The American Telephone And Telegraph Company

Stock of the American Telephone and Telegraph Company is owned by more than 2,900,000 people. AT&T in turn, is all or the greater part of the stock of 20 associated operating companies (including New England Telephone) and the Western Electric Company.

Jointly with Western Electric, AT&T owns the Bell Telephone Laboratories. AT&T also owns some of the nation's associated but non-controlled operating telephone companies.

Collectively, these companies make up the Bell System, which provides about $500,000,000 of the telephone service in the United States. The system brings together the people who invent, design, build, operate and maintain telephone facilities to serve the nation.

Dow Jones & Company, Inc.

Dow Jones and Company, Inc. was founded in 1882 by Charles H. Dow and Edward D. Jones, two young Providence, R.I., reporters who had the idea of providing a business and financial news service to the New York financial and business community. The company's news reports in those days were hand-scribed slips of paper distributed to banks, business firms and brokerage houses by messenger boys throughout the business day.

Seven years after the founding of Dow Jones the "slip business" developed a sideline -- The Wall Street Journal. The first issue, consisting mainly of the day's "slip" news, appeared on Monday, July 8, 1899.

Five years later, Mr. Dow died and the entire business was acquired by Clarence W. Barron, who had founded a similar company in Boston (The Boston News Bureaus) and who had served as Boston representative for Dow Jones and The Wall Street Journal.

Barron, one of the great newsmodels, continued the business for Dow Jones.

The Gillette Safety Razor Company

The Gillette Safety Razor Company was founded in Boston in 1901 to produce the razor and blade invented by King C. Gillette six years earlier. Only 51 razors and 168 blades were bought in 1903, the introductory year.

But the new idea soon caught on, and the enterprise King Gillette started has grown into the world's largest manufacturer of men's and women's grooming products and quality writing instruments.

The worldwide organization is known today as the Gillette Company and includes such divisions as The Tonl Company, acquired in 1948, and The Paper Mate Company, acquired in 1955. It has factories in 10 countries around the world and sales subsidiaries in 16 more, with almost 13,000 employees and more than 70,000 stockholders. Net sales for the first nine months of 1966 were $326,306,000, and net earnings were $38,901,000, compared with $252,124,000 and $31,270,000 for the comparable period in 1965.

Gillette's manufacturing divisions in the United States are the Gillette Safety Razor Company, maker of razors, blades, shaving creams and men's toiletry products; Tonl, maker of home wave products and other hair care and cosmetic products; Paper Mate, leading producer of quality ball point pens, refills and porous point writing instruments; and the Stetson Corporation, manufacturer of sterling, disposal medical and hospital supplies.

The company is truly international.
C.L.T. Financial Corporation is one of the largest diversified industrial and financial institutions, with total resources of more than $3.3 billion. C.L.T. has been a holding company since 1945, when Roger W. Babson established Babson's Reports, which could find no advisory or consulting services whose activities were helping the individual investor.

It was evident that the best talent in the Country at that time was used to manufacture automobiles and steel. Mr. Babson recognized these conditions and soon applied the industrial engineering principles of the individual investor. In 62 years of this endeavor, Babson's has advised hundreds of billions of dollars to such著名 investors on the investment of billions of dollars.

To remain completely unbiased in its ad

The Story of Babson's Reports Inc.

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XEROX CORPORATION - A MAJOR GROWTH PATTERN

The growth of Xerox Corporation from a small photostat company to a major industry is one of the most dramatic examples in recent years. A brief look at some of the key factors in this growth reveals how dramatic this growth has been.

In 1956, Xerox had sales of 33 million dollars. Today, the company expects its sales to reach a billion dollars by the end of the 1966 fiscal year. In the past 10 years, Xerox has expanded its rate of earnings, from 14.18 in 1956 to 40.6 in 1966. Xerox ranks fourth in the world.

Xerox has achieved this remarkable growth through the copying and duplicating technologies of the Business Product and Systems Divisions (the most famous of these products being the 2600 copier, duplicator and the 914 and 814 copiers).

It plans to continue this rate of growth by supporting a strong research program and by diversifying into new products and new market areas.

The company's major steps in its diversification have been:

1. When it formed an Information Systems Division.
2. The development of the Xerox Corporation.

The Xerox Corporation is a worldwide manufacturer of instrumentation and control systems used by virtually every major industrial company. The company's products are used in virtually every industrial and commercial field.

The Foxboro Company is headquartered in Foxboro, Massachusetts, it is a leading manufacturer of instrumentation and control systems, including field controllers, programmable logic controllers, and data acquisition systems. The company's products are used in a variety of industries, including oil and gas processing, chemical manufacturing, and power generation.

The Foxboro Company has more than 8,000 employees and operates manufacturing facilities in 17 locations throughout the world, including in the United States, Canada, Europe, and Asia.

The Foxboro Company has a long history of innovation, including the development of the first electronic time controller in 1934 and the first electronic temperature controller in 1935. The company has continued to expand its product line over the years, incorporating new technologies and innovations to meet the changing needs of its customers.

In addition to its manufacturing operations, the Foxboro Company provides consulting services and training to help customers optimize their operations. The company is known for its commitment to customer service and technical support, and it offers a range of services to help customers maximize the performance of their instrumentation and control systems.

Currently, the Foxboro Company is a subsidiary of Invensys Controls, a leading provider of industrial automation and control systems. The company continues to innovate and expand its product line, while maintaining its focus on customer service and technical support.
**First Woolworth Store Was Called 'Great 5 Cent Store'**

The Woolworth store began June 21, 1879, when Frank Winfield Wool- 
worth opened his dime store in New York City. It sold a variety of goods for 5 cents. This concept was later expanded to multiple stores across the country, becoming the first large chain store. The concept of selling many items at a lower price was a significant innovation at the time. Woolworth's stores were known for their brightly lit, attractive displays and the general public's interest in the new concept.

**Facts About Kenneth Sinclair, Inc.**

Kenneth Sinclair, Inc., is a national retail company specializing in men's and women's clothing, shoes, and accessories. The company was founded in 1939 by Kenneth Sinclair Sr., a Brooklyn-based merchant. Today, the company operates over 1,000 stores in 30 states and is known for its wide selection of branded and private label apparel. The company has been a leader in the retail industry, focusing on customer service and a diverse selection of products.

**The Liberty Mutual Insurance Company**

The Liberty Mutual Insurance Company was founded in 1912. It is one of the largest insurance companies in the United States, offering a wide range of insurance products including auto, home, and life insurance. The company is known for its innovative approach to risk management and for its focus on customer service. Liberty Mutual Insurance is headquartered in Boston, Massachusetts.

**United States Steel Corporation**

The United States Steel Corporation (USS) was founded in 1901 by Andrew Carnegie. It was one of the largest corporations of its time, and its operations had a significant impact on the American economy. The company played a crucial role in the development of the steel industry, and its operations were a key factor in the industrialization of the United States.

**The Liberty Insurance Corporation**

The Liberty Insurance Corporation was founded in 1886. It is one of the oldest and largest insurance companies in the United States, offering a wide range of insurance products including auto, home, and life insurance. The company is known for its focus on customer service and its commitment to providing a high-quality product.

**General Electric's Sales Markets**

General Electric is a leading manufacturer of a wide range of products, including appliances, lighting, and power generation equipment. The company's sales markets include industrial, commercial, and residential applications.

**College of Veterinary Medicine, Texas**

The College of Veterinary Medicine at Texas A&M University is one of the largest veterinary colleges in the United States. It offers a wide range of programs and services, including undergraduate, graduate, and professional programs.

**The Mentzer Foundation**

The Mentzer Foundation is a non-profit organization that provides scholarships and grants to support education and research in the fields of business and economics.

**Trinity College, Hartford, Conn.**

Trinity College is a private liberal arts college located in Hartford, Connecticut. It is known for its strong academic programs and its commitment to community service.

**University of Virginia**

The University of Virginia is a public research university located in Charlottesville, Virginia. It is known for its beautiful campus, its emphasis on undergraduate education, and its commitment to public service.

**University of Maryland**

The University of Maryland is a public research university located in College Park, Maryland. It is known for its strong academic programs and its commitment to community service.

**University of Pennsylvania**

The University of Pennsylvania is a private research university located in Philadelphia, Pennsylvania. It is known for its strong academic programs and its commitment to community service.

**University of Texas**

The University of Texas is a public research university located in Austin, Texas. It is known for its strong academic programs and its commitment to community service.

**University of Wisconsin**

The University of Wisconsin is a public research university located in Madison, Wisconsin. It is known for its strong academic programs and its commitment to community service.
Babson Institute of Business Administration

Babson Institute is an independent, privately endowed, fully accredited graduate and undergraduate institution of higher learning for men. Founded by Roger W. Babson in 1919, the college has attained an international reputation for dedication to excellence in preparing young men for the profession of business. With a four-hundred-and-fifty-acre campus in Wellesley Hills, Massachusetts, Babson is situated just twelve miles west of Boston, one of the intellectual centers of the world. Babson provides a finely balanced curriculum of business and liberal arts courses, and the educational program is designed to equip its graduates with a solid foundation of business and professional skill.

The student body of 750 is cosmopolitan in that it represents 33 states and 20 foreign countries. 70% of the Babson undergraduates are resident. The college maintains twelve dormitories. Dining facilities are available to both commuting and resident students in the Triton Dining Hall. Athletic activities are centered about the Peavey Gymnasium and the Millie Swimming Pool. Extracurricular activities run the gamut of possibilities. A unique feature of the Babson student government is the all-student Student Judicial Court which decides all disciplinary cases.

Counseling services are available through a faculty-counselor system and through the office of the dean of students. College Board tests are administered during orientation week by additional psychological testing.

Financial aid and part-time jobs are available to financially needy and scholastically qualified students. A job-placement office is available to aid seniors, graduate students, and alumni in job hunting. A number of employers recruit on campus each year; close contact is maintained with companies nationwide.

The young man of today has the opportunity to select an institution of higher learning from a wide variety of colleges and universities in the United States. Most schools offer a program of liberal arts education which enables the student to decide, during his undergraduate years, the vocation he wants to enter upon graduation. Babson differs from these colleges in that it appeals to the young man who, early in life, has decided to enter business, or a related field such as law or government service. In this sense, Babson is a specialized institution. The college maintains the conviction that business is a profession which requires an education combining the liberal arts with the area of business. Babson believes today’s college student should undertake an accelerated study program to prepare him for the pace of the business world as well as the complexities and responsibilities of modern society. This is the reason Babson students obtain their Bachelor’s degree in three years instead of the traditional four.

Telephone and Telegraph

Continued from page 1

Payroll costs in 1965 were nearly $236 million and total taxes paid were about $177 million.

New England Telephone in 1965 spent about $170 million for construction. It handles about 229 million long distance messages with a little more than 19 billion originating calls on an average business day.

Chief executive officer of the Company is the President, who is responsible to New England Telephone’s own board of directors.

The Company functions on two levels: One is general company headquarters where various staffs oversee the operations and activities of the Company as a whole; the other is made up of the five -- one in each state -- operating areas.

With this kind of organization, the service each customer receives, the equipment that makes the service possible, and the employees who run the equipment and handle the other phases telephone work are managed at the customer’s level.

But when the need arises to handle a special order, meet a crisis or coordinate a more widespread operation, local supervisors can receive help from any level along a chain of command that extends through the district, division and state to the general headquarters of the Company and, if need be, to any other unit of the Bell System.

Gillette

Continued from page 1

Its products are sold in more than 145 countries and territories around the globe, and last year the public spent almost $340,000,000 for Gillette products, marking the seventh consecutive year of sales increase. During the past year, in the United States, the Gillette Safety Razor Company had its highest dollar sales in history, and Gillette Razor Stainless Steel Blades outsold all other double edge stainless steel blades combined.

Gillette’s Foamy shaving cream was the nation’s No. 1 product in both dollars and units in its field, while Right Guard was America’s No. 1 deodorant of any kind, outselling every other brand in both dollars and units.

Following last year’s highly successful regional introduction, Gillette made its unique Technomatic Razor available nationally in September of 1966. The Technomatic with the Razor Band is literally the newest shaving instrument since King C. Gillette invented the original safety razor.

The Toni Division of Gillette, as usual, produced the No. 1 name in the home permanent wave field. Marketing such popular products as Adorn hair spray, Tame creme rinse, White Rain shampoo and Dip-dy dye hair setting gel, Toni continues to be a highly profitable division of Gillette. The Paper Mate Division continues as the market leader for higher priced quality ball point pens and in the huge porous point pen field with its popular Flair line.