

SEATTLE SECURITY TRADERS ASSOCIATION

"FROM FAILS TO FAILURES"



THE NORSELANDER

DEC. 12 1969

SEATTLE SECURITY TRADERS ASSOCIATION

1969 OFFICERS

President	Roger L. Freeman Hinton Jones & Co. Inc.
Vice President	Lou Haller Fox-Raff & Co.
Secretary	Phillip Frink Herron Northwest Inc.
Treasurer	Rodney Rich Pacific National Bank

ROSTER OF 1969 MEMBERS

ACTIVE

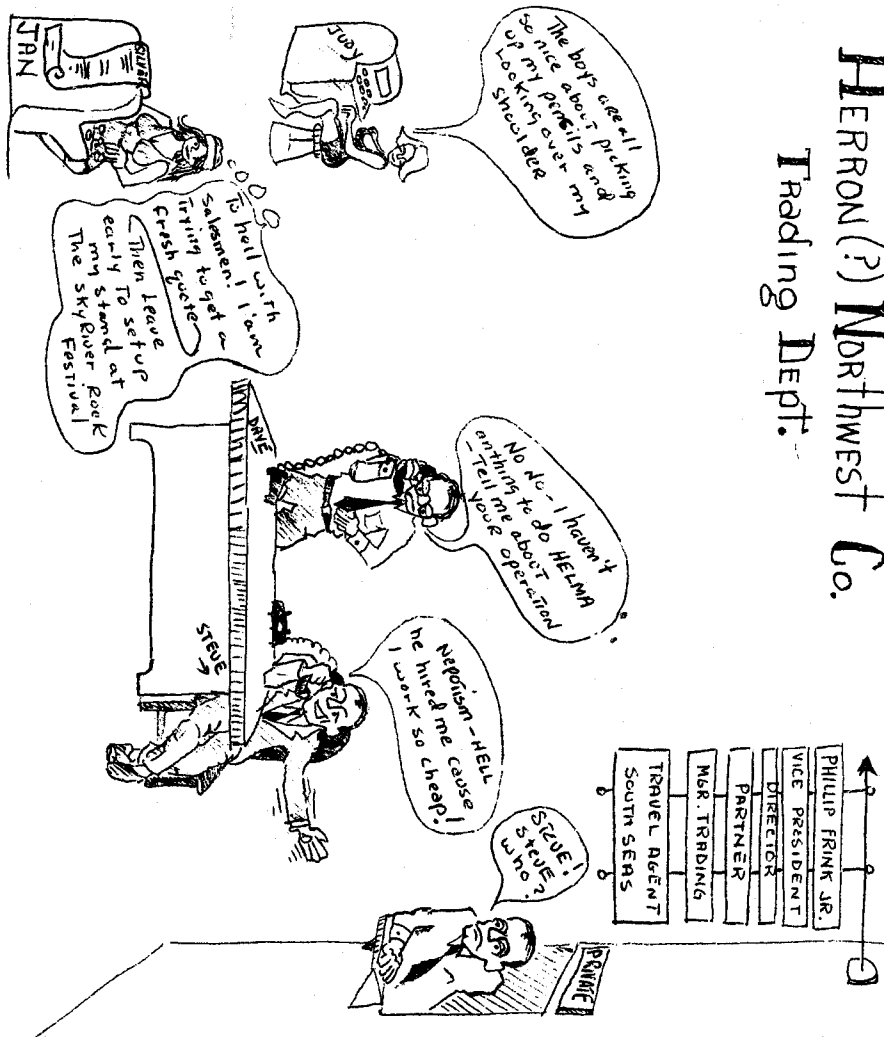
Peter Baker	Glenn Hinton	Robert Rose
Jerry Bunnell	Brian Howell	Sid Sanders
George Cassidy	Lee Loncosty	Steve Sanders
William Demick	Robert MacRae	Roger Scheiss
Lloyd Detlofson	Richard McCormick	Rick Smidt
Clint Foulds	Dan O'Dell	Curt Stump
Roger Freeman	Dave Paden	Howie Stansberry
Phillip Frink	Chet Paulson	John Waller
Steve Frink	Sid Peters	Barry Vye
Frank Granat, Jr.	Rod Rich	Neil Williams
Jack Haley	Larry Roemer	Malcolm Wolfson
Lou Haller	John Rohde	

ASSOCIATE

Douglas Cantwell	Paul Johnson	Dick Pratt
Dan Cochran	Bill Knell	Hugh Schlichting
Paul Douglas	John R. Lewis	Boyd Sharp
Ed Easter	* Joseph McCulloch	Jerry Welch
Robert Hendries	William Mylius	Ken Whiting
Gary Houser	Robert O'Brian	Ken Wilson

*Approved for active membership effective 1/1/70

HERRON (?) Northwest Co.
Trading Dept.



WM. P. HARPER & SONS



STOCKHOLDER RELATIONS OUR SPECIALTY

Give us the information, we'll spread the news.
Please call Harold Heath for a perfect example
of what we can do for your stock.

CLINT FOULDS

DOMINICK & DOMINICK

HUGHBANKS

Up from the ranks came Rick at Hughbanks
Trades a cool flowing storm with impeccable form
He had good stuff this year while everyone else shed a tear
Northwest Homes and Wayne's Photo stayed fine to come home too
Yet Demick's tires are bare and he sez poverty is there
Is that just Bill or a general ill
And for Howie's part he says his car won't start

MAY & CO.

~~Are we open? are we closed?
With our balance sheet unclotted
We know that is hard to trace
Although he usually turns up someplace
And Brian is mostly around
Spewing words profound
However our Alaska endeavor
Seems totally lost forever~~

Please join us in singing God Save _d by The Queen

TO INTRODUCE DEAN WITTER'S DICK

We wish to announce the continuation of our
training program, which has made so many
other firms happy in past years.

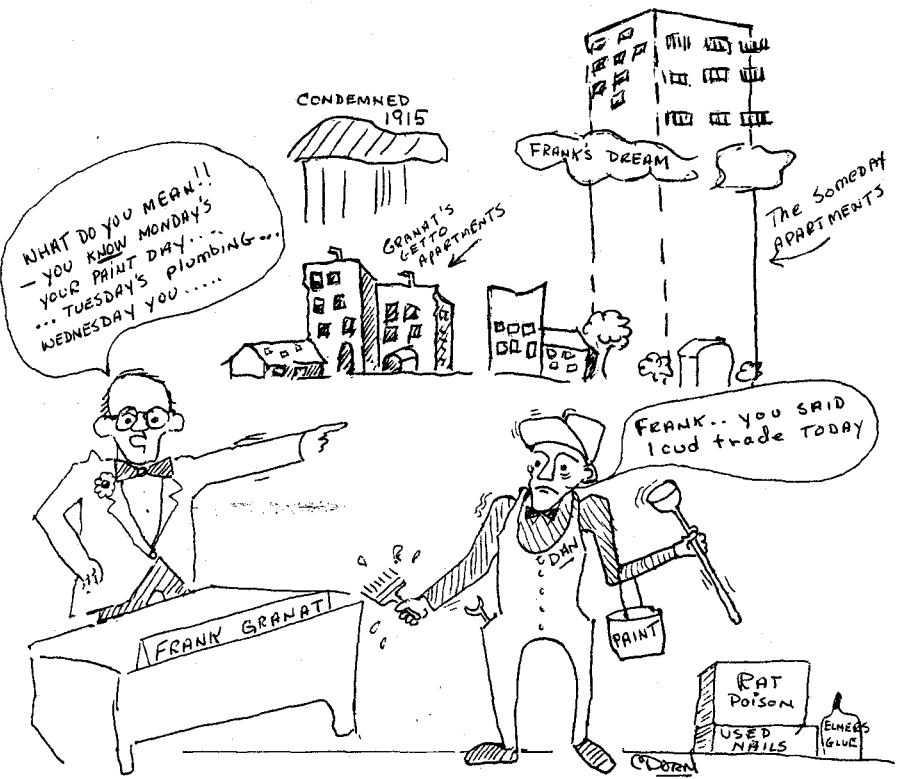
This seems an appropriate time to introduce
your next prospect, Richard McCormick, who
will be trained and looking for a decent pay-
check about 7/1/70.

Best regards,

E.E.

Trainer Supreme

Bob Rose sez "After an indepth survey of
the average size ticket in the Seattle office
we now advertise on the side of a bus."



MISSING PERSON'S BUREAU

In the Washington Building, up at the top
 We hear some stories, of a hidden lot
 The foursome have a shifting schedule
 They can't be nailed for brunch or lunch
 And the size of their markets is usually not much

We don't see them around but we know they're down town
 Because Baker saw em in the lobby racing homeward bound
 Welch, Wilson, Johnson, and O'Brian are the names
 With the Trader - in - Chief, K.W., seeking the fame

He claims because Slater is so cheap
 He can't pay the traders dues
 Is that the style of his counterpart
 The hidden Mr. Hughes ?

FOSTER & MARSHALL

STOCKS WE HAVE U/W	STOCKS WE TRADE	STOCKS WE RECOMMEND
MCGRATH	MCGRATH	_____
AUDISCAN	AUDISCAN	_____
SONICS	SONICS	_____
VILLA CARE	VILLA CARE	_____
REINELL	FIRST NW	_____
	REINELL	_____
	KINGS	_____
	Publishers	_____

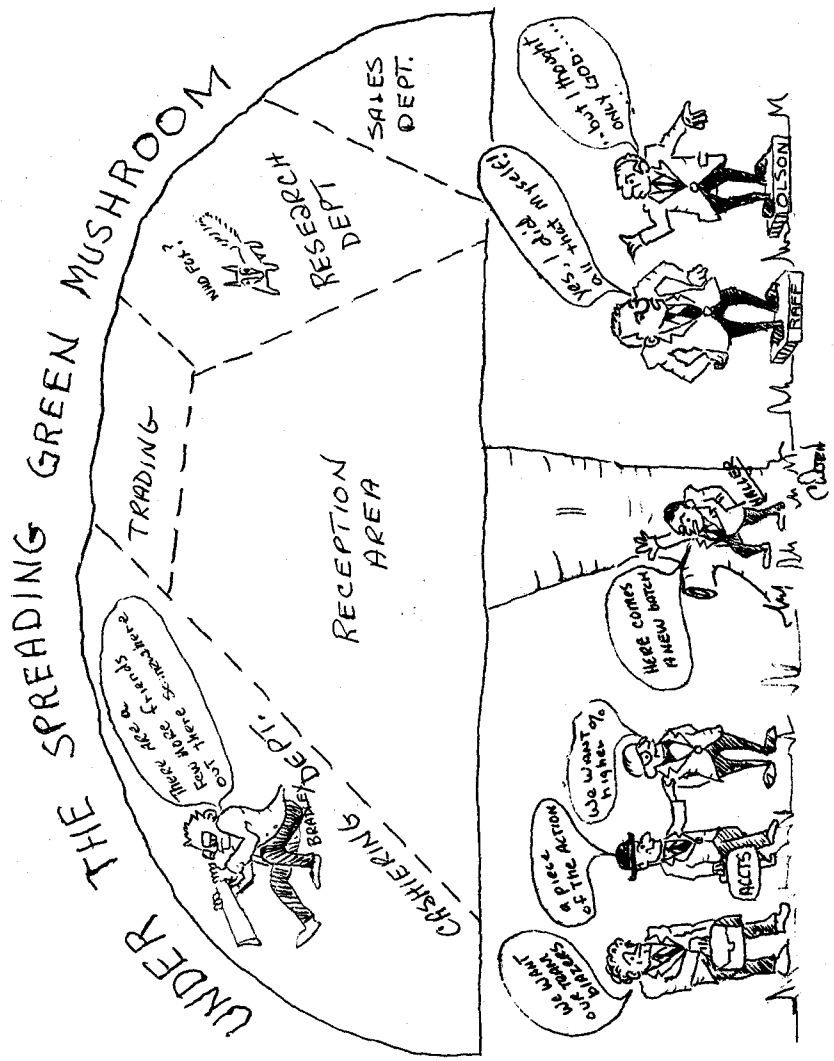
"The hell with The Local Stocks"



In answer to the many letters for our clients,
 we would like to say their Hillhaven certificates
 cannot be turned in at original cost on conva-
 cent home bills incurred while recovering from
 what we've done to them in the market.

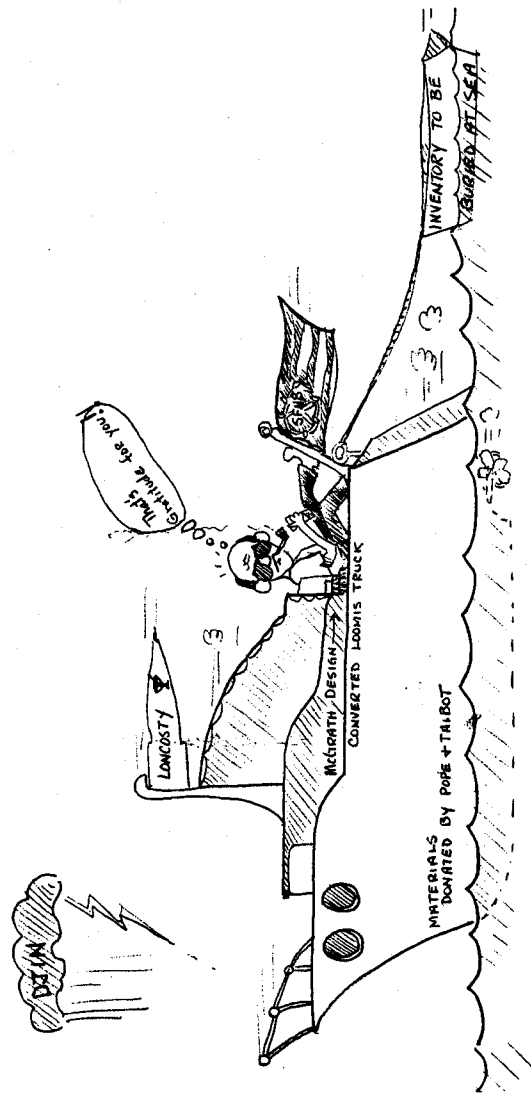
John R. Lewis
 John J. Rohde

McDonnell-Douglas Underwriting



Having doubled our volume to ten tickets a day, we wish to announce our plans to automate. Anyone willing to take 2 quill pens as a trade-in on a used typewriter, please call.

Jack Haley



WELCOME BANKERS
 Congratulations to both Rodney Righ and Jerry Bunnell for making the final cut. It proves again that quality is more important than quantity.

WHERE ARE THE CLIENT'S YACHTS?
 Sung to the tune of "'-Sunday comes on Tuesday'

Our firm is one of the alltime greats
 To prove it we placed the Heath deal
 How true, there are some who doubt our brains
 And can't believe our market feel

We have a whole stable of goodies this year
 We even brought Arco without a hitch
 Right on the top of the market for oils
 My goodness how some clients bitch

We help the dealers, no doubt about that
 Brooks Scanlon was spread around
 But lo, the building stocks had turned
 And they drove that one into the ground

Well OK, we still have our service
 Our markets are good in a wink
 Odd lots we don't like to trifle
 And blocks don't even cause a blink.

But should you call and get a bid
 You'd better be quick and sell fast
 Cause if you hang up and then reoffer
 You'll find our last bid the new ask

Steve calls all the traders and offers advice
 From New York and places unknown
 And if you can buy some anywhere cheap
 That days profits will surely have flown

Our research is key, our research is good
 We point to Penn Life with pride
 If you had bought morewhen we told you to
 You would have had a nice ride

(cont)

1969

The above space was reserved and paid for by Bill Mylus and Malcom Wolfson to proclaim Harris Upham's accomplishments.

Don't call us and knock all the rest of our touts
It isn't our fault ----- Just the Dow
We send in our men to get a close look
So what if they all say, " buy now "

At least our new quarters are great
Antiques really add to the class
Yes the gross is down and the overhead is up
Maybe next year alas, alas

s. b.

Waller & Co. has its flair
He does biz we know not where
He leans back in his chair
And lures clients into his lair.

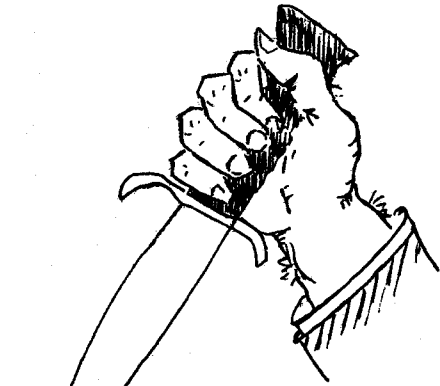
With Astrolite he is up tight
The bankers all want to take a bite
But he will continue to fight
And hope next year will be bright.

1969

AFTER DINNER DRINK OF THE YEAR

The Jack Haley Irish Coffee Special

This drink is heartily endorsed by the
American Cancer Society.



THE FIRST ANNUAL PRESENTATION
OF THE

"Dangling Dagger in the back Award"

To the member or members of the Bond Community who through their dedicated interest in public affairs, contributed diligently and unselfishly of their time and rumor mongers to eliminate professional management of the public portfolio, we hope any future commissions gained or political advantages will be in proportion to their good intentions.

P.S. Could we suggest the dynamic duo of the press - as financial advisors - as a reward for their obvious financial knowledge and unbiased commitment to truth.