Mass Hazard Reserve for Group Insurance.....                            | 6,500,832.00         | 6,500,832.00         |
| Reserve for Mortality Fluctuation.....                                  | 810,000.00           | 890,000.00           |
| Mandatory Security Valuation Reserve.....                               | 1,690,867.00         | 761,376.00           |
| Reserve for Fluctuation in Asset Values.....                            | 6,331,435.00         | 6,331,435.00         |
| Total.....  | \$307,758,850.96     | \$289,188,451.60     |
| Contingency Reserve for Group Insurance.....                            | 297,288.00           | —0—                  |
| Surplus.....  | 23,492,473.41        | 22,617,355.97        |
| Total Liabilities.....  | \$331,548,612.37     | \$311,805,807.57     |

### AGENTS

.....N. O. Brane  
.....Walter G. Haut

.....Ron L. Woodrum  
.....William Van Horn  
.....Wolman Agency,  
.....Glenn Erskine

.....Liam J. Newblock  
.....Gordon Tyler

.....Robert R. Dodson,  
.....Charles W. Ganster,  
.....E. Wrenshall, CLU

.....Newton R. Douglas  
.....C. Callow, CLU  
.....Underwriters, Inc.

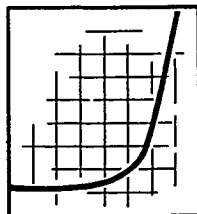
.....Hens and Behrens  
.....the Cooley Agency  
.....Sam Siragusa, Jr.  
.....Gordon G. Mandt  
.....glas C. Defferari,  
.....Darwin J. Kitch,  
.....Jack W. Sargent,  
.....James H. Stevens  
.....o R. Schuster, Sr.  
.....n, Irvin L. Kelley,  
.....J. Harold Sharpe  
.....Carl Domaschk,  
.....Seymour Seidler,  
.....James R. Wilson  
.....J. Fisher, Jr., CLU  
.....Bud Price  
.....J. Haley Beers  
.....Hunter M. Jones

.....L. B. Bigler

.....Robert C. McIntosh

.....age and Company





## BOARD OF DIRECTORS

*(First Elected to the Board in the Year Named)*

SIDNEY W. SOUERS\*, 1936  
Chairman

C. R. ANTHONY, 1952  
Chairman of the Board and President  
C. R. Anthony Co.  
Oklahoma City, Okla.

AUGUST A. BUSCH, JR., 1959  
President and Chairman of the Board  
Anheuser-Busch, Inc.  
St. Louis, Mo.

EDWIN M. CLARK\*, 1953  
President  
Southwestern Bell Telephone Co.  
St. Louis, Mo.

DONALD DANFORTH, 1957  
Chairman of the Executive Committee  
Ralston Purina Company  
St. Louis, Mo.

IRVING EDISON, 1961  
President  
Edison Bros. Stores, Inc.  
St. Louis, Mo.

PRESTON ESTEP, 1953  
Chairman of the Board  
Bank of St. Louis  
St. Louis, Mo.

JAMES M. KEMPER, 1933  
Chairman  
Commerce Trust Company  
Kansas City, Mo.

SIDNEY MAESTRE, 1953  
Chairman of the Executive Committee  
Mercantile Trust Company  
St. Louis, Mo.

J. W. McAFEE\*, 1951  
President  
Union Electric Company  
St. Louis, Mo.

WILLIAM A. McDONNELL\*, 1950  
Chairman of the Board  
St. Louis-San Francisco Railway Co.  
St. Louis, Mo.

FREDERIC M. PEIRCE\*, 1958  
President

TOM K. SMITH\*, 1940  
St. Louis, Mo.

EDWIN J. SPIEGEL\*, 1953  
Director and Advisor  
Crown Zellerbach Corp.  
St. Louis, Mo.

JOHN L. WILSON, 1951  
Chairman of the Board  
Universal Match Corporation  
St. Louis, Mo.

HOWARD I. YOUNG, 1948  
President  
American Zinc, Lead & Smelting Co.  
St. Louis, Mo.

*\*Member of Executive Committee*

## EXECUTIVE OFFICERS

SIDNEY W. SOUERS  
Chairman

FREDERIC M. PEIRCE  
President

FRANK P. ASCHEMEYER  
Vice-President and General Counsel

VICTOR F. BACHLE  
Controller

RICHARD H. BENNETT, CLU  
Vice-President

J. G. DRISCOLL  
Financial Vice-President

EDWARD L. FAITH  
Vice-President and Actuary

STANLEY M. RICHMAN  
Vice-President

HARRY F. ROLLETT  
Secretary

ROBERT N. STABLER  
Vice-President

ARMAND C. STALNAKER, CLU  
Administrative Vice-President &  
Assistant to the President

E. LEE TRINKLE, JR.  
Assistant Vice-President

FRANK VESSER  
Vice-President



## DISTRICT GROUP OFFICES

ATLANTA, GEORGIA  
BIRMINGHAM, ALABAMA  
CHICAGO, ILLINOIS  
COLUMBUS, OHIO  
DALLAS, TEXAS  
DENVER, COLORADO  
DES MOINES, IOWA  
DETROIT, MICHIGAN  
HOUSTON, TEXAS  
KANSAS CITY, MISSOURI  
LITTLE ROCK, ARKANSAS  
LOS ANGELES, CALIFORNIA  
MEMPHIS, TENNESSEE  
OKLAHOMA CITY, OKLAHOMA  
PITTSBURGH, PENNSYLVANIA  
SAN ANTONIO, TEXAS  
ST. LOUIS, MISSOURI  
SAN FRANCISCO, CALIFORNIA

## MORTGAGE LOAN FIELD OFFICES

ATLANTA, GEORGIA  
DALLAS, TEXAS  
DENVER, COLORADO  
DETROIT, MICHIGAN  
FRESNO, CALIFORNIA  
HOUSTON, TEXAS  
LOS ANGELES, CALIFORNIA  
ORLANDO, FLORIDA  
PHOENIX, ARIZONA  
SAN ANTONIO, TEXAS  
SAN FRANCISCO, CALIFORNIA  
ST. LOUIS, MISSOURI

## SALES AGENCIES THAT SERVE OUR POLICYHOLDERS

### ALABAMA

Birmingham.....J. Orlando Ogle  
Mobile.....D. Keith Ferrell  
Montgomery.....John T. Dale, CLU

### ARIZONA

Phoenix.....Johnson & Johnson Ins. Agcy.  
Tucson.....Patzman Life Assoc.

### ARKANSAS

Little Rock.....Harry L. Ehrenberg, CLU  
Osceola.....Dane Fergus

### CALIFORNIA

Apple Valley.....Wilson-Porter, Inc.  
Fresno.....Shepherd-Knapp-Appleton, Inc.  
Grover E. Johnson, Manager

Los Angeles.....Maurice Levine,  
Allen H. Ogilvie, CLU, Bernard Pike  
Oakland.....G. F. Sterns, CLU  
Salinas.....Life Plan, Inc.  
San Diego.....Michael Chamberlain  
San Francisco.....John V. Boito, Gerald Gilson,  
Lawrence L. Hunt, Frank E. Kelly,  
Alfred Miller

Santa Ana.....Robert Needham, William Robinson,  
William Strobel, Daniel F. Stuart,  
Robert L. Webb

Santa Barbara.....Jens H. Christiansen

### COLORADO

Denver.....Harry J. Pellis  
Greeley.....Spencer S. Trent

### DISTRICT OF COLUMBIA

Washington.....Isidor Brem, David Klein

### FLORIDA

Delray Beach.....William T. Black & Co.  
Miami.....Potts & Finchell Underwriters, Inc.

### GEORGIA

Atlanta.....Edward J. Scheiwe

### HAWAII

Honolulu.....Kamaaina Agencies

### ILLINOIS

Belleville.....Kenneth J. Green  
Bloomington.....Frank Insurance Agency  
Chicago.....Edward H. Bart, Robert M. Benson,  
Gerald B. Dewey, Sam F. Emma,  
Harold V. Hayward, Otto A. Jeanes,  
Nickolas Kostos,  
Langan-Haeger-Vincent & Born,  
Sam Malkus, Marac Insurance Agency

Rockford.....Walter G. Meyers

Springfield.....Forsyth Insurance Agency

West Frankfort.....Kenneth D. Richmond

### INDIANA

Indianapolis.....Spafford Orwig

### IOWA

Cedar Rapids.....Leo S. Holmes and Paul S. Kohl  
Davenport.....Paul J. Wadle, CLU  
Des Moines.....Frank Gantt  
Mason City.....T. H. Leaver, Sr.  
Sioux City.....Eldon W. Eberhard, CLU

### KANSAS

Baxter Springs.....C. Ward Bain  
Topeka.....Charles W. Ransom  
Wichita.....Earl E. Strimple

### MARYLAND

Baltimore.....Leonhart & Co., Inc.

### MASSACHUSETTS

Boston.....E. S. Benson Insurance Agency

### MICHIGAN

Detroit.....C. Quintin Banwell, CLU,  
Rene J. Boutin, George Coury, CLU,  
Bernard L. Humphrey, William L. Lovett, Jr.,  
Charles H. A. Redding, William A. Wilce

### MINNESOTA

Minneapolis.....Incentive Plan Services, Inc.

### MISSOURI

Beaufort.....Lloyd R. Downard  
Cape Girardeau.....Sidney S. Sommers  
Columbia.....Howard D. Berkley  
DeSoto.....Claude J. Cook  
Joplin.....Carl W. Sanders  
Kansas City.....Cochran-Lowry Life Assoc., Inc.  
Kennett.....Bragg-Carter Agency  
Kirksville.....Cloy E. Whitney  
Lebanon.....James C. Kesterson  
Poplar Bluff.....Earl L. Graves  
St. Louis.....Louis J. Clark, Edward J. Garlich, CLU,  
Chauncey H. Gegg, Kekeris Brothers &  
Associates, Inc., Louis W. E. Laudel,  
James J. Roberts, Rosenthal Agency  
Associates, Inc., Fred F. Sale,  
W. Stanley Stuart and Associates, Inc.,  
Vesser and Associates, Inc.

Springfield.....Ben W. Alpuerto

Sullivan.....Harold W. Edgar

Windsor.....Olin Parks

### NEBRASKA

Omaha.....William T. Barmettler

### NEW MEXICO

Clayton.....N. O. Brane  
Roswell.....Walter G. Haut

### OHIO

Akron.....Vernon L. Woodrum  
Cleveland.....J. William Van Horn  
Columbus.....Gerald Friedman, Wolman Agency,  
Glenn Erskine

### OKLAHOMA

Oklahoma City.....William J. Newblock  
Tulsa.....Gordon Tyler

### PENNSYLVANIA

Pittsburgh.....John F. Brinton, Robert R. Dodson,  
Charles W. Ganster,  
William E. Wrenshall, CLU

### TENNESSEE

Chattanooga.....Newton R. Douglas  
Memphis.....Lewis C. Callow, CLU  
Nashville.....General Insurance Underwriters, Inc.

### TEXAS

Abilene.....Behrens and Behrens  
Amarillo.....The Cooley Agency  
Beaumont.....Sam Siragusa, Jr.  
Corpus Christi.....Gordon G. Mandt  
Dallas.....Douglas C. Defferari,  
Henry T. Holm, CLU, Darwin J. Kitch,  
Bernard C. McQuirk, Jack W. Sargent,  
James H. Stevens

El Paso.....Leo R. Schuster, Sr.  
Ft. Worth.....Raymond B. Atherton, Irvin L. Kelley,  
J. Harold Sharpe

Houston.....Carl Domaschk,  
O. Boyd Ewing, CLU, Seymour Seidler,  
William Strauss, Jr., James R. Wilson

San Antonio.....S. J. Fisher, Jr., CLU  
Tyler.....Bud Price

Waco.....J. Haley Beers

Wichita Falls.....Hunter M. Jones

### UTAH

Salt Lake City.....L. B. Bigler

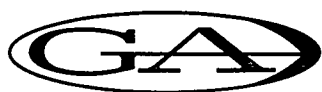
### WASHINGTON

Seattle.....Robert C. McIntosh

### WEST VIRGINIA

Huntington.....Raymond Hage and Company





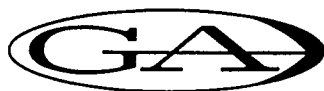
General American Life

Insurance Company

St. Louis, Missouri

Securities Owned On December 31, 1965





## Bonds

### Government—*United States*

|                                   | <u>Coupon</u> | <u>Maturity</u>  | <u>Principal<br/>Amount</u> |
|-----------------------------------|---------------|------------------|-----------------------------|
| United States Treasury Bonds..... | 3¾            | Aug. 15, 1968    | \$2,000,000                 |
| United States Treasury Bonds..... | 4             | Feb. 15, 1969    | 550,000                     |
| United States Treasury Bonds..... | 2½            | Dec. 15, 1969/64 | 29,500                      |
| United States Treasury Bonds..... | 4             | Aug. 15, 1971    | 2,000,000                   |
| United States Treasury Bonds..... | 3⅞            | Nov. 15, 1971    | 1,000,000                   |
| United States Treasury Bonds..... | 4             | Aug. 15, 1973    | 1,000,000                   |
| United States Treasury Bonds..... | 4⅞            | Feb. 15, 1974    | 1,000,000                   |
| United States Treasury Bonds..... | 3¼            | June 15, 1983/78 | 100,000                     |
| United States Treasury Bonds..... | 3½            | Feb. 15, 1990    | 25,000                      |
| FHA Debentures .....              |               |                  | 14,050                      |
|                                   |               |                  | <u>\$7,718,550</u>          |

### Government—*Canada*

|   |    |              |                   |
|---|----|--------------|-------------------|
| Dominion of Canada Bonds.....                 | 5½ | Apr. 1, 1976 | \$ 260,000        |
| The Municipality of Metropolitan Toronto..... | 5¼ | Mar. 1, 1985 | 25,000            |
| Winnipeg, Manitoba .....                      | 5½ | Jan. 2, 1984 | 40,000            |
|   |    |              | <u>\$ 325,000</u> |



## Municipals

|   | <u>Coupon</u> | <u>Maturity</u> | <u>Principal<br/>Amount</u> |
|---|---------------|-----------------|-----------------------------|
| Bi-State Development Agency, Missouri —                 |               |                 |                             |
| Illinois Metropolitan District, Gateway Arch            |               |                 |                             |
| Transportation Facilities Revenue Bonds.....            | 5.50          | 1992            | \$ 150,000                  |
| Grand River Dam Authority, Series 1961, Okla. Rev. .... | 4.375         | 2002            | 350,000                     |
| Hot Springs, Arkansas, Industrial Development Rev. .... | 5.00          | 1965-1980       | 420,000                     |
| Illinois, University of, Board of Trustees Rev. ....    | 4.75          | 1984            | 500,000                     |
| Lewisport, Ky., Ind. Bldg. Rev. Bonds.....              | 5.00          | 1988            | 500,000                     |
| Oklahoma Turnpike Authority, Eastern Turnpike           |               |                 |                             |
| Section A, Series B, Rev. Bonds.....                    | 5.00          | 2003            | 465,000                     |
| Oklahoma Turnpike Authority, (Southwestern              |               |                 |                             |
| Turnpike Project), Turnpike Rev. ....                   | 4.75          | 2001            | 350,000                     |
| Southeast Hamilton Co., Fla., Ind. Develop. Assoc.,     |               |                 |                             |
| Inc., First Mtge. Rev. Bonds, Series A.....             | 4.50          | 1984            | 500,000                     |
| Talladega, Ala., Ind. Development Board, First Mtge.    |               |                 |                             |
| Ind. Rev., Series 1964.....                             | 4.60          | 1986-1988       | 350,000                     |
| Tucson Airport Authority Rev. ....                      | 4.50-4.60     | 1985-1996       | 350,000                     |
|   |               |                 | <u>\$3,935,000</u>          |



# Public Utilities

|   | <u>Coupon</u> | <u>Maturity</u> | <u>Principal<br/>Amount</u> |
|---|---------------|-----------------|-----------------------------|
| Alabama Power Company, First Mtge. ....                                   | 3½            | 1972            | \$ 77,000                   |
| Appalachian Elec. Pr. Co., First Mtge. ....                               | 3¼            | 1970            | 200,000                     |
| Appalachian Elec. Pr. Co., First Mtge. ....                               | 2⅞            | 1980            | 125,000                     |
| Arizona Public Service Co., First Mtge. ....                              | 3¼            | 1984            | 300,000                     |
| Arkansas Power & Light Co., First Mtge. ....                              | 3½            | 1982            | 400,000                     |
| Arkansas Power & Light Co., First Mtge. ....                              | 3¼            | 1984            | 200,000                     |
| Atlantic City Elec. Co., First Mtge. ....                                 | 2⅞            | 1979            | 250,000                     |
| Atlantic City Elec. Co., First Mtge. ....                                 | 2¾            | 1980            | 250,000                     |
| Baltimore Gas and Elec. Co., First Ref. Mtge., U                          | 2⅞            | 1981            | 600,000                     |
| Baltimore Gas and Elec. Co., First Ref. Mtge., Z                          | 3             | 1989            | 400,000                     |
| Black Hills Power & Light Co., First Mtge. ....                           | 5⅞            | 1991            | 245,000                     |
| Boston Edison Co., First Mtge., B. ....                                   | 2¾            | 1980            | 600,000                     |
| Boston Edison Co., First Mtge., E. ....                                   | 3             | 1984            | 400,000                     |
| Central Illinois Public Service Co.,<br>First Mtge., D. ....              | 3⅞            | 1982            | 300,000                     |
| Central Illinois Public Service Co.,<br>First Mtge., F. ....              | 3¼            | 1984            | 50,000                      |
| Central Power & Light Co., First Mtge., D. ....                           | 3½            | 1982            | 300,000                     |
| Central Power & Light Co., First Mtge., F. ....                           | 3⅞            | 1984            | 200,000                     |
| Central Power & Light Co., First Mtge., G. ....                           | 3¼            | 1986            | 250,000                     |
| Cincinnati Gas & Elec. Co., First Mtge. ....                              | 2¾            | 1975            | 150,000                     |
| Cincinnati Gas & Elec. Co., First Mtge. ....                              | 2⅞            | 1978            | 385,000                     |
| Cleveland Elec. Illuminating Co., First Mtge.                             | 3             | 1982            | 400,000                     |
| Cleveland Elec. Illuminating Co., First Mtge.                             | 2¾            | 1985            | 200,000                     |
| Cleveland Elec. Illuminating Co., First Mtge.                             | 3             | 1989            | 300,000                     |
| Columbus & Southern Ohio Elec. Co., First Mtge.                           | 3⅞            | 1983            | 250,000                     |
| Commonwealth Edison Co., First Mtge., L. ....                             | 3             | 1977            | 300,000                     |
| Commonwealth Edison Co., First Mtge., N. ....                             | 3             | 1978            | 200,000                     |
| Commonwealth Edison Co., First Mtge., O. ....                             | 3¼            | 1982            | 250,000                     |
| Consolidated Edison Co. of New York, Inc.,<br>First & Ref. Mtge., D. .... | 3             | 1972            | 100,000                     |
| Consolidated Edison Co. of New York, Inc.,<br>First & Ref. Mtge., E. .... | 3             | 1979            | 150,000                     |
| Consolidated Edison Co. of New York, Inc.,<br>First & Ref. Mtge., A. .... | 2¾            | 1982            | 350,000                     |
| Consolidated Edison Co. of New York, Inc.,<br>First & Ref. Mtge., H. .... | 3⅞            | 1982            | 100,000                     |
| Consolidated Edison Co. of New York, Inc.,<br>First & Ref. Mtge., I. .... | 3½            | 1983            | 200,000                     |
| Consumers Power Co., First Mtge. ....                                     | 2⅞            | 1975            | 300,000                     |
| Consumers Power Co., First Mtge. ....                                     | 2⅞            | 1977            | 150,000                     |
| Consumers Power Co., First Mtge. ....                                     | 3             | 1984            | 300,000                     |
| Dallas Power & Light Co., First Mtge. ....                                | 2⅞            | 1979            | 300,000                     |
| Dallas Power & Light Co., First Mtge. ....                                | 2¾            | 1980            | 300,000                     |
| Dallas Power & Light Co., First Mtge. ....                                | 3½            | 1983            | 150,000                     |
| Dayton Power & Light Co., First Mtge. ....                                | 2¾            | 1975            | 300,000                     |
| Dayton Power & Light Co., First Mtge. ....                                | 3             | 1978            | 300,000                     |
| Delaware Power & Light Co., First Mtge.<br>& Coll. Tr. ....               | 2¾            | 1980            | 400,000                     |
| Detroit Edison Co., Gen. & Ref. Mtge., H. ....                            | 3             | 1970            | 50,000                      |
| Detroit Edison Co., Gen. & Ref. Mtge., I. ....                            | 2¾            | 1982            | 300,000                     |
| Detroit Edison Co., Gen. & Ref. Mtge., J. ....                            | 2¾            | 1985            | 250,000                     |
| Detroit Edison Co., Gen. & Ref. Mtge., N. ....                            | 2⅞            | 1984            | 150,000                     |
| Duquesne Light Co., First Mtge. ....                                      | 2¾            | 1977            | 400,000                     |
| Duquesne Light Co., First Mtge. ....                                      | 2⅞            | 1979            | 100,000                     |
| Duquesne Light Co., First Mtge. ....                                      | 2¾            | 1980            | 100,000                     |
| Equitable Gas Co., First Mtge. ....                                       | 4½            | 1983            | 655,000                     |
| Gulf Power Co., First Mtge. ....  | 3¼            | 1984            | 500,000                     |
| Gulf States Utilities Co., First Mtge. ....                               | 3             | 1978            | 398,000                     |
| Gulf States Utilities Co., First Mtge. ....                               | 2¾            | 1979            | 100,000                     |
| Gulf States Utilities Co., First Mtge. ....                               | 2¾            | 1980            | 100,000                     |
| Hawaiian Elec. Co., Ltd., First Mtge. ....                                | 4¾            | 1989            | 250,000                     |



|  | Coupon | Maturity | Principal Amount |
|--|--------|----------|------------------|
| Houston Lighting & Power Co., First Mtge. ...                | 27/8   | 1974     | 170,000          |
| Houston Lighting & Power Co., First Mtge. ...                | 3      | 1989     | 630,000          |
| Illinois Power Co., First Mtge. ....                         | 27/8   | 1976     | 100,000          |
| Illinois Power Co., First Mtge. ....                         | 27/8   | 1979     | 199,000          |
| Illinois Power Co., First Mtge. ....                         | 23/4   | 1980     | 300,000          |
| Illinois Power Co., First Mtge. ....                         | 3 1/2  | 1982     | 200,000          |
| Indiana & Michigan Elec. Co., First Mtge. ....               | 3      | 1978     | 200,000          |
| Indiana & Michigan Elec. Co., First Mtge. ....               | 23/4   | 1980     | 400,000          |
| Indianapolis Power & Light Co., First Mtge. ...              | 3      | 1974     | 200,000          |
| Indianapolis Power & Light Co., First Mtge. ...              | 27/8   | 1979     | 400,000          |
| Indianapolis Power & Light Co., First Mtge. ...              | 3 5/8  | 1983     | 150,000          |
| Iowa Power & Light Co., First Mtge. ....                     | 3      | 1978     | 210,000          |
| Iowa Power & Light Co., First Mtge. ....                     | 23/4   | 1979     | 209,000          |
| Kansas City Power & Light Co., First Mtge. ...               | 23/4   | 1976     | 200,000          |
| Kansas City Power & Light Co., First Mtge. ...               | 27/8   | 1978     | 200,000          |
| Kansas City Power & Light Co., First Mtge. ...               | 23/4   | 1980     | 200,000          |
| Long Island Lighting Co., First Mtge. ....                   | 3 3/8  | 1982     | 400,000          |
| Louisville Gas & Electric Co., First Mtge. ....              | 23/4   | 1979     | 600,000          |
| Louisville Gas & Electric Co., First Mtge. ....              | 3 1/8  | 1984     | 250,000          |
| Michigan Cons. Gas Co., First Mtge. ....                     | 3 1/2  | 1980     | 500,000          |
| Minnesota Valley Natural Gas Co., First Mtge. ....           | 4 7/8  | 1990     | 550,000          |
| Missouri Power & Light Co., First Mtge. ....                 | 23/4   | 1976     | 350,000          |
| Missouri Power & Light Co., First Mtge. ....                 | 23/4   | 1979     | 250,000          |
| Missouri Power & Light Co., First Mtge. ....                 | 3 1/4  | 1984     | 300,000          |
| Missouri Public Service Co., First Mtge. ....                | 4 3/4  | 1987     | 500,000          |
| New Jersey Power & Light Co., First Mtge. ...                | 3 1/8  | 1984     | 500,000          |
| New York Power & Light Corp., First Mtge. ...                | 23/4   | 1975     | 300,000          |
| New York State Elec. & Gas Corp., First Mtge. ....           | 3 7/8  | 1988     | 250,000          |
| Niagara Mohawk Power Corp., Gen. Mtge. ....                  | 23/4   | 1980     | 300,000          |
| Niagara Mohawk Power Corp., Gen. Mtge. ....                  | 3 1/8  | 1984     | 300,000          |
| Northern States Power Co., (Minn.) First Mtge. ....          | 23/4   | 1975     | 275,000          |
| Northern States Power Co., (Minn.) First Mtge. ....          | 3      | 1978     | 225,000          |
| Northern States Power Co., (Minn.) First Mtge. ....          | 23/4   | 1979     | 100,000          |
| Northern States Power Co., (Minn.) First Mtge. ....          | 3 1/4  | 1982     | 200,000          |
| Ohio Edison Co., First Mtge. ....                            | 27/8   | 1980     | 400,000          |
| Ohio Power Co., First Mtge. ....                             | 3      | 1978     | 600,000          |
| Ohio Power Co., First Mtge. ....                             | 3 1/8  | 1984     | 150,000          |
| Oklahoma Gas & Elec. Co., First Mtge. ....                   | 23/4   | 1975     | 200,000          |
| Oklahoma Gas & Elec. Co., First Mtge. ....                   | 27/8   | 1980     | 300,000          |
| Oklahoma Gas & Elec. Co., First Mtge. ....                   | 3 3/8  | 1982     | 150,000          |
| Oklahoma Gas & Elec. Co., First Mtge. ....                   | 3 7/8  | 1988     | 350,000          |
| Pacific Gas & Elec. Co., First Ref. Mtge., J. ....           | 3      | 1970     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., T. ....         | 27/8   | 1976     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., Q. ....         | 27/8   | 1980     | 200,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., R. ....         | 3 1/8  | 1982     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., S. ....         | 3      | 1983     | 100,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., X. ....         | 3 1/8  | 1984     | 200,000          |
| Pacific Gas & Elec. Co., First & Ref. Mtge., U. ....         | 3 3/8  | 1985     | 100,000          |
| Pennsylvania Elec. Co., First Mtge. ....                     | 3 3/8  | 1972     | 62,000           |
| Philadelphia Elec. Co., First & Ref. Mtge. ....              | 27/8   | 1978     | 300,000          |
| Philadelphia Elec. Co., First & Ref. Mtge. ....              | 23/4   | 1981     | 300,000          |
| Plateau Natural Gas Co., First Mtge., Series F               | 5      | 1985     | 500,000          |
| Portland General Electric Co., First Mtge. ....              | 4 7/8  | 1987     | 480,000          |
| Portland General Electric Co., First Mtge. ....              | 5 1/4  | 1990     | 250,000          |
| Potomac Electric Power Co., First Mtge. ....                 | 3 1/4  | 1977     | 120,000          |
| Potomac Electric Power Co., First Mtge. ....                 | 3      | 1983     | 270,000          |
| Potomac Electric Power Co., First Mtge. ....                 | 23/4   | 1985     | 210,000          |
| Potomac Electric Power Co., First Mtge. ....                 | 3 7/8  | 1988     | 300,000          |
| Public Service Co. of Colorado, First Mtge. ...              | 3 1/8  | 1984     | 500,000          |
| Public Service Co. of Indiana, Inc.,<br>First Mtge., F. .... | 3 1/8  | 1975     | 140,000          |

CONTINUED ➡



## Public Utilities (Cont'd)

|   | <u>Coupon</u> | <u>Maturity</u> | <u>Principal<br/>Amount</u> |
|---|---------------|-----------------|-----------------------------|
| Public Service Co. of Indiana, Inc.,<br>First Mtge., G.....             | 3½            | 1977            | 260,000                     |
| Public Service Co. of Indiana, Inc.,<br>First Mtge., J.....             | 3½            | 1982            | 200,000                     |
| Public Service Co. of Indiana, Inc.,<br>First Mtge., K.....             | 3½            | 1984            | 250,000                     |
| Public Service Co. of N. Carolina, Inc.,<br>S. F. Deb.....              | 4¾            | 1983            | 500,000                     |
| Public Service Co. of N. Carolina,<br>First Mtge., Series E.....        | 4⅞            | 1990            | 250,000                     |
| Public Service Co. of Oklahoma, First Mtge., E                          | 3             | 1984            | 750,000                     |
| Public Service Co. of Oklahoma, First Mtge., F                          | 4¼            | 1987            | 500,000                     |
| Public Service Elec. & Gas Co.,<br>First & Ref. Mtge.....               | 3             | 1972            | 220,000                     |
| Public Service Elec. & Gas Co.,<br>First & Ref. Mtge.....               | 2⅞            | 1979            | 280,000                     |
| Public Service Elec. & Gas Co.,<br>First & Ref. Mtge.....               | 2¾            | 1980            | 100,000                     |
| Public Service Elec. & Gas Co.,<br>First & Ref. Mtge.....               | 3¼            | 1984            | 300,000                     |
| Public Service Elec. & Gas Co., Deb.....                                | 4⅝            | 1977            | 321,000                     |
| St. Louis County Water Co., First Mtge., E....                          | 3¾            | 1985            | 500,000                     |
| San Diego Gas & Elec. Co., First Mtge., C.....                          | 3             | 1978            | 400,000                     |
| San Diego Gas & Elec. Co., First Mtge., E.....                          | 2⅞            | 1984            | 350,000                     |
| Southern California Edison Co.,<br>First & Ref. Mtge., A.....           | 3½            | 1973            | 135,000                     |
| Southern California Edison Co.,<br>First & Ref. Mtge., B.....           | 3             | 1973            | 200,000                     |
| Southern California Edison Co.,<br>First & Ref. Mtge., C.....           | 2⅞            | 1976            | 265,000                     |
| Southern California Edison Co.,<br>First & Ref. Mtge., F.....           | 3             | 1979            | 300,000                     |
| Southern California Gas Co., First Mtge.....                            | 3¼            | 1970            | 38,000                      |
| Southern Indiana Gas & Elec. Co., First Mtge.                           | 3½            | 1984            | 250,000                     |
| Tennessee Gas Transmission Co., First Mtge.                             | 5¼            | 1977            | 32,000                      |
| Tennessee Gas Transmission Co., First Mtge.                             | 5¾            | 1979            | 234,000                     |
| Tennessee Gas Transmission Co., Deb.....                                | 5             | 1982            | 325,000                     |
| Texas Eastern Transmission Corp., First<br>Mortgage Pipeline Bonds..... | 4¾            | 1983            | 500,000                     |
| Texas Eastern Transmission Corp., Deb.....                              | 5             | 1984            | 500,000                     |
| Texas Elec. Service Co., First Mtge.....                                | 2¾            | 1975            | 290,000                     |
| Texas Elec. Service Co., First Mtge.....                                | 2⅞            | 1979            | 250,000                     |
| Texas Elec. Service Co., First Mtge.....                                | 3¼            | 1985            | 260,000                     |
| Texas Power & Light Co., First Mtge.....                                | 2¾            | 1975            | 470,000                     |
| Texas Power & Light Co., First Mtge.....                                | 3             | 1977            | 55,000                      |
| Texas Power & Light Co., First Mtge.....                                | 3             | 1978            | 75,000                      |
| Transcontinental Gas Pipeline Corp., First Mtge.                        | 5             | 1981            | 458,000                     |
| Union Elec. Co. of Missouri, First Mtge. &<br>Coll. Tr.....             | 3¾            | 1971            | 350,000                     |
| Union Elec. Co. of Missouri, First Mtge. &<br>Coll. Tr.....             | 2⅞            | 1980            | 250,000                     |
| Union Elec. Co. of Missouri, First Mtge. &<br>Coll. Tr.....             | 3¼            | 1982            | 250,000                     |
| Union Elec. Co., First Mtge.....  | 3¾            | 1986            | 150,000                     |
| Union Elec. Co., First Mtge.....  | 4¾            | 1988            | 245,000                     |
| Utah Power & Light Co., First Mtge.....                                 | 2⅞            | 1980            | 250,000                     |
| Virginia Elec. & Power Co., First & Ref. Mtge., E                       | 2¾            | 1975            | 300,000                     |
| Virginia Elec. & Power Co., First & Ref. Mtge., F                       | 3             | 1978            | 200,000                     |
| Virginia Elec. & Power Co., First & Ref. Mtge., H                       | 2¾            | 1980            | 100,000                     |
| Virginia Elec. & Power Co., First & Ref. Mtge., K                       | 3½            | 1984            | 250,000                     |
| Wisconsin Elec. Power Co., First Mtge.....                              | 2½            | 1976            | 100,000                     |
| Wisconsin Elec. Power Co., First Mtge.....                              | 2¾            | 1980            | 500,000                     |
|   |               |                 | <u>\$43,698,000</u>         |



# Telephones

|   | Coupon | Maturity | Principal Amount   |
|---|--------|----------|--------------------|
| American Tel. & Tel. Co., Deb. ....               | 2¾     | 1971     | \$ 200,000         |
| American Tel. & Tel. Co., Deb. ....               | 3¾     | 1973     | 150,000            |
| American Tel. & Tel. Co., Deb. ....               | 2¾     | 1982     | 175,000            |
| American Tel. & Tel. Co., Deb. ....               | 3¼     | 1984     | 405,000            |
| American Tel. & Tel. Co., Deb. ....               | 2½     | 1986     | 35,000             |
| American Tel. & Tel. Co., Deb. ....               | 2⅞     | 1987     | 35,000             |
| American Tel. & Tel. Co., Deb. ....               | 3⅞     | 1990     | 250,000            |
| Bell Telephone Co. of Pennsylvania, Deb. ....     | 3      | 1974     | 600,000            |
| Bell Telephone Co. of Pennsylvania, Deb. ....     | 3¼     | 1996     | 250,000            |
| Illinois Bell Telephone Co., First Mtge., B. .... | 3      | 1978     | 465,000            |
| Illinois Bell Telephone Co., First Mtge., A. .... | 2¾     | 1981     | 235,000            |
| Michigan Bell Telephone Co., Deb. ....            | 3⅞     | 1988     | 550,000            |
| Mountain States Tel. & Tel. Co., Deb. ....        | 3⅞     | 1978     | 400,000            |
| Mountain States Tel. & Tel. Co., Deb. ....        | 2⅞     | 1986     | 200,000            |
| Mountain States Tel. & Tel. Co., Deb. ....        | 3      | 1989     | 200,000            |
| Mountain States Tel. & Tel. Co., Deb. ....        | 4¾     | 1988     | 200,000            |
| New England Tel. & Tel. Co., Deb. ....            | 3      | 1982     | 400,000            |
| New England Tel. & Tel. Co., Deb. ....            | 3¼     | 1991     | 600,000            |
| New Jersey Bell Telephone Co., Deb. ....          | 3⅞     | 1988     | 400,000            |
| New Jersey Bell Telephone Co., Deb. ....          | 3      | 1989     | 305,000            |
| New Jersey Bell Telephone Co., Deb. ....          | 2¾     | 1990     | 45,000             |
| New York Telephone Co., Ref. Mtge., E. ....       | 3⅞     | 1978     | 100,000            |
| New York Telephone Co., Ref. Mtge., F. ....       | 3      | 1981     | 270,000            |
| New York Telephone Co., Ref. Mtge., D. ....       | 2¾     | 1982     | 230,000            |
| New York Telephone Co., Ref. Mtge., I. ....       | 3¾     | 1996     | 400,000            |
| Northwestern Bell Tel. Co., Deb. ....             | 2¾     | 1984     | 600,000            |
| Northwestern Bell Tel. Co., Deb. ....             | 3¼     | 1996     | 400,000            |
| Pacific Tel. & Tel. Co., Deb. ....                | 3¼     | 1978     | 100,000            |
| Pacific Tel. & Tel. Co., Deb. ....                | 3⅞     | 1983     | 50,000             |
| Pacific Tel. & Tel. Co., Deb. ....                | 2¾     | 1985     | 450,000            |
| Southern Bell Tel. & Tel. Co., Deb. ....          | 3      | 1979     | 175,000            |
| Southern Bell Tel. & Tel. Co., Deb. ....          | 2¾     | 1985     | 275,000            |
| Southern Bell Tel. & Tel. Co., Deb. ....          | 2⅞     | 1987     | 250,000            |
| Southern Bell Tel. & Tel. Co., Deb. ....          | 3⅞     | 1989     | 100,000            |
| Southwestern Bell Tel. Co., Deb. ....             | 3⅞     | 1983     | 250,000            |
| Southwestern Bell Tel. Co., Deb. ....             | 4¾     | 1992     | 500,000            |
| United Tel. Co. of Penn., First Mtge. ....        | 5      | 1991     | 288,000            |
|   |        |          | <hr/> \$11,288,000 |



# Railroads

|  | Coupon | Maturity                   | Principal Amount |
|--|--------|----------------------------|------------------|
| Atchison, Topeka & Santa Fe Rwy. Co., General Mtge. ....                           | 4      | 1995                       | \$500,000        |
| Atlantic Coast Line R.R. Co., First Mtge., Series F. ....                          | 4¾     | 1988                       | 243,000          |
| Atlantic Coast Line R.R. Co., Eq. Tr., K. ....                                     | 4¼     | 1971 & 1972                | 250,000          |
| Central of Georgia Rwy. Co., Cond. Sales Agr. ....                                 | 4¾     | Semi-annually through 1978 | 338,546          |
| Chicago, Burlington & Quincy R.R. Co., First & Ref. Mtge. ....                     | 3½     | 1985                       | 100,000          |
| Chicago, Burlington & Quincy R.R. Co., First & Ref. Mtge. ....                     | 3      | 1990                       | 199,000          |
| Chicago, Milwaukee, St. Paul & Pacific R.R. Co., Cond. Sale Contract ....          | 47½    | 1979                       | 224,724          |
| Chicago, Milwaukee, St. Paul & Pacific R.R. Co., Cond. Sale Contract ....          | 5¼     | 1965-1976                  | 168,000          |
| Chicago, Milwaukee, St. Paul & Pacific R.R. Co., Cond. Sale Contract ....          | 5¾     | 1965-1977                  | 379,081          |
| Chicago, Rock Island & Pacific R.R. Co., First Mtge., A. ....                      | 27½    | 1980                       | 500,000          |
| Cincinnati Union Terminal Co., First Mtge., G. ....                                | 2¾     | 1974                       | 79,000           |
| Cleveland, Cincinnati, Chicago & St. Louis Rwy. Co., Gen. Mtge., A. ....           | 4      | 1993                       | 200,000          |
| Delaware & Hudson Railroad Corp., Series A, First & Gen. Mtge. Bonds ....          | 5½     | 1983                       | 458,000          |
| Kansas City Terminal Rwy. Co., First Mtge. ....                                    | 2¾     | 1974                       | 200,000          |
| Louisville & Nashville R.R. Co., Collateral Trust Bonds ....                       | 47½    | 1987                       | 250,000          |
| Minneapolis, St. Paul & Sault Ste. Marie Rwy. Co., First Ref. Mtge., B (Reg.) .... | 5½     | 1978                       | 71,905           |
| Missouri Pacific R.R. Co., Eq. Tr. G. ....   | 4½     | 1968-1972                  | 165,000          |
| New York Central & Hudson River R.R., First Mtge. ....                             | 3½     | 1997                       | 10,000           |
| New York Central & Hudson River R.R., First Mtge. (Reg.) ....                      | 3½     | 1997                       | 140,000          |
| Norfolk Southern Rwy. Co., Cond. Sales Agr. ....                                   | 5½     | 1978                       | 464,300          |
| Northern Pacific Rwy. Co., Prior Lien Mtge. ....                                   | 4      | 1997                       | 200,000          |
| St. Louis-San Francisco Rwy. Co., Cond. Sales Agr. ....                            | 3½     | Semi-annually through 1970 | 170,000          |
| St. Louis-San Francisco Rwy. Co., Cond. Sales Agr. ....                            | 5¼     | Semi-annually through 1975 | 166,109          |
| St. Louis Southwestern Rwy. Co., First Mtge. ....                                  | 4      | 1989                       | 800,000          |
| Seaboard Air Line R.R. Co., First Mtge., B. ....                                   | 3      | 1980                       | 500,000          |
| Southern Pacific Co., San Francisco Terminal, First Mtge., A. .                    | 3¾     | 1975                       | 196,000          |
| Terminal R.R. Association of St. Louis Ref. & Imp. Mtge., D. .                     | 27½    | 1985                       | 600,000          |
| Terminal R.R. Association of St. Louis Ref. & Imp. Mtge., C. .                     | 4      | 2019                       | 75,000           |
| Texas & Pacific Rwy. Co., First Mtge. ....   | 5      | 2000                       | 180,000          |
| Union Pacific R.R. Co., Ref. Mtge., C. ....  | 2½     | 1991                       | 600,000          |
| Wabash Railroad Co., Cond. Sales Agr. ....   | 5      | Semi-annually through 1977 | 445,632          |
|  |        |                            | \$8,873,297      |



# Industrial & Miscellaneous—

## Canada

|  | Coupon | Maturity | Principal Amount |
|--|--------|----------|------------------|
| Alliance Credit Corporation, Senior Secured Term Notes, Series O ..... | 5½     | 1980     | \$500,000        |

# Industrial & Miscellaneous—

## United States

|   | Coupon | Maturity  | Principal Amount |
|---|--------|-----------|------------------|
| Acceptance Finance Co., Senior Notes .....                              | 5½     | 1975      | 250,000          |
| Acceptance Finance Co., Senior Sub. Notes .....                         | 5½     | 1980      | 250,000          |
| Aldens, Inc., Notes .....   | 5½     | 1965-1976 | 390,000          |
| Alden, Inc., S. F. Senior Sub. Notes .....                              | 5½     | 1982      | 350,000          |
| Aldens, Inc., Promissory Notes .....                                    | 5      | 1968-1984 | 500,000          |
| Allied Chemical & Dye Corp., Deb. ....                                  | 3½     | 1978      | 900,000          |
| American Can Co., Deb. ....   | 3¾     | 1988      | 750,000          |
| American Investment Co. of Illinois, Notes .....                        | 3¾     | 1966      | 28,000           |
| American Investment Co. of Illinois, Notes .....                        | 3½     | 1974      | 130,000          |
| American Investment Co. of Illinois, Sub. Notes .....                   | 5½     | 1981      | 500,000          |
| Anheuser-Busch, Incorporated, Deb. ....                                 | 4½     | 1989      | 500,000          |
| A. J. Armstrong Company, Inc., Senior Notes .....                       | 4¾     | 1978      | 500,000          |
| Associates Investment Co., Notes .....                                  | 3½     | 1967      | 500,000          |
| Atlantic Refining Co., Deb. ....  | 3¼     | 1979      | 285,000          |
| Atlantic Steel Co., S. F. Notes .....                                   | 6      | 1982      | 496,000          |
| Automatic Canteen Company of America, Deb. ....                         | 5¾     | 1981      | 350,000          |
| Bishop of the Catholic Diocese of Jefferson City, Mo., First Mtge. .... | 5      | 1974      | 416,000          |
| Blackstone Properties, Inc., Series B Notes .....                       | 5½     | 1983      | 310,093          |
| Broadway-Hale Stores, Inc., Notes .....                                 | 4¾     | 1984      | 712,500          |
| Booth Leasing Corporation Equip. Lease Obligation ...                   | 5      | 1980      | 500,000          |
| C. I. T. Financial Corp., Deb. ....                                     | 3½     | 1970      | 250,000          |
| Commercial Credit Co., Deb. ....  | 4½     | 1978      | 250,000          |
| Conbus Corporation, Secured Notes, Series A .....                       | 5¾     | 1991      | 182,347          |
| Continental Oil Co., Deb. ....  | 3      | 1984      | 495,000          |
| Control Data Corporation, S. F. Deb. ....                               | 5      | 1985      | 500,000          |
| Crown Finance Corporation, Senior Notes .....                           | 5¾     | 1971      | 90,000           |
| Crown Finance Corporation, Sub. Notes .....                             | 6¼     | 1971      | 70,000           |
| Crown Finance Corporation, Senior Notes .....                           | 5½     | 1979      | 500,000          |
| Dial Finance Co., Junior S. F. Notes .....                              | 4.90   | 1978      | 500,000          |
| Duffy-Mott Company, Inc., S. F. Notes .....                             | 4¾     | 1983      | 400,000          |
| Edison Brothers Stores, Inc., Notes .....                               | 4.90   | 1983      | 1,000,000        |
| Edison Brothers Stores, Inc., Notes .....                               | 4.90   | 1984      | 350,000          |
| Emporium Capwell Co., Installment Notes .....                           | 4½     | 1983      | 675,000          |
| Fidelity Acceptance Corporation, Senior Notes .....                     | 5      | 1973      | 200,000          |
| Fidelity Acceptance Corporation, Sub. Notes .....                       | 5½     | 1973      | 222,500          |
| General Acceptance Corporation, Senior Sub. Notes ...                   | 5      | 1978      | 500,000          |
| General Electric Co., Deb. ....   | 3½     | 1976      | 500,000          |
| General Finance Corporation, Senior Notes .....                         | 4¾     | 1982      | 500,000          |
| General Finance Corporation, Senior Notes .....                         | 4¾     | 1985      | 500,000          |
| General Motors Acceptance Corp., Deb. ....                              | 3      | 1969      | 600,000          |
| General Motors Acceptance Corp., Deb. ....                              | 3½     | 1975      | 150,000          |
| General Motors Acceptance Corp., Deb. ....                              | 4      | 1979      | 250,000          |
| General Tire and Rubber Co., Sub. Notes .....                           | 5¼     | 1990      | 500,000          |
| General Transport Equip. Co., Inc., Collateral Senior Notes             | 6      | 1970      | 375,000          |
| G/K Properties, Inc., Series B Notes .....                              | 5¼     | 1989      | 1,000,000        |
| Government Employees Corp., Senior Notes .....                          | 4¾     | 1976      | 500,000          |
| Walter E. Heller & Co., Senior Notes .....                              | 5      | 1982      | 500,000          |
| Walter E. Heller & Co., Deb. ....                                       | 5¼     | 1973      | 280,000          |
| Walter E. Heller & Co., Sub. Serial Notes .....                         | 5¾     | 1965-1974 | 315,000          |
| Industrial Finance and Thrift Corp., Senior Notes .....                 | 5      | 1975      | 500,000          |
| ITT Aetna Finance Co., Conv. Sub. Deb. ....                             | 5½     | 1975      | 183,000          |
| ITT Aetna Finance Co., Senior Notes .....                               | 5      | 1982      | 250,000          |
| Kentucky Finance Company, Inc., Notes .....                             | 5¾     | 1975      | 250,000          |
| Kentucky Finance Co., Inc., Senior Term Notes .....                     | 5      | 1979      | 250,000          |



## Industrial & Miscellaneous— *United States (Cont'd)*

|  | Coupon | Maturity  | Principal Amount   |
|--|--------|-----------|--------------------|
| Kimberly-Clark Corp., S. F. Deb.   | 3¾     | 1983      | 500,000            |
| Liberty Loan Corp., Notes  | 5½     | 1980      | 350,000            |
| Liberty Loan Corp., Notes  | 5½     | 1975      | 500,000            |
| Liberty Loan Corp., Sub. Notes   | 5      | 1978      | 500,000            |
| Malone and Hyde, Inc., Notes   | 5.16   | 1985      | 500,000            |
| The Mastan Co., Inc., Senior Notes   | 5      | 1978      | 500,000            |
| May Department Stores Co., Deb.  | 3¼     | 1978      | 500,000            |
| Midland-Guardian Company, Senior Term Notes  | 5      | 1980      | 500,000            |
| Midland-Guardian, Jr. Sub. Notes   | 6¼     | 1977      | 250,000            |
| Modern Homes Finance Co., Collateral Trust Deb., Series B                            | 6¼     | 1974      | 225,000            |
| Modern Homes Finance Co., Collateral Trust Deb., Series D                            | 6¼     | 1976      | 300,000            |
| National Distillers & Chemical Corp., S. F. Deb.                                     | 4¾     | 1983      | 416,000            |
| National Steel Corp., First Mtge.  | 3½     | 1986      | 500,000            |
| Occidental Petroleum Corp., Senior Notes   | 5½     | 1985      | 750,000            |
| Ohio Brass Company, Notes  | 5¼     | 1976      | 500,000            |
| Ohio Brass Company, Promissory Notes   | 5½     | 1980      | 300,000            |
| Pacific Finance Corp., Notes   | 5¼     | 1980      | 250,000            |
| Pacific Finance Corp., Deb.  | 5¾     | 1981      | 500,000            |
| Parker-Hannifin Corp., S. F. Notes   | 4½     | 1989      | 500,000            |
| Pioneer Finance Company, Sub. Deb.   | 6½     | 1973      | 200,000            |
| Pioneer Finance Company, S. F. Senior Notes  | 5½     | 1977      | 250,000            |
| Pioneer Finance Company, S. F. Senior Notes, Series I.                               | 5½     | 1977      | 250,000            |
| Ralston Purina Company, S. F. Deb.   | 4¾     | 1988      | 500,000            |
| R. J. Reynolds Tobacco Co., Deb.   | 3      | 1973      | 196,000            |
| Rutherford Furniture Co., Inc.   | 4½     | 1981      | 750,000            |
| Scrivner-Boogaart, Inc., Senior Notes  | 5½     | 1977      | 500,000            |
| Scrivner-Boogaart, Inc., Senior Notes  | 5½     | 1981      | 500,000            |
| Seaboard Finance Co., Deb.   | 5¼     | 1980      | 500,000            |
| Sinclair Oil Co., Conv. Deb.   | 4¾     | 1986      | 250,000            |
| Sisters of Mercy of Auburn (Calif.) Direct Obligation Serial Bonds                   | 4¾-5   | 1969-1979 | 500,000            |
| Sisters of St. Joseph of Carondelet, St. Louis Province Dir. Obligation Serial Bonds | 4¾     | 1977-1979 | 750,000            |
| Socony-Mobil Oil Co., Deb.   | 2½     | 1976      | 300,000            |
| Sperry Rand Corp., Deb.  | 5½     | 1982      | 439,000            |
| Standard Financial Corp., Senior Notes   | 5      | 1982      | 350,000            |
| Standard Oil Co. (New Jersey), Deb.  | 2¾     | 1974      | 600,000            |
| State Loan & Finance Corp., Deb.   | 5.40   | 1981      | 350,000            |
| Stephenson Finance Co., Inc., Senior Notes   | 5½     | 1980      | 500,000            |
| Sterling Drug, Inc., Deb.  | 3¼     | 1980      | 500,000            |
| Sunset Int'l. Petroleum Corp., Senior Notes  | 6¼     | 1980      | 500,000            |
| Talcott (James), Senior Notes  | 5¼     | 1973      | 250,000            |
| Talcott (James), Subordinated Notes  | 5½     | 1973      | 250,000            |
| Talcott (James), Senior Notes  | 4½     | 1977      | 100,000            |
| Talcott (James), Capital Notes   | 5      | 1979      | 100,000            |
| Talcott (James), Senior Notes  | 5½     | 1979      | 232,000            |
| Talcott (James), Senior Notes  | 5½     | 1980      | 150,000            |
| Tower Loan Company, Senior Note Agreement  | 5¾     | 1967-1975 | 200,000            |
| Van Camp Sea Food Co., Senior Prom. Notes  | 4½     | 1977      | 124,600            |
| Victor Comptometer Corp., S. F. Deb.   | 4½     | 1988      | 300,000            |
| Zayre Realty Corp., Mtge. Note   | 5.90   | 1985      | 394,635            |
|  |        |           | <hr/> \$41,832,675 |
| Total Principal Amount   |        |           | \$117,670,522      |



# Preferred Stocks

|  | Number of<br>Shares |
|--|---------------------|
| American Water Works Co., Inc., 4.90% Series, \$25 Par Value.....                | 20,000              |
| Cleveland-Cliffs Iron Company, \$4.50, \$100 Par Value.....                      | 2,100               |
| El Paso Natural Gas Co., 5½% Cum. Pfd. Stock, 1965 Series, \$100 Par Value....   | 5,000               |
| Gas Service Company, 5%, \$100 Par Value.....                                    | 3,360               |
| General Contract Finance Corporation, 5½% Conv., \$20 Par Value.....             | 3,000               |
| Hunt Foods and Industries, Inc., Series B, 5.00% Cum. Pfd., \$100 Par Value..... | 3,500               |
| International Tel. & Tel. Company, 4% Cum. Conv. Pfd. Series E, \$100 Par Value  | 170                 |
| Kaiser Cement and Gypsum Company, 5% Conv., \$50 Par Value.....                  | 5,000               |
| Laclede Gas Company, 4.56% Cum. Pfd., \$25 Par Value.....                        | 20,000              |
| Midwestern Gas Transmission Company, 5½%, \$100 Par Value.....                   | 3,500               |
| Murphy Oil Corporation, 5½%, \$100 Par Value.....                                | 2,640               |
| National Distillers & Chemical Corp., 4¼%, \$100 Par Value.....                  | 3,500               |
| Natural Gas Pipeline Company of America, 5¼%, \$100 Par Value.....               | 2,390               |
| Northwest Natural Gas Co., 4.75% Cum. Pfd., \$100 Par Value.....                 | 5,000               |
| Panhandle Eastern Pipe Line Co., 4.64%, \$100 Par Value.....                     | 5,000               |
| Pettibone Mulliken Corp., 5.75 Cum. Pfd. Stock, \$100 Par Value.....             | 2,125               |
| Puget Sound Power & Light Co., 4.84%, \$100 Par Value.....                       | 3,500               |
| South Carolina Elec. & Gas Co., 4.60% Series, Cum. Pfd., \$50 Par Value.....     | 7,000               |
| Southwest Gas Corp., 4.85% Cum. Pfd. Stock, \$50 Par Value.....                  | 5,000               |
| Southwest Gas Corp., 4.75% Cum. Pfd. Stock, \$50 Par Value.....                  | 7,000               |
| Tennessee Gas Transmission Company, 5.24%, \$100 Par Value.....                  | 3,500               |
| Texas Eastern Transmission Co., 5.00% Series Cum. Pfd., \$100 Par Value.....     | 2,500               |
| Transcontinental Gas Pipeline, 5.26% Cum. Pfd., \$100 Par Value.....             | 3,500               |
| Trunkline Gas Co., 4.75% Series, Cum. Pfd., \$100 Par Value.....                 | 5,000               |
| Market Value of Preferred Stocks:  | \$7,954,635         |

# Common Stocks

## Public Utilities

|  | Number of<br>Shares |
|--|---------------------|
| American Tel. & Tel. Company.....          | 1,544               |
| Laclede Gas Company.....                   | 10,200              |
| Niagara Mohawk Power Corporation.....      | 1,400               |
| Ohio Edison Company.....                   | 9,000               |
| Potomac Electric Power Company.....        | 3,000               |
| Public Service Electric & Gas Company..... | 6,000               |
| Tennessee Gas Transmission Company.....    | 14,100              |
| Union Electric Company.....                | 10,510              |

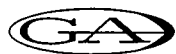
## Industrials

|  |        |
|--|--------|
| Addressograph Multigraph Corporation.....    | 4,000  |
| American Investment Company of Illinois..... | 16,540 |
| Bankers Trust Company.....                   | 1,700  |
| Borg-Warner Corporation.....                 | 6,000  |
| Chase Manhattan Bank.....                    | 450    |
| Chemical Bank New York Trust.....            | 1,500  |
| Columbia Broadcasting System, Inc.....       | 5,202  |
| Continental Can Company.....                 | 1,500  |
| Crown Zellerbach Corporation.....            | 6,000  |
| Edison Brothers Stores.....                  | 8,000  |
| General Motors Corporation.....              | 3,600  |
| Goodyear Tire & Rubber Company.....          | 2,000  |
| International Shoe Company.....              | 11,000 |
| International Tel. & Tel.....                | 611    |
| May Department Stores Company.....           | 9,000  |
| Morgan Guaranty Trust Company.....           | 990    |
| National Dairy Products Company.....         | 2,500  |
| National Lead Company.....                   | 3,200  |
| Owens-Illinois, Inc.....                     | 2,000  |
| Parke, Davis & Company.....                  | 2,700  |
| Philadelphia National Bank.....              | 2,100  |
| Phillips Petroleum Company.....              | 8,000  |
| Pittsburgh Plate Glass.....                  | 2,900  |
| Ralston Purina.....                          | 3,000  |
| Sinclair Oil Corporation.....                | 4,000  |
| Standard Oil Company (Indiana).....          | 9,000  |
| Standard Oil Company (New Jersey).....       | 4,156  |
| Union Carbide Corporation.....               | 1,000  |
| Union Oil Company of California.....         | 12,057 |
| United States Gypsum.....                    | 1,700  |

Market Value of Common Stocks..... \$8,453,360

Total Market Value of Stocks..... \$16,407,995



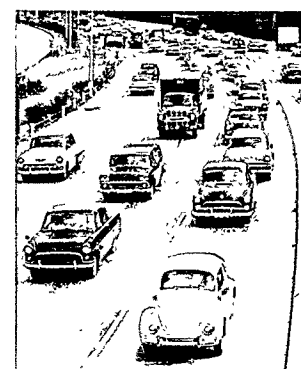
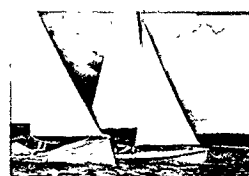


**GENERAL AMERICAN LIFE**  
INSURANCE COMPANY ST. LOUIS



62-80295-81

PROVIDING  
FINANCIAL SECURITY  
IN A  
DYNAMIC SOCIETY



## 1965 ANNUAL REPORT

GENERAL AMERICAN LIFE INSURANCE COMPANY, ST. LOUIS



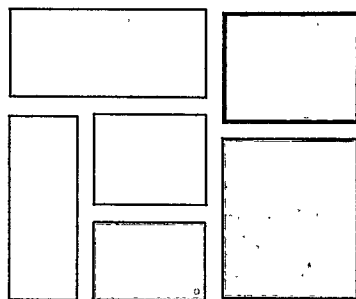
## Highlights of 1965

|                                       | 1965            | 1964            | % Increase |
|---------------------------------------|-----------------|-----------------|------------|
| Life Insurance in force               | \$4,483,776,204 | \$4,056,525,331 | 10.5%      |
| Total Assets                          | \$ 377,472,931  | \$ 352,818,244  | 7.0%       |
| Net Return on Investments             | 4.86%           | 4.81%           | 1.0%       |
| Life Insurance Sales (Production)     | \$ 524,837,865* | \$ 378,468,972  | 38.7%      |
| Individual Life                       | \$ 227,789,200  | \$ 221,561,300  | 2.8%       |
| Group Life                            | \$ 297,048,665* | \$ 156,907,672  | 89.3%      |
| Health Insurance Sales (Annual Basis) | \$ 6,840,434    | \$ 5,714,044    | 19.7%      |
| Individual Health                     | \$ 660,704      | \$ 665,214      | -0.7%      |
| Group Health                          | \$ 6,179,730    | \$ 5,048,830    | 22.4%      |
| Total Income in 1965                  | \$ 135,280,544  | \$ 123,794,212  | 9.2%       |
| Income From Premiums                  | \$ 116,584,434  | \$ 106,440,911  | 9.5%       |
| Policyholder Benefits                 | \$ 79,695,327   | \$ 73,714,583   | 8.1%       |
| Dividends to Policyholders            | \$ 13,594,947   | \$ 12,268,557   | 10.8%      |

\*Includes \$100,332,400 participation in Servicemen's Group Life program.



# Providing Financial Security in a Dynamic Society



Although the earth still follows its ancient schedule of 365 days to spin around the sun, life on and off Earth moves ever faster.

In the exploration of outer space, man progresses at an incredible rate. The first commercial jet service was introduced in 1958. In 1960, America began its space program. By 1970, scientists predict confidently that men will explore the face of the moon.

So fast is U. S. population growing, that it is called an "explosion." 1.3 million new households *each year*—create enough families to fill three cities the size of Boston, Massachusetts. To provide food and living space for this rising population, science is already at work, exploring the ocean floor and arctic waste land to test the possibilities of living and farming there. Experiments in irrigation and water processing may someday make fertile farmland of our vast desert regions.

While Man's longevity has not yet increased markedly, the opportunity to achieve longevity has been dramatically enhanced as medical science achieves increasing mastery over disease. Scientists experiment actively with DNA, the very basis of life, and geneticists explore the control of human genetic processes, with the ultimate promise of ending "inherited" disorders, and transplanting sound organs to take the place of unsound.

Increasing automation, coupled with a growing labor force, means more leisure time and earlier retirement. Higher education, once a privilege of the few, has taken on the hue of an expensive necessity.

All these explosive changes in American life have altered the financial security needs of the American family. Higher standards of living, higher education costs, earlier retirement, the rising cost of medical care—all make it increasingly imperative that the family possess in sufficient amount the proper kinds of personal insurance to cover its needs.

1965 saw General American meeting the challenge of change in a variety of ways.



TO OUR POLICYHOLDERS:

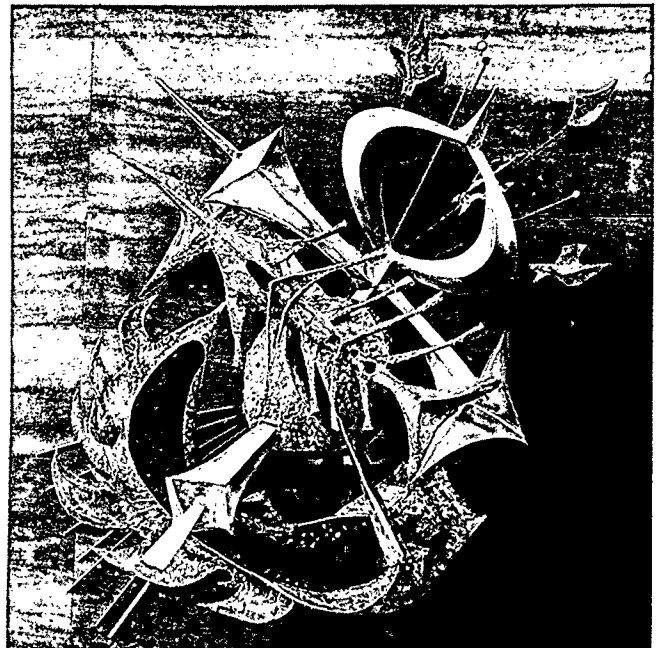
1965...  
A Year  
of Accelerated  
Growth

Some economists have referred to 1965 as a "boom" year. From a business point of view, General American Life regards it simply as a year of accelerated growth. A long-established growth pattern was continued in 1965. The economic and demographic factors that created the climate in which growth could be registered were largely and generally anticipated.

The life insurance business is inevitably geared to population and family formation, to the gross national product and disposable personal income.

These are factors that make growth possible. They do not guarantee it. It is therefore gratifying to report that the opportunity to expand our services soundly in 1965 was seized with vigor. The effectiveness of our operations in the past year can be seen at a glance in the Highlights section which precedes this statement.

Life insurance in force at the year-end amounted to \$4,483,776,204, an increase of over \$427,000,000 during 1965. Life insurance sales vaulted to \$524,837,865 in volume, an increase of 38.7% over the preceding year, establishing a new high. It should be noted that approximately \$100,000,000 of this figure represents our participation in the group life insurance extended to the members of our armed forces on active duty



This symbolic metal sculpture by Rodney Winfield, entitled "Life Symbols" and depicting symbols of life from ancient civilizations, was installed in 1965 in the lobby of the Home Office Building.



under a federally sponsored program established with the cooperation of the life insurance business during the past year.

Assets rose to \$377,472,931 by December 31, 1965, an increase of \$24,654,687. The net yield on invested assets before income taxes edged up to a new high of 4.86% from 4.81% in 1964. The nature of these investments is described in later pages.

Total income from every source established another new high of \$135,280,544 as compared to \$123,794,212 in 1964. Of this amount, \$116,584,434 represented premium income, an increase of \$10,143,523 over the comparable figure a year ago. \$18,498,235 represented income from investments, an increase of 7.58%.

Benefit payments to policyholders and beneficiaries (exclusive of dividends) amounted to \$79,695,327, and \$17,143,236 additional was set aside as reserves for future benefits. Together, these sums represent an increase of \$8,480,688 over 1964 benefits, and account for an amount that is 83.06% of the total premium income of the company. This is a figure in which we take some pride. It is substantial, but well within the bounds of sound operation. It is the fiscal translation of our reason for being in business. Both mortality (the rate of death among policyholders) and morbidity (the incidence of disability) were at favorable levels.

After charging all benefit payments, operating expenses, additions to reserves, and taxes, but before dividends to policyholders, the net gain from operations in 1965 was \$16,502,839 as compared to \$14,700,000 in 1964.

From this net gain, dividends to policyholders were paid or set aside for distribution, amounting to \$13,594,947, an increase of \$1,326,390 over the comparable dividend figures of 1964. This gives effect for a full dividend year to an increase in the rate of dividends to individual life policyholders, that became effective July 1, 1965.

After surplus adjustments of \$714,270, the remaining \$2,193,622 resulting from net gain from operations was added to surplus held for the protection of policyholders. Surplus now totals \$27,639,550.

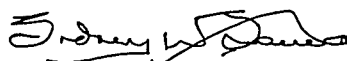
The year was characterized by the introduction of

several new policy forms in our individual life and group insurance lines, and the development of health coverages to enable our policyholders, present and future, to adjust to the impact of Medicare, the health care program enacted into federal law in 1965.

These and other subjects dealing with marketing, methods, and manpower which increase our capabilities in providing financial security for the members of a dynamic society are related in the following pages of this report.

Regretfully, there must also be recorded the departure by death during 1965 of two of our most valued directors, both distinguished men who served long and ably on our Board—the late Mr. Sidney Maestre, who was Chairman of the Mercantile Trust Company, St. Louis, and Mr. Howard I. Young, who had recently retired as Chairman of the American Zinc, Lead & Smelting Company. At the annual meeting in January, 1966, two distinguished business leaders were elected to the Board of Directors in the persons of Richard A. Goodson, President of Southwestern Bell Telephone Company, the nation's largest telephone system in terms of the territory served, and Harold E. Thayer, President of the Mallinckrodt Chemical Works, a pioneering company in the adaptation of nuclear power for industrial uses.

General American Life is a mutual life insurance company in more than a legalistic way. The support of its policyholders, the dedication to its success consistently manifested by its directors and officers, its field associates, and its administrative staff, make it a mutual enterprise in the broadest sense. It is to all of them that we express our deep appreciation; they are the authors of the actions that this annual report records.



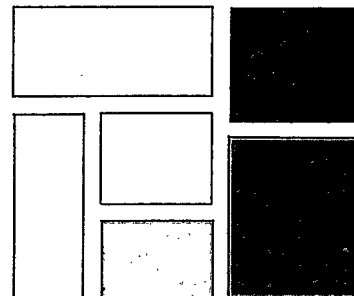
Sidney W. Souers  
Chairman of the Board



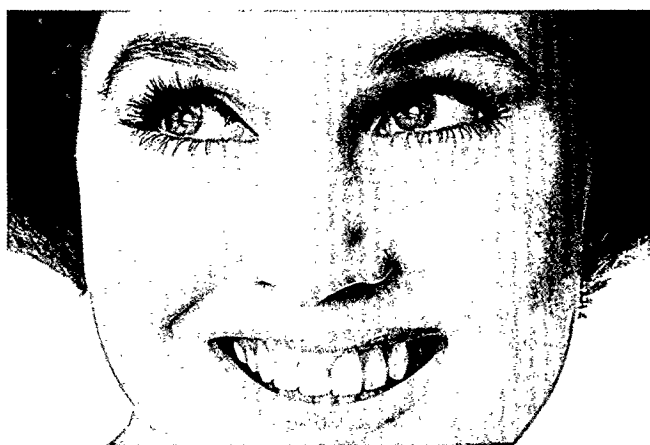
Frederic M. Peirce  
President and  
Chief Executive Officer



# The Dynamics of a Changing Society Develop New Needs for Personal Financial Security



In 1965, as in prior years, the company took steps to fulfill these emerging needs by initiating new forms of protection, and new procedures for service to policyholders.



A life insurance industry first, General American's Dental Care Insurance is incorporated in its Group Major Medical Plan.

## GROUP MAJOR HEALTH

Early in the year, Group Major Health insurance made its appearance, incorporating not only Major Medical protection in its most modern form, but also Dental Care insurance. It represents the life insurance business' first built-in Dental Care insurance in combination with traditional but up-dated health care protection. It has evoked wide interest as an effective means, based on sound underwriting principles, to respond to the increasing desire of people to make provision for their foreseeable health care needs as a normal and regular budgeted cost of living. This is wise and prudent. It avoids the catastrophic impact on living expenses that often occurs when health care or dentistry of an extensive nature is required.



## YEARLY RENEWABLE TERM

A type of coverage new to our portfolio of individual life coverages called Yearly Renewable Term was introduced late in 1965 which has special meaning in this period of high economic activity. Issued in minimum amounts of \$50,000, YRT is designed to provide the lowest out-of-pocket cost per \$1,000 of life insurance protection. It insures solely against the hazard of premature death for one year at a time, but it is convertible at any time prior to age 65 to a permanent plan. Its purpose is to recognize the temporary need, principally among business and professional men, to insure against the loss of the huge economic value of the lives of such people, during the period that they are assuming large business risks or in which they are developing their potential. This need is a phenomenon of the current complex nature and accelerated pace of business and financial activity in our nation.

YRT was greeted with enthusiasm by our sales organization, and commanded immediate acceptance in the market place. It was a factor in accounting for the fact that December, 1965 established a new monthly record of individual life sales.

## BUSINESS INCOME PROTECTION

The individual health insurance line of the company was augmented in 1965 by the addition of an unusual form of disability income protection designed to protect businesses from the costs of disablement of key personnel. Called BIP (for Business Income Protection), it enables businesses to provide continuing compensation over an extended period to executives who are physically unable to work, without affecting operating costs. This has been possible in the past by adapting traditional forms of coverage to this purpose. General American's BIP is one of the first designed to be particularly suitable for the business insurance market.

Other new product development work was geared to the creation of health insurance that would mesh with and complement, rather than duplicate, the protection that the federal government's program of Medicare will provide beginning July 1, 1966. To this end, our policyholders, both individual and group, have been kept fully informed of the impact of Medicare on their insurance with us, and appropriate and desirable hospitalization and major medical insurance features will be made available prior to Medicare's effective dates.

Service to policyholders in this area is symptomatic of the expanding services that alert companies must be equipped to provide if they are to adequately serve the needs of their policyholders in this age of rapid change.



General American's Yearly Renewable Term and Business Income Protection policies give special attention to the needs of the business and professional man.



# Increased Benefit Payments... Financial Security for Policyholder and Beneficiaries

The ultimate service to policyholders and their beneficiaries is, of course, the payment of policy benefits. In 1965, the sum of \$93,290,274 was paid or set aside for payment to policyholders and their beneficiaries in benefits of all types. Included in this amount was \$13,594,947 in policy dividends, an increase of \$1,326,390 over the 1964 figure. This increase is in part attributable to an increase in the scale of dividends declared by the Board of Directors for individual life policyholders effective July 1, 1965, made possible by favorable investment earnings, coupled with satisfactory mortality experience and closely controlled operating costs.

Payments to beneficiaries of death benefits and to policyholders of health benefits accounted for the huge sum of \$69,206,351. The meaning of these dollars in the lives of people is perhaps best illustrated in the following true case histories of "first year" claims.

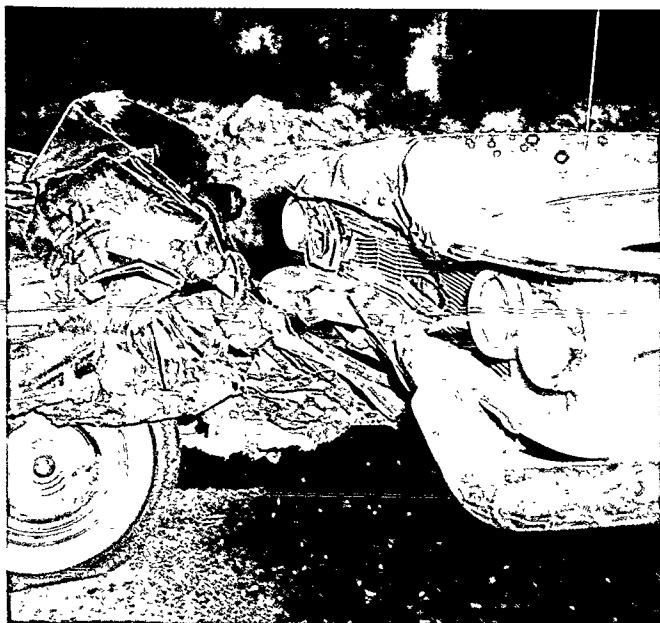


An army sergeant "bought" insurance for his unborn son after the father drowned on military maneuvers in Germany.

The father purchased a \$15,000 policy with one unit of General American Life's Family Plan some months prior to leaving for overseas. The Family Plan provides for paid-up insurance on the wife and any children either living or yet to be born, in the event of the death of the father. Three weeks after his father drowned while crossing a river in a military operation, the son was born.

The face amount of \$15,000 had already been paid to his mother, and the child owned \$1,000 of paid-up insurance, due to his father's foresight. Although death strikes at unexpected times and from great distances, a father guaranteed a son he had never seen the beginnings of an estate through his wise purchase.





The tragedies of life sometimes spread slowly like concentric circles in a quiet pond, and at other times, fall upon us like a tornado.

In this instance, a crumpled fender led to the death of a Texas man. At age 43, healthy and prosperous, on the way to work one morning, he momentarily lost control of his car while going around a curve, and hit a parked car. It was only a mild collision, and he suffered hardly any external injury. He had cut his lip on the steering wheel, and it was bleeding slightly when he got out of his car to survey the damage. At that moment, according to a witness, he collapsed to the street.

A few minutes later it was confirmed at the hospital that he had died at the scene of the accident with a heart attack. He had been examined just 18 months before and found physically fit. But a combination of events triggered by an unforeseen happenstance left a widow and two children. Fortunately, his hedge against the unforeseen was his General American life insurance.



The inadvisability of procrastinating before buying insurance was illustrated forcibly to a woman who took delivery of her health insurance policy in the hospital, because she had been injured in an auto accident two days after it was issued. She had applied for and been issued a Guaranteed Renewable Hospitalization plan, complete with Major Medical protection. Since she had paid the premium in advance with her application, she was protected for certain "first-dollar" medical costs, and those caused by serious illnesses, up to a limit of \$10,000.

Her application was examined and the policy was issued promptly. She had an appointment to meet her agent to accept delivery of it, but she didn't make it. A car pulled out of an alley immediately in front of her—she hit her brakes—the streets were wet. She found herself in the hospital an hour later with multiple fractures. She was hospitalized for a month, and the bill came to \$917.

Her claim was presented and paid immediately. As she gratefully received the policy in her hospital bed, she told the agent, "Today is the tomorrow you talked about yesterday."



# Efficient Scientific Equipment to Serve a Changing Society



Mechanized files containing policyholder index information increase efficiency to control and reduce costs.

It is interesting to observe that part of the reason for rapid change—automation, the use of electronics in data processing, also provides a large part of the resources for coping with change. Substantial progress was made in the computerization of our processes in 1965, so that it is anticipated that our computer systems will entirely replace manual operations in 1966 in all areas for which the computer had been planned.

In 1965, the computer was used to provide policy status information to our field organization in a special effort to reach and service all policyholders who had originally purchased their insurance from representatives whose association with us had terminated by reason of death or otherwise. This effort to serve was sincerely appreciated by the overwhelming majority of those contacted. They responded to such an extent that during the period involved, one out of every three new sales recorded was to an existing policyholder. Equally important, thousands of beneficiary changes, changes of name and address, and policy changes of various kinds enabled such policyholders to up-date their coverages to more closely fit their current needs.

Similar computer provided information equipped our representatives to remind term insurance policyholders of their rights to convert their temporary protection to permanent level premium forms, to their advantage.

Electronic data processing represents, perhaps, the major instrument by which to achieve both increased efficiency and increased administrative service to policyholders, but it is not the only means. Mechanization in other forms likewise contributes to the control and reduction of costs through increased efficiency. A 1965 example is found in the installation of mechanized files containing policyholder index information.



# Growth Through Excellence in People

Electronics and equipment of the most modern type are not sufficient to adequately administer to the needs of policyholders, present and future. People are required—competent, highly trained, dedicated people.

The life insurance business, at the point of contact with the public, is peculiarly a person-to-person business. It almost invariably requires a face-to-face interview with an agent to consummate a life insurance purchase. The agent is equipped, upon learning the financial circumstances of the individual or business involved, to prescribe the appropriate life insurance solution.

The market for life insurance is virtually inexhaustible, because the need for personal financial security in an expanding population and economy is inexhaustible. The challenge to the life insurance company is to staff itself in the field and in the home office with people of the calibre and capacity to adequately reach and effectively serve the share of the market that the company seeks. In this context, 1965 was a year of significant growth in manpower for General American Life.

The number of full time agents—career underwriters—in our sales organization was up 28.35% as a result of an active recruiting program reinforced by an extensive pre-contract training program. This pro-

gram, in effect, exposes new men and women to the reality of the opportunity and exigencies of life insurance selling before their commitment to it as a full-time career. It thus enhances their possibilities of success.

Among the 37 new general agencies constituted in 1965 were six located in communities in which we had no previous representation—Hollywood, Fla., Bel Air, Md., Lincoln, Nebr., Geneseo and Murphysboro, Ill., and Duluth, Minn.

Expansion was a key factor in our Group insurance operations as well. During the year, the group field organization composed of salaried specialists in mass coverages, grew by 15%. New group field offices were opened in El Paso, Texas, Phoenix, Ariz., Newark, N. J., and Greensboro, N. C.

In the home office and in salaried administrative positions in the field, the organization was augmented by the addition of a number of well-educated young people, pursuant to a planned program of manpower development.

The company carries on a regular organized program of recruiting on specific college campuses in its operating territory in a constant search for men and women who give promise of attaining excellence in the many varied business activities involved in life insurance company administration.



Start of another busy day for the staff at General American Life's Home Office.



Unusual exposure to hundreds of college juniors and seniors in the St. Louis area was obtained during the Christmas holiday season of 1965, through participation in the "Gateway to Careers" program. This program enabled St. Louis college students to see the exhibits and meet the representatives of many of the major companies of the area in one visit to a central source. It was, in effect, a supermarket of career opportunities available in the metropolitan area of St. Louis. This type of intensive and expanding recruiting activity is a reflection of the growing need on the part of business for increased numbers of able young men and women in gearing for the realization of the opportunities developing in our dynamic society.

Thus, 1965 saw enrolled in General American Life ranks a Woodrow Wilson scholar who had majored in mathematics. His interest is actuarial science. A qualified systems engineer has found a stimulating challenge in individual sales work. The holder of a master's degree in business administration is now becoming a salary administrator. A former teacher of high school mathematics is undergoing training for sales work. A graduate civil engineer with educational training in accounting placed \$1 million of new life insurance sales in his first year. A native of Lebanon with a graduate degree in chemistry from the American University at Beirut was attracted to the career potential of life insurance selling. A young

man who was president of his class at high school for three consecutive years, and was subsequently an officer in student government at his university, is now a group representative.

These examples, and many others, can be cited to indicate the wide variety of backgrounds and interests from which spring the young people who can be expected to assume increasing responsibility in the years ahead.

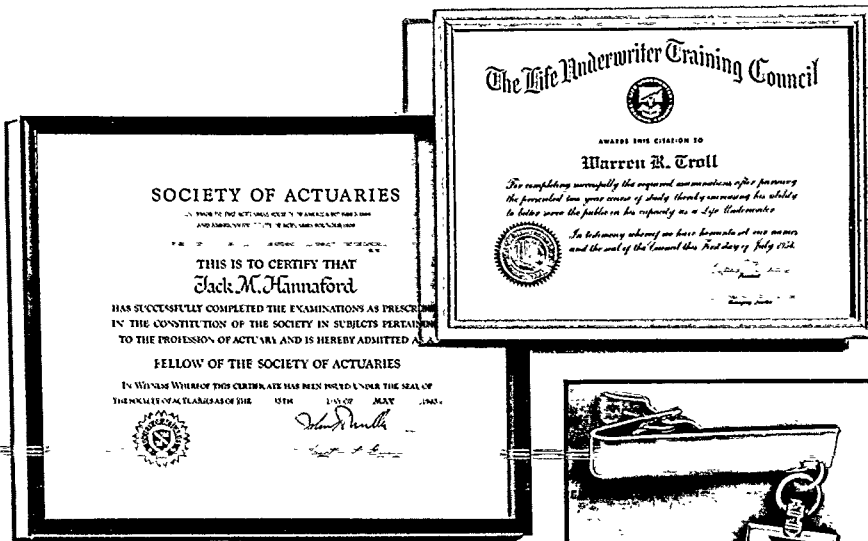
Education does not cease with the launching of a business career at General American Life. Many programs of self-improvement are actively pursued. The company provides tuition subsidies, administers classroom educational courses especially adapted to the life insurance business, augments correspondence courses with personalized coaching, and performs on-the-job training. Over 20% of the home office staff is enrolled in various educational courses.

An equally avid pursuit of educational excellence is evident in the field organization. Apart from the many enrolled in the company provided training programs, approximately one out of every five of our full time career field associates have either achieved, or are studying for the CLU degree, sponsored by the American College of Life Underwriters. Symbolic of professional attainment, this is the highest academic award available in life insurance selling.

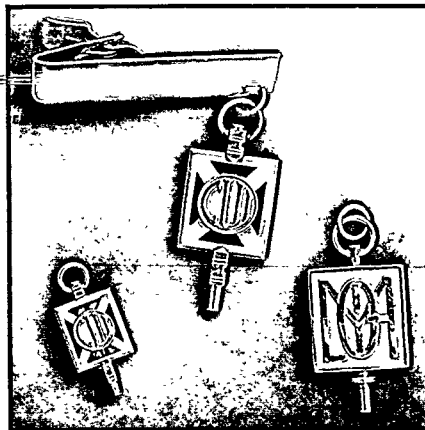


Various life insurance educational courses are offered to employees through classes and correspondence programs.





The highest academic awards available in life insurance selling are achieved by many in General American Life's field organization.



Home office personnel are indoctrinated in the complexities of electronic data processing.



St. Louis area college students visit the General American Life exhibit during the "Gateway to Careers" program.



All American back, Johnnie Roland (C); All Big Eight Conference quarter-back Gary Lane (R) and lineman Ron Snyder (L), of the University of Missouri along with many other fine young men and women affiliated with the company in 1965. Here they sign agency contracts in the presence of company president Frederic M. Peirce and C. J. "Gus" Kekeris of Kekeris Brothers and Associates, Inc.



## Security for Policyholders Through Diversified Investments

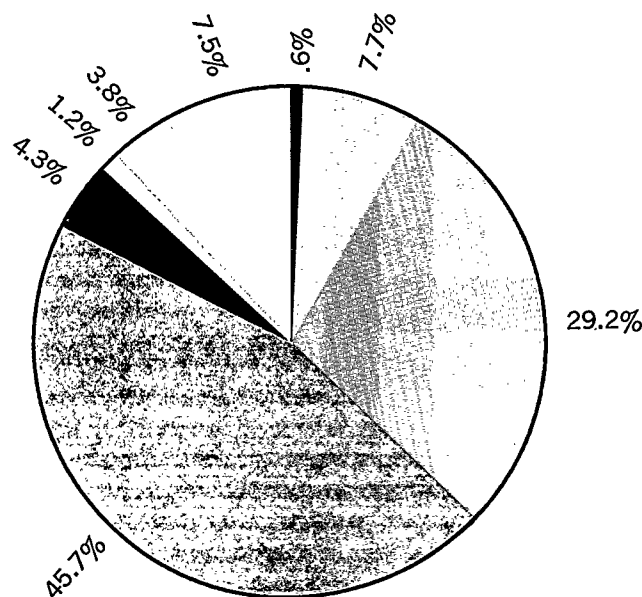
In no area of company operations is the impact of the economic velocity of our times more clearly apparent than in our investment practices and experience.

The volume of new investments in 1965 increased, reflecting an acceleration in our asset growth; the increase in total assets amounted to \$24,654,687, about 16% greater than the \$21.2 million increase experienced in 1964.

In an expanding economy in which new construction plays a significant role, the program instituted several years ago of increasing the relative proportion of mortgage loans to our total investment portfolio was continued. \$43,999,203 was invested in new loans last year, increasing the mortgage loan account to \$193,727,158, representing 51.3% of our total assets. By far, the bulk of our investible funds was placed in well located commercial, industrial and apartment properties. The activity in commercial and residential construction has provided a variety of mortgage loans, and a trend which it is anticipated will extend into the future for some time. New mortgage loan investments last year provided an average yield of slightly in excess of 6%.

Approximately \$10,990,000 was invested in diversified industrial, public utility and railroad debt securities at yields averaging 5.23%. The continued use of direct placements has built many benefits into the bond account, one of which is a gradually increasing investment yield. An additional \$4,240,000 was invested in a combination of preferred and common stocks, which resulted in increasing this category to \$16,301,960.

General American's net investment yield before Federal Income Taxes reached a new high of 4.86% and compares favorably with last year's 4.81%, and 4.68% earned in 1963. The company's investment program is designed to produce satisfactory income from quality investments, with resulting benefits to policyholders in the form of meaningful dividends, in the continuing strength and stability of the institution, and in its capacity to seize the opportunities created by a dynamic society.

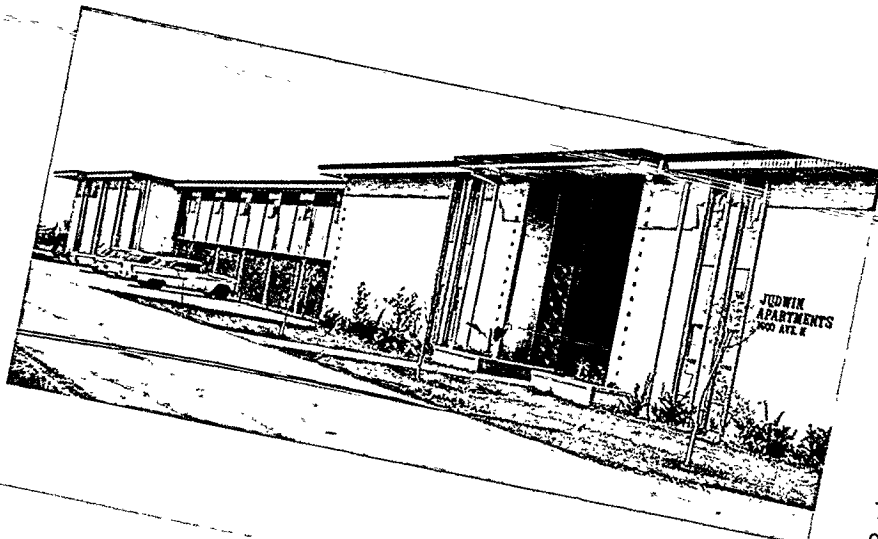


PORTFOLIO OF INVESTMENTS

|   |       |  |
|---|-------|--|
| Cash on Hand and in Banks                     | .6%   | <div style="width: 10px; height: 10px; background-color: black;"></div>  |
| Government Direct and Guaranteed Obligations* | 7.7%  | <div style="width: 10px; height: 10px; border: 1px solid black;"></div>  |
| Bonds—Corporate                               | 29.2% | <div style="width: 10px; height: 10px; background: repeating-linear-gradient(45deg, transparent, transparent 2px, black 2px, black 4px);"></div> |
| Mortgage Loans—Conventional                   | 45.7% | <div style="width: 10px; height: 10px; background: radial-gradient(circle, black 1px, transparent 1px); background-size: 4px 4px;"></div>        |
| Stocks  | 4.3%  | <div style="width: 10px; height: 10px; background-color: black;"></div>  |
| Real Estate                                   | 1.2%  | <div style="width: 10px; height: 10px; border: 1px solid black;"></div>  |
| Miscellaneous                                 | 3.8%  | <div style="width: 10px; height: 10px; border: 1px solid black;"></div>  |
| Loans to Policyholders                        | 7.5%  | <div style="width: 10px; height: 10px; border: 1px solid black;"></div>  |

\*Includes 5.6% FHA and VA Loans.





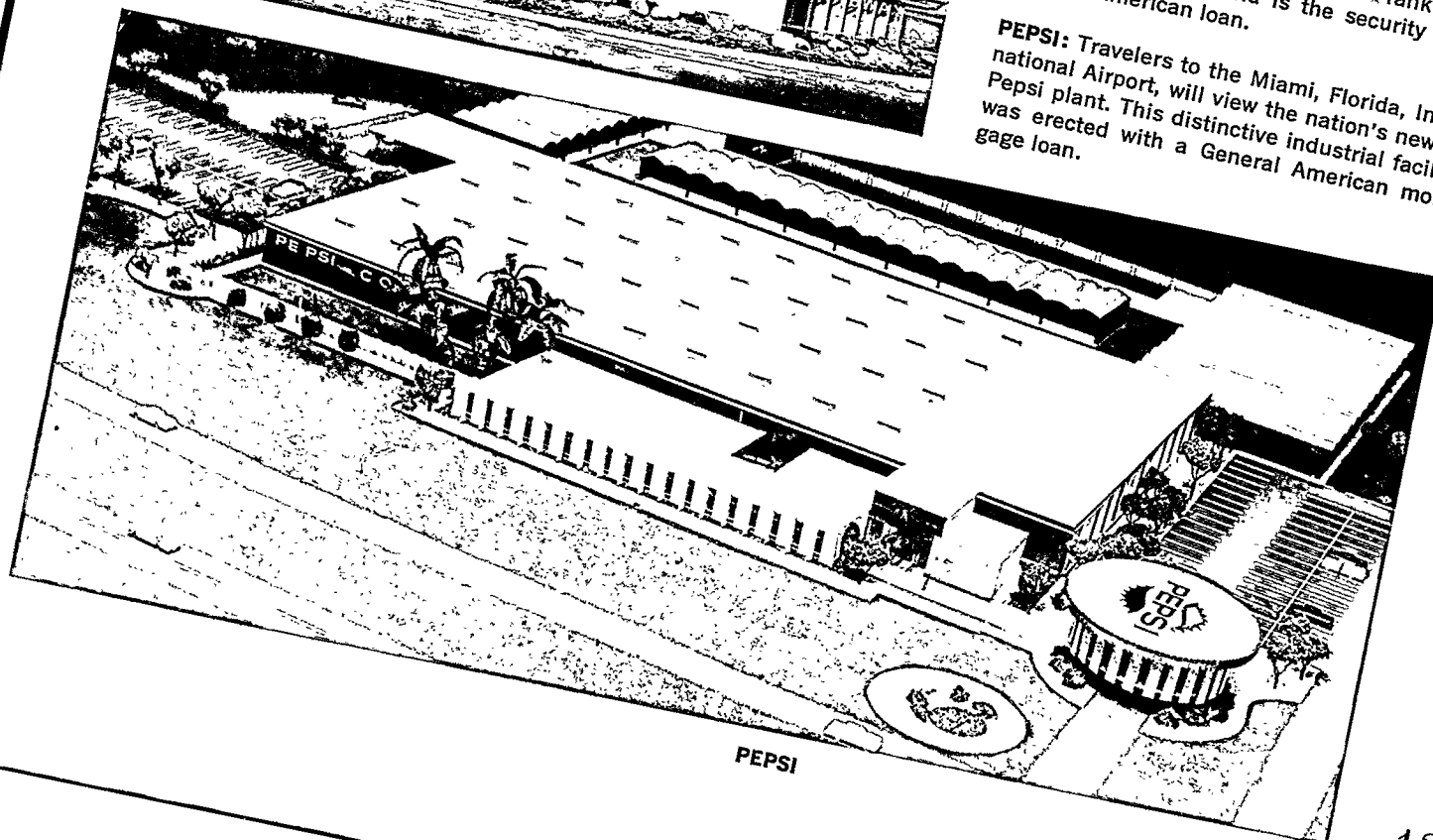
JUDWIN

**JUDWIN:** These well-designed apartments near Houston, Texas, are typical of General American's apartment loans made in 1965. The building incorporates attractive design, quality materials, and a convenient floor plan.



SAFEWAY

**SAFEWAY:** This dramatic, seven-point Safeway supermarket in Santa Clara, California, was designed by Architect Aaron G. Green, A.I.A., West Coast representative for the Frank Lloyd Wright foundation, and is the security for a General American loan.



PEPSI

**PEPSI:** Travelers to the Miami, Florida, International Airport, will view the nation's newest Pepsi plant. This distinctive industrial facility was erected with a General American mortgage loan.



# 1965

## A Year of Accelerated Growth for

### SUMMARY OF EARNINGS AND SURPLUS

| INCOME  | 1965          | 1964          | 1956          |
|---|---------------|---------------|---------------|
| Premiums.....   | \$116,584,434 | \$106,440,911 | \$ 57,495,216 |
| Investment Income.....                                      | 18,498,235    | 17,193,651    | 9,244,674     |
| Miscellaneous.....  | 197,875       | 159,650       | 35,135        |
| TOTAL.....  | \$135,280,544 | \$123,794,212 | \$ 66,775,025 |
| DEDUCTIONS  |               |               |               |
| Policyholders Benefits.....                                 | \$ 79,695,327 | \$ 73,714,583 | \$ 39,208,199 |
| Increase in Policy Reserves.....                            | 17,143,236    | 14,643,292    | 7,120,544     |
| Operating Expenses.....                                     | 19,474,142    | 18,456,735    | 9,919,916     |
| TOTAL.....  | \$116,312,705 | \$106,814,610 | \$ 56,248,659 |
| OPERATING GAIN (Before Dividends & Federal Income Tax)..... | \$ 18,967,839 | \$ 16,979,602 | \$ 10,526,366 |
| Dividends.....  | 13,594,947    | 12,268,557    | 7,207,383     |
| Provision for Federal Income Tax.....                       | 2,465,000     | 2,275,000     | 661,655       |
| NET GAIN FROM OPERATIONS.....                               | \$ 2,907,892  | \$ 2,436,045  | \$ 2,657,328  |
| SURPLUS ACCOUNT ADJUSTMENTS.....                            | \$ 714,270    | \$ 482,590    | \$ 1,809,967  |
| INCREASE IN SURPLUS.....                                    | \$ 2,193,622  | \$ 1,953,455  | \$ 847,361    |
| Surplus December 31, Previous Year.....                     | \$ 25,445,928 | \$ 23,492,473 | \$ 9,702,830  |
| SURPLUS END OF YEAR.....                                    | \$ 27,639,550 | \$ 25,445,928 | \$ 10,550,191 |



# General American Life Insurance Company

## STATEMENT OF FINANCIAL CONDITION

### ASSETS

|   | DECEMBER 31, 1965 |        | DECEMBER 31, 1964       |
|---|-------------------|--------|-------------------------|
| Cash on Hand and in Banks...  | \$ 2,382,992.80   | .6%    | \$ 5,526,356.90 1.6%    |
| Government Direct and<br>Guaranteed Obligations:  |                   |        |                         |
| U.S. Government Bonds.....  | \$ 7,718,524.26   | 2.0%   | \$ 7,708,112.38 2.2%    |
| Canadian Government Bonds..   | 250,386.00        | .1%    | 251,074.65 .1%          |
| Guaranteed Mortgage Loans...  | 21,094,420.81     | 5.6%   | 25,162,970.12 7.1%      |
| Total.....  | \$ 29,063,331.07  | 7.7%   | \$ 33,122,157.15 9.4%   |
| Bonds—Corporate.....  | \$110,105,503.83  | 29.2%  | \$108,339,035.40 30.7%  |
| Mortgage Loans—<br>Conventional.....  | \$172,632,737.44  | 45.7%  | \$151,193,781.75 42.8%  |
| Stocks:   |                   |        |                         |
| Preferred Stock.....  | \$ 7,848,600.43   | 2.1%   | \$ 6,646,440.38 1.9%    |
| Common Stock.....   | 8,453,360.00      | 2.2%   | 6,208,046.00 1.7%       |
| Total Stock.....  | \$ 16,301,960.43  | 4.3%   | \$ 12,854,486.38 3.6%   |
| Real Estate:  |                   |        |                         |
| Properties Occupied by the<br>Company.....  | \$ 4,007,747.22   | 1.0%   | \$ 3,745,719.73 1.0%    |
| Investment Real Estate.....   | 220,757.63        | .1%    | 233,064.20 .1%          |
| Other Real Estate.....  | 348,539.45        | .1%    | 44,083.28 .0%           |
| Total Real Estate.....  | \$ 4,577,044.30   | 1.2%   | \$ 4,022,867.21 1.1%    |
| Electronic Data Processing<br>Equipment.....  | \$ 836,617.22     | .2%    | \$ 963,657.22 .3%       |
| Interest and Rents on<br>Investments Accrued<br>But Not Yet Due.....                          | \$ 2,502,388.12   | .7%    | \$ 2,390,822.21 .7%     |
| Interest and Rents on<br>Investments (None of<br>which is past due more<br>than 90 days)..... | \$ 222,192.65     | .1%    | \$ 267,774.66 .1%       |
| Other Assets, Principally Net<br>Premiums in Course of<br>Collection.....                     | \$ 10,723,812.23  | 2.8%   | \$ 9,739,716.98 2.8%    |
| Loans to Policyholders.....   | \$ 28,177,284.68  | 7.5%   | \$ 24,397,588.42 6.9%   |
| Total Assets.....   | \$377,525,864.77  | 100.0% | \$352,818,244.28 100.0% |

## COMPARATIVE BALANCE SHEET

### LIABILITIES

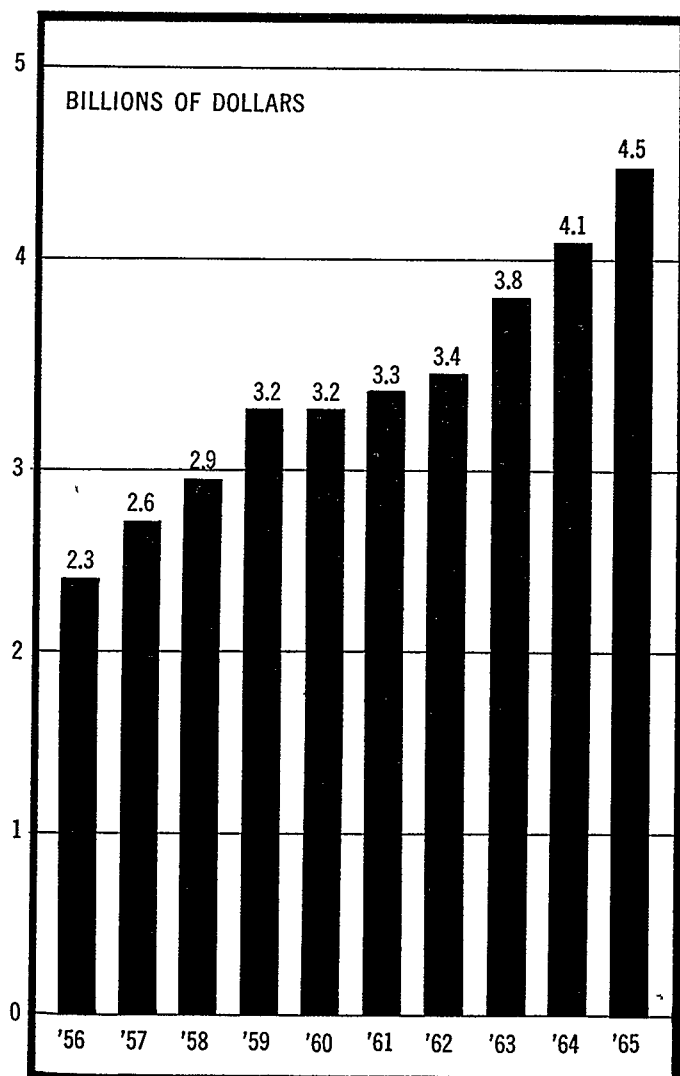
|  | DECEMBER 31, 1965 | DECEMBER 31, 1964 |
|--|-------------------|-------------------|
| Policy Reserves..  | \$273,982,133.23  | \$258,103,010.66  |
| Premiums and<br>Interest Paid<br>in Advance..                                    | 11,092,730.38     | 9,921,741.28      |
| Reserve for<br>Taxes.....  | 2,806,455.51      | 2,936,761.90      |
| Amounts Held in<br>Escrow or for<br>Guarantee of<br>Contract<br>Performance..    | 5,713,434.09      | 5,507,699.62      |
| Reserve for<br>Accounts Not<br>Yet Due.....                                      | 1,703,697.02      | 1,948,598.88      |
| Policyholders<br>Dividends....   | 26,530,278.42     | 23,494,014.49     |
| Special Contract<br>Contingency<br>Reserve for<br>Certain Group<br>Policies..... | 10,262,573.00     | 8,750,417.00      |
| Group Mass<br>Hazard and<br>Excess<br>Morbidity<br>Reserve.....                  | 6,500,832.00      | 6,500,832.00      |
| Reserve for<br>Mortality<br>Fluctuation..  | 715,000.00        | 765,000.00        |
| Mandatory<br>Security<br>Valuation<br>Reserve.....                               | 3,293,705.00      | 2,498,512.00      |
| Reserve for<br>Fluctuation in<br>Asset Values..                                  | 6,331,435.00      | 6,331,435.00      |
| Total.....   | \$348,932,273.65  | \$326,758,022.83  |
| Contingency<br>Reserve for<br>Group<br>Insurance....                             | 954,041.00        | 614,293.00        |
| Unassigned<br>Surplus.....   | 27,639,550.12     | 25,445,928.45     |
| Total<br>Liabilities....   | \$377,525,864.77  | \$352,818,244.28  |



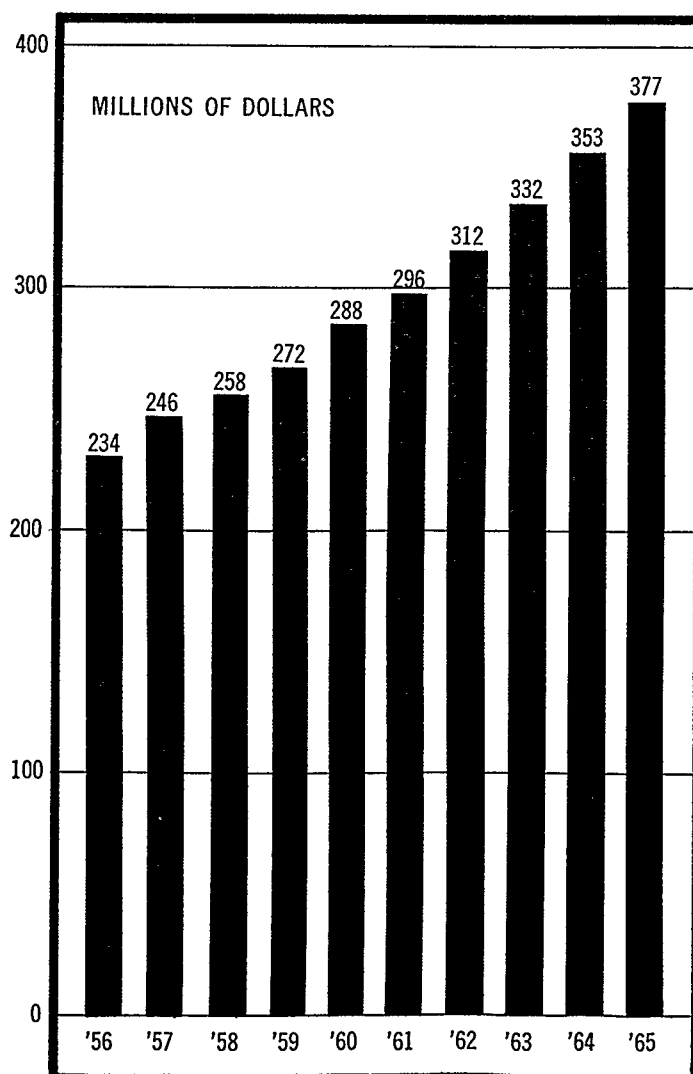
# Growth Trends in a Dynamic Society

| YEAR<br>END | LIFE INSURANCE<br>IN FORCE | ASSETS        |
|-------------|----------------------------|---------------|
| 1965        | \$4,483,776,204            | \$377,472,931 |
| 1964        | 4,056,525,331              | 352,818,244   |
| 1963        | 3,758,289,171              | 331,548,612   |
| 1962        | 3,443,485,505              | 311,805,808   |
| 1961        | 3,336,406,654              | 295,746,820   |
| 1960        | 3,249,186,688              | 288,498,599   |
| 1959        | 3,153,329,623              | 271,533,629   |
| 1958        | 2,949,872,030              | 258,027,725   |
| 1957        | 2,627,648,048              | 245,523,895   |
| 1956        | 2,276,943,147              | 233,869,706   |

LIFE INSURANCE IN FORCE



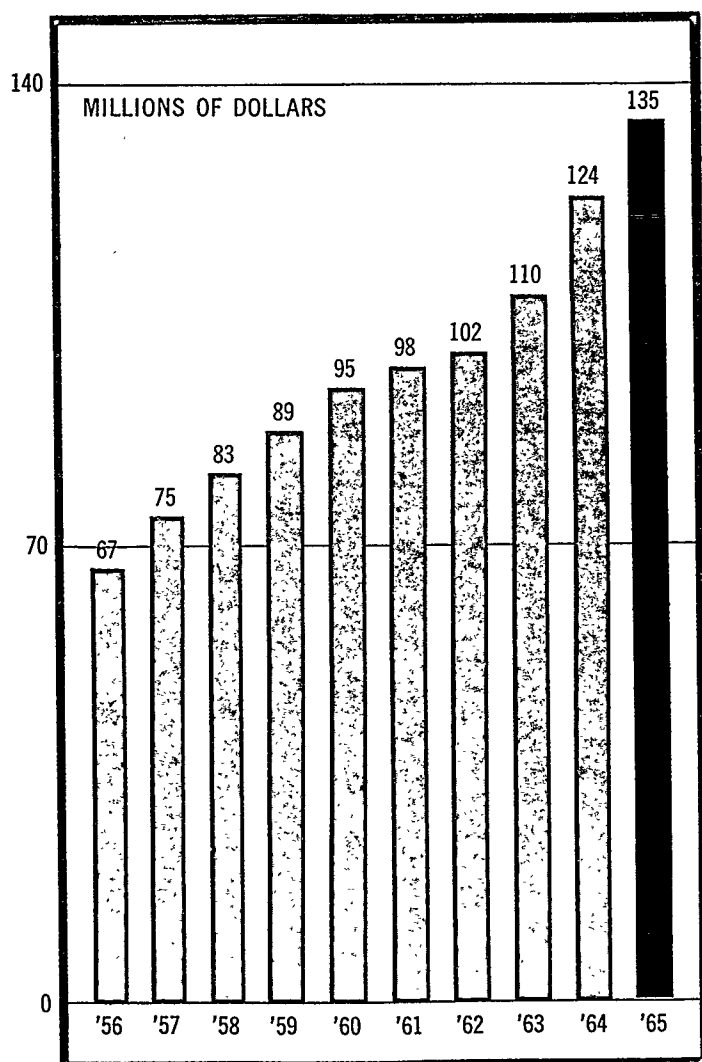
ASSETS



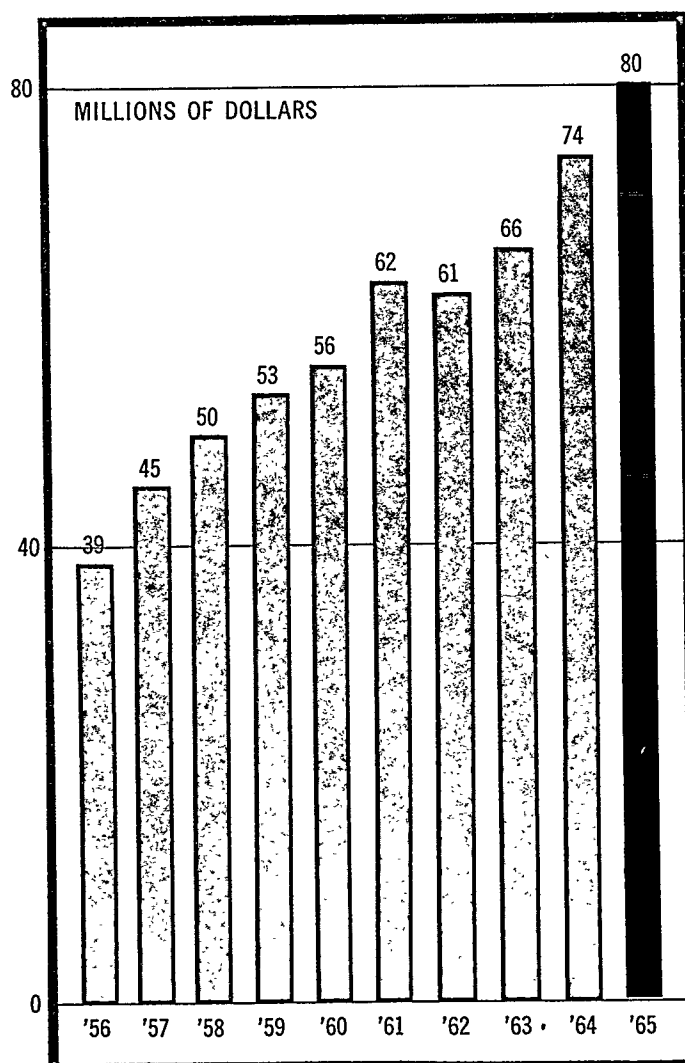


| GROSS<br>INCOME | POLICYHOLDER<br>BENEFITS | OPERATING GAINS<br>BEFORE FEDERAL TAXES & DIVIDENDS | DIVIDENDS TO<br>POLICYHOLDERS | SURPLUS      |
|-----------------|--------------------------|---|-------------------------------|--------------|
| \$135,280,544   | \$79,695,327             | \$18,967,839  | \$13,594,947                  | \$28,593,591 |
| 123,794,212     | 73,714,583               | 16,979,602  | 12,268,557                    | 26,060,221   |
| 110,191,800     | 66,159,951               | 14,559,033  | 10,942,744                    | 23,789,761   |
| 102,308,592     | 61,375,406               | 16,184,013  | 10,886,745                    | 22,617,356   |
| 98,138,326      | 61,993,817               | 17,421,356  | 11,700,393                    | 20,289,251   |
| 94,627,216      | 56,355,067               | 16,082,943  | 10,469,672                    | 14,465,225   |
| 88,774,141      | 52,880,014               | 14,417,906  | 9,938,574                     | 13,183,035   |
| 82,830,839      | 49,877,918               | 13,353,491  | 9,740,156                     | 12,104,412   |
| 75,492,591      | 45,456,607               | 12,062,877  | 8,916,626                     | 11,271,301   |
| 66,775,025      | 39,208,199               | 10,526,366  | 7,207,383                     | 10,550,191   |

GROSS INCOME

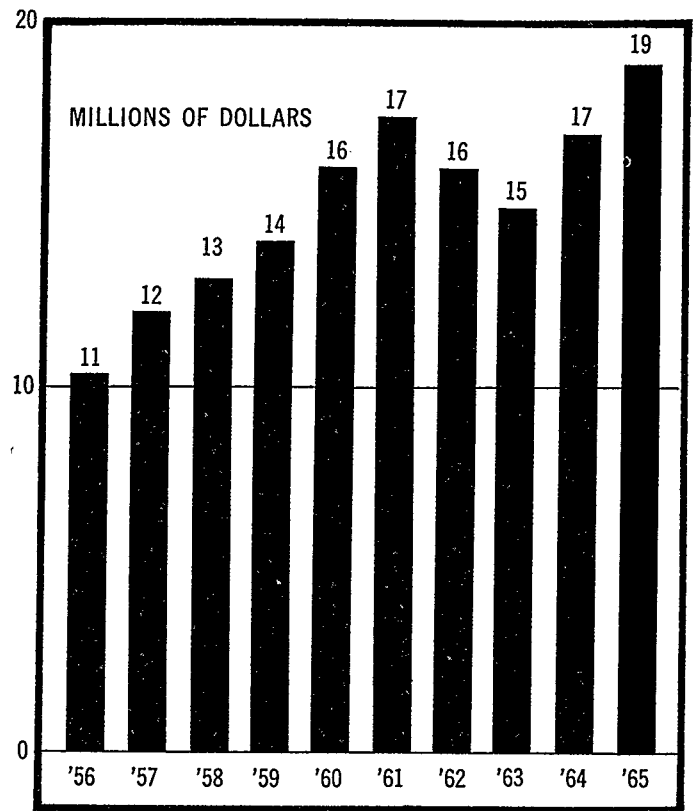


POLICYHOLDER BENEFITS

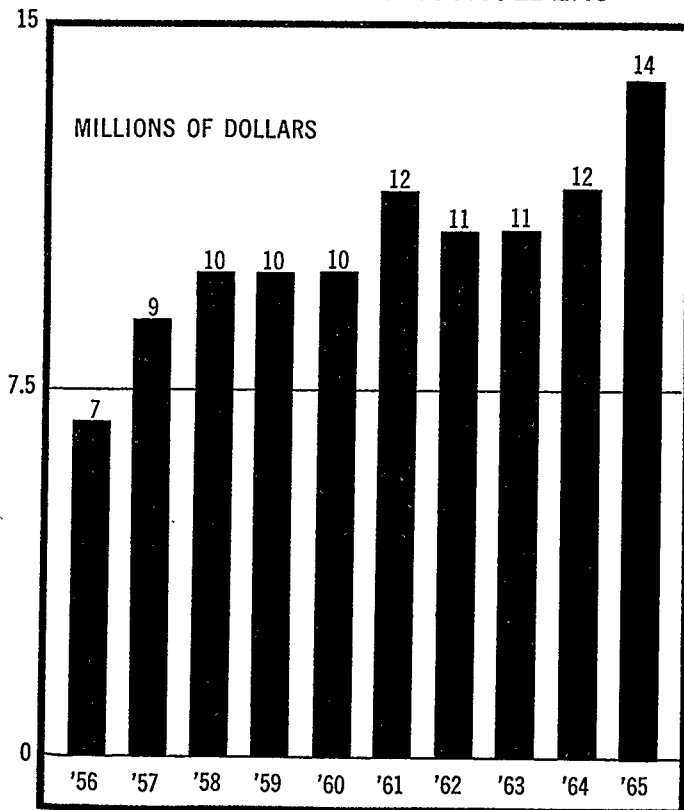




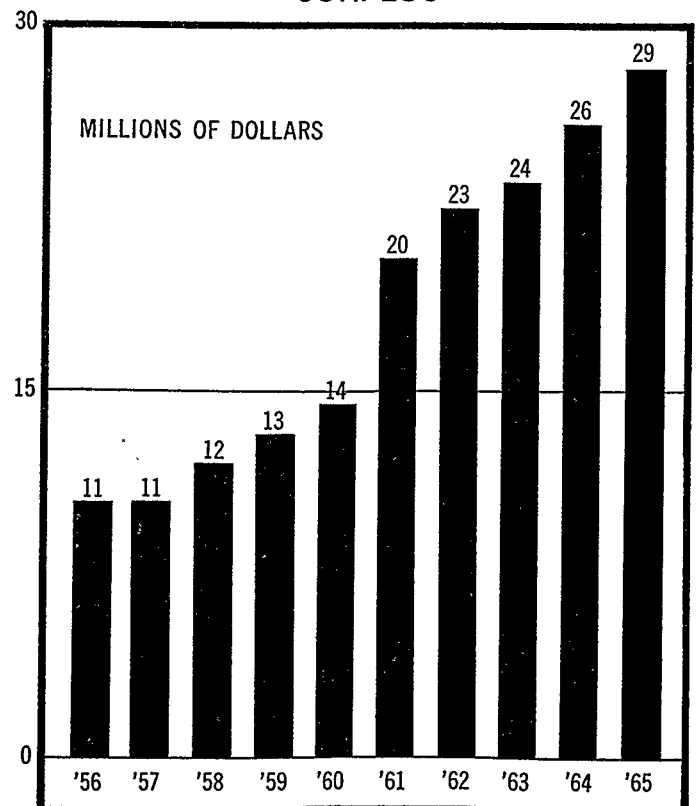
# NET GAIN FROM OPERATIONS



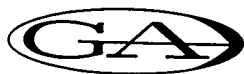
# DIVIDENDS TO POLICYHOLDERS



# SURPLUS







# General American Life Insurance Company

## Board of Directors

AUGUST A. BUSCH, JR.  
President and Chairman of the Board  
Anheuser-Busch, Inc.  
St. Louis, Missouri

MAURICE R. CHAMBERS  
Chairman of the Board and President  
Interco Incorporated  
St. Louis, Missouri

EDWIN M. CLARK\*  
St. Louis, Missouri

DONALD DANFORTH  
Chairman, Executive and  
Finance Committees  
Ralston Purina Company  
St. Louis, Missouri

IRVING EDISON\*  
President  
Edison Bros. Stores, Inc.  
St. Louis, Missouri

PRESTON ESTEP  
Chairman of the Board  
Bank of St. Louis  
St. Louis, Missouri

RICHARD A. GOODSON  
President  
Southwestern Bell Telephone Company  
St. Louis, Missouri

J. WESLEY McAFEE\*  
Chairman and Chief Executive Officer  
Union Electric Company  
St. Louis, Missouri

WILLIAM A. McDONNELL\*  
Chairman of the Finance Committee  
St. Louis-San Francisco Railway Co.  
St. Louis, Missouri

FREDERIC M. PEIRCE\*  
President

SIDNEY W. SOUERS\*  
Chairman

EDWIN J. SPIEGEL\*  
Director Emeritus and Advisor  
Crown Zellerbach Corp.  
St. Louis, Missouri

HAROLD E. THAYER  
President  
Mallinckrodt Chemical Works  
St. Louis, Missouri

JOHN L. WILSON  
Chairman of the Board  
Universal Match Corporation  
St. Louis, Missouri

\*Member of Executive Committee

## Officers

SIDNEY W. SOUERS  
Chairman of the Board

FREDERIC M. PEIRCE  
President and Chief Executive Officer

ARMAND C. STALNAKER, CLU  
Executive Vice President

FRANK P. ASCHEMEYER  
Vice President and General Counsel

RICHARD H. BENNETT, CLU  
Vice President

EDWARD L. FAITH  
Vice President and Actuary

WILLIAM R. MEAD  
Vice President and Treasurer

STANLEY M. RICHMAN  
Vice President

ROBERT N. STABLER  
Vice President

FRANK VESSER  
Vice President

VICTOR F. BACHLE  
Controller

W. RICHARD CONDON  
Second Vice President

JACK M. HANNAFORD  
Second Vice President

JAMES C. McINTYRE  
Second Vice President

E. LEE TRINKLE, JR.  
Associate Vice President

H. EDWIN TRUSHEIM  
Second Vice President

HARRY F. ROLLETT  
Secretary



## DISTRICT GROUP OFFICES

ATLANTA, GEORGIA  
BALTIMORE, MARYLAND  
BIRMINGHAM, ALABAMA  
CHICAGO, ILLINOIS  
COLUMBUS, OHIO  
DALLAS, TEXAS  
DENVER, COLORADO

DES MOINES, IOWA  
DETROIT, MICHIGAN  
EAST ORANGE, NEW JERSEY  
HOUSTON, TEXAS  
KANSAS CITY, MISSOURI  
LITTLE ROCK, ARKANSAS  
LOS ANGELES, CALIFORNIA

MEMPHIS, TENNESSEE  
OKLAHOMA CITY, OKLAHOMA  
PHOENIX, ARIZONA  
PITTSBURGH, PENNSYLVANIA  
ST. LOUIS, MISSOURI  
SAN ANTONIO, TEXAS  
SAN FRANCISCO, CALIFORNIA

## SUB-OFFICES

EL PASO, TEXAS

GREENSBORO, NO. CAROLINA  
SANTA ANA, CALIFORNIA

SPRINGFIELD, ILLINOIS

## MORTGAGE LOAN FIELD OFFICES

DALLAS, TEXAS  
DENVER, COLORADO  
DETROIT, MICHIGAN  
FRESNO, CALIFORNIA

HOUSTON, TEXAS  
LOS ANGELES, CALIFORNIA  
OKLAHOMA CITY, OKLAHOMA  
ORLANDO, FLORIDA

PHOENIX, ARIZONA  
ST. LOUIS, MISSOURI  
SAN ANTONIO, TEXAS  
SAN FRANCISCO, CALIFORNIA

## SALES AGENCIES

### ALABAMA

Birmingham.....J. Orlando Ogle  
Montgomery.....John T. Dale, CLU

### ARIZONA

Phoenix.....Johnson & Johnson Ins. Agcy., Inc.  
O'Malley Ins. Agency, Inc.  
Tucson.....Patzman Life Assoc., Inc.

### ARKANSAS

Little Rock.....Harry L. Ehrenberg, CLU  
Osceola.....Dane Fergus

### CALIFORNIA

Fresno.....SKA Life Agency, Inc.  
(Grover E. Johnson, Gen. Mgr.)  
Los Angeles.....Paul N. Hekler  
Allen H. Ogilvie Agency, Inc.  
Bernard H. Pike  
Salinas.....Life Plan, Inc.  
San Diego.....Michael Chamberlain  
San Francisco.....John Boito  
Lawrence L. Hunt  
John P. Miksits  
Alfred W. Miller  
George F. Sterns, CLU  
Henry C. Whitescarver  
Santa Ana.....William E. Leigh  
William F. Strobel  
Santa Barbara.....Jens H. Christiansen  
Victorville.....Porter Ins. Agency

### COLORADO

Denver.....Pells Life Assoc., Inc.  
Greeley.....Spencer S. Trent

### DISTRICT OF COLUMBIA

Washington.....Isidor Brem & Co., Inc.  
David Klein & Assoc., Inc.

### FLORIDA

Hollywood.....Benjamin G. Crosland, Sr.  
Miami.....R. Frazier Potts  
Orlando.....Robert R. Teall, CLU

### GEORGIA

Atlanta.....Edward J. Scheiwe

### HAWAII

Honolulu.....Kamaaina Agencies, Inc.

### ILLINOIS

Belleville.....Kenneth J. Green  
Chicago.....Edward H. Bart & Assoc., Inc.  
Sam F. Emma  
Harold V. Hayward  
Otto A. Jeanes  
Langan, Haeger, Vincent & Born, Inc.  
Willis C. Laskey  
Marac Insurance Agency, Inc.  
Peter S. Zouvas & Assoc., Inc.  
Delavan.....Robert M. Orwig  
Geneseo.....Lohman Bros. Ins., Inc.  
Murphysboro.....Robert R. Jones  
Rockford.....Walter G. Meyers  
Springfield.....Forsyth Insurance Agency, Inc.  
West Frankfort.....Kenneth D. Richmond

### INDIANA

Indianapolis.....Spafford Orwig

### IOWA

Cedar Rapids.....Paul S. Kohl  
Leo S. Holmes  
Davenport.....Paul J. Wadle, CLU  
Des Moines.....Des Moines Agency  
Mason City.....T. H. Leaver, Sr.  
Sioux City.....Eldon W. Eberhard, CLU

### KANSAS

Baxter Springs.....C. Ward Bain  
Topeka.....Charles W. Ransom  
Wichita.....Earl E. Strimple

### MARYLAND

Baltimore.....Leonhart & Company, Inc.  
Bel Air.....Gordon H. Little

### MASSACHUSETTS

Boston.....S & H Insurance Agency, Inc.

### MICHIGAN

Detroit.....C. Q. Banwell, CLU  
Rene J. Boutin  
George Coury, CLU  
Varkis Manoogian  
William A. Wilce



## MINNESOTA

Duluth.....Paul A. Johnson  
Minneapolis.....Richard E. Lovely  
                            Ronald E. Olson  
                            Gordon C. Schleicher  
                            Fred L. Thwing

## MISSOURI

Cape Girardeau.....Sidney S. Sommers  
Columbia.....Howard D. Berkley  
DeSoto.....Claude J. Cook  
Joplin.....Carl W. Sanders  
Kansas City.....Cochran-Lowry Life Assoc., Inc.  
Kennett.....George F. Carter & Assoc., Inc.  
Kirksville.....Cloy E. Whitney  
Poplar Bluff.....Earl L. Graves  
St. Louis.....Louis J. Clark & Assoc., Inc.  
                            Edward J. Garlich, CLU  
                            Chauncey H. Gegg & Assoc., Inc.  
                            General Insurance Agency of St. Louis, Inc.  
                            (W. Stanley Stuart, Pres.)  
                            Ronald L. Hollis  
                            Kekeris Bros. & Assoc., Inc.  
                            Louis W. E. Laudel  
                            John B. McGinty, CLU  
                            Eugene Plattner  
                            James J. Roberts  
                            Rosenthal Agency Assoc., Inc.  
                            Fred F. Sale  
                            Vesser & Assoc., Inc.  
Springfield.....B. Howard Elliott  
Windsor.....Olin L. Parks

## NEBRASKA

Lincoln.....Vincent P. Blinde  
Omaha.....William T. Barmettler

## NEW JERSEY

Newark...New Jersey Life & Casualty Assoc., Inc.

## NEW MEXICO

Clayton.....N. O. Brane  
Roswell.....Walter G. Haut

## NORTH CAROLINA

Greensboro.....Life Insurance Assoc., Inc.

## OHIO

Akron.....Vernon L. Woodrum  
Cleveland.....Harold I. Berson  
                            Richard D. Reinberg  
                            J. William Van Horn  
Columbus.....Glenn M. Erskine, CLU  
                            Gerald M. Friedman  
                            Life Underwriters Service Corp.

## OKLAHOMA

Oklahoma City.....William J. Newblock  
Tulsa.....Gordon Tyler

## PENNSYLVANIA

Harrisburg.....Theodore F. Kuhn  
Pittsburgh.....Robert R. Dodson  
                            Ellsworth E. McIntyre  
                            William E. Wrenshall, CLU

## TENNESSEE

Chattanooga.....Robert F. Hopper, CLU  
Knoxville.....Hurley & Assoc., Inc.  
Memphis.....Life Associates of Memphis, Inc.  
                            (Lewis C. Callow, CLU, Pres.)  
Nashville....General Insurance Underwriters, Inc.

## TEXAS

Abilene.....Behrens & Behrens  
Amarillo.....The Cooley Agency  
Beaumont.....Edward J. Sherlock  
Corpus Christi.....Gordon G. Mandt  
Dallas.....James E. Cook  
                            Jack W. Sargent  
                            Robert E. Wallace  
El Paso.....Leo R. Schuster  
Ft. Worth.....Raymond B. Atherton  
                            I. Lionel Kelley  
                            William F. Robertson  
                            J. Harold Sharpe  
Houston.....James L. Baumgartner  
                            C. I. Copley  
                            O. Boyd Ewing, CLU  
                            George H. Lee  
                            Robert B. McCarty  
                            Neal E. Pleasant  
                            Seymour Seidler  
                            William Strauss, Jr.  
San Antonio.....S. J. Fisher, Jr., CLU  
Tyler.....Bud Price  
Waco.....J. Haley Beers  
Wichita Falls.....Hunter M. Jones

## VIRGINIA

Norfolk.....Life Insurance Sales Corp.  
                            (Seeman Waranch, Pres.)

## WASHINGTON

Everett.....Robert C. McIntosh

## WEST VIRGINIA

Huntington.....Raymond Hage & Co.

## NOTICE TO POLICYHOLDERS

General American Life Insurance Company, a mutual company, is owned entirely by its policyholders. Policyholders elect the members of the board of directors who, in turn, elect the officers who manage the Company. Policyholders are entitled to vote on the directors, either in person or by proxy, at the annual meetings of the Company at 9 a.m. on the fourth Tuesday of January in the Home Office, 1501 Locust Street, St. Louis, Missouri. The 1967 annual meeting will be on Tuesday, January 24.



# A CROSS SECTION OF GENERAL AMERICAN LIFE GROUP POLICYHOLDERS

**RALSTON PURINA COMPANY**

LOCAL 250 JOURNEYMEN AND APPRENTICES  
PLUMBING AND PIPE FITTING INDUSTRY

PHILADELPHIA GAS WORKS

**Commerce Trust Company**



**ST. LOUIS CAR**  
A DIVISION OF  
GENERAL STEEL  
INDUSTRIES, INC.

Automotive, Petroleum and  
Allied Industries  
Employees Welfare Fund



**COOK'S  
PAINTS**



Bakery and Confectionery Workers,  
Local Union No. 2 Insurance Trust Fund

UNIVERSITY OF MISSOURI

*Pulitzer Publishing Company*

*Illinois* | Petroleum Marketers Association



**GALLERY CHEMICAL COMPANY**



**KNAPP MONARCH**

**W. F. Hall Printing Company**



**UNION ELECTRIC COMPANY**



**SCOTT, FORESMAN  
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**McDONNELL Aircraft Corporation**



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**MARSHALL  
INDUSTRIES**



**HARDING-WILLIAMS CORPORATION**



**BRODERICK & BASCOM ROPE CO.**



PRINTING INDUSTRIES OF ST. LOUIS, INC. UNION EMPLOYERS SECTION

**A.B. CHANCE CO.**



California State Automobile Association

**SAM SHAINBERG COMPANY**  
FRANK BLOCK ASSOCIATES.



**Hardin-Simmons University**



**HILB & Co.**  
INTER-COUNTY TELEPHONE  
& TELEGRAPH COMPANY



**PITTSBURGH STEEL COMPANY**

**WESTMINSTER COLLEGE**

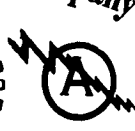
**CARPENTERS' DISTRICT COUNCIL**  
OF ST. LOUIS - SHOPS AND MILLS WELFARE FUND



**The Boatmen's**

**Transit Casualty Company**

**SCULLIN STEEL CO.**  
**EL PASO NATIONAL BANK**



**BOYD'S**

**ANHEUSER-BUSCH, INC.**

**BANK OF ST. LOUIS**  
WASHINGTON TO  
LUCAS AT NINTH

**ARKANSAS POWER & LIGHT COMPANY**

**CAMPBELL-EWALD COMPANY**

**United Van Lines**



**OZARK AIR LINES**



**Bank Building Corporation**  
OF AMERICA



**STUPP BROS. BRIDGE & IRON COMPANY**

BUTCHERS, SAUSAGE MAKERS  
AND PACKING HOUSE WORKERS  
LOCAL NUMBER 545 WELFARE FUND