

BLYTH & CO., INC.

Underwriters and Distributors of Securities

NATIONWIDE

ORGANIZATION

The business of Blyth & Co., Inc. was founded in 1914. Three of the founders are currently active in the business as officers and shareholders.

FINANCIAL RESOURCES

As of December 31, 1958, capital and surplus was \$33,500,000.

BUSINESS VOLUME

Figures for the latest full year show that Blyth & Co., Inc. managed or co-managed \$1,001,291,000 corporate security underwritings and \$691,659,000 in municipal and other public credits. In addition, the firm negotiated 28 private placements aggregating \$235,299,000 and managed or co-managed 86 secondary stock distributions totalling \$52,225,000.

FACILITIES AND SERVICES

With substantial capital, a national organization and broad experience, Blyth & Co., Inc. engages in a variety of activities which include the following:

- **Origination, Underwriting and Syndication** of new corporate stock and bond issues and their public distribution through wholesale and retail channels.
- **Distribution** through retail and wholesale channels is accomplished by the Sales and Syndicate Departments respectively. There are 205 personnel connected with retail sales and eight with syndicating and wholesaling.
- **Corporate Trading Department.** Consists of 57 people located in key financial centers and operating over a nationwide private wire system.
- **Mergers and Acquisitions.** Company has a wide experience in locating constructive opportunities and in negotiating transactions in the general merger field.
- **Secondary Offerings** effect prompt disposition of large blocks of outstanding issues and thus avoid the risks incident to slow liquidation. Most secondaries are negotiated and completed in a few hours. Occasionally such offerings require registration with the Securities and Exchange Commission.
- **Municipal Department.** The company maintains one of the largest and most experienced municipal departments in the country. It includes more than 55 experienced personnel in all principal offices. The Department engages in the underwriting and distribution of state, municipal, revenue and new housing bonds and provides financial advisory service to issuers. A diversified bond inventory is maintained and active trading positions are taken.
- **Private Placements** have become an accepted form of long-term financing. Blyth & Co., Inc. has experience over the past decade of more than 200 private placement transactions completed. The firm maintains daily contact with institutional investors in all parts of the country. Assistance and guidance in private financing is part of a continuing relationship with clients.
- **Sponsorship of Clients and Their Securities** includes arrangements for dealer and broker meetings with company officers; preparation and distribution of special booklets and reports; advice and guidance on stockholder relations; and frequent consultation on all problems involving securities and capital structure.



BLYTH & CO., INC.

• OFFICES •

SAN FRANCISCO • Russ Bldg. • Douglas 2-8000
 NEW YORK • CHICAGO • LOS ANGELES • SEATTLE
 PORTLAND • BOSTON • PHILADELPHIA • PITTSBURGH
 CLEVELAND • INDIANAPOLIS • LOUISVILLE • DETROIT
 MINNEAPOLIS • SPOKANE • SACRAMENTO
 OAKLAND • FRESNO • EUREKA • SAN JOSE
 PASADENA • SAN DIEGO • PALO ALTO • OXNARD