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New Y

MARKET COMPARED

	July 25	July 24
Number of advances	703	660
Number of declines	293	294
Stocks unchanged	234	248
Total issues traded	1230	1202
New 1958 highs	219	158
New 1958 lows	5	2

NEW YORK, July 25 (UPI)—Following is the complete tabulation of today's stock transactions on the New York Stock Exchange:

Sls In hundreds High Low Close N.ch.

—A—

Sls	Stock	High	Low	Close	N.ch.
12	AbbottL 1.80a	57	57	57	+ ½
39	ABCVend 1	18	17⅝	17⅞	
56	ACFInd 1.62e	42⅜	42	42⅜	+ ⅝
20	ACFWrig .40b	18½	18⅛	18⅜	+ ¼
10	AcmeStl 1	24¼	23⅞	24⅛	+ ⅜
6	AdamsEx.30e	24⅜	24⅜	24⅜	+ ½
4	Addresso 4b	224¾	222	222	—3
90	Admiral	10⅝	10⅜	10½	
19	Aeroquip .40b	19⅞	19⅜	19⅞	+ ½
5	AetnaStl.50b	24⅜	24	24⅜	+ ⅛
64	AirRedc2.50	64	62	62¾	+1⅜
1	AlaGas 1.60	32½	32½	32½	+ ¼
27	AlaskaJun	3⅞	3¾	3¾	
52	AlcoProd 1	18⅛	17¾	18	+ ¼
10	dopf 7 as	115¼	115¼	115¼	
1	Aldens 1.20	19	19	19	
20	dopf 4.25as	77	77	77	+1½
314	AllegCp	7⅛	6⅞	6⅞	+ ⅛
239	do6pf .60	19¾	19½	19¾	+ ⅛
640	dopf.5.50as	277	276	276½	+ ½
50	doprpf 4as	111½	111	111½	+1½
89	AllegLud 2	39⅞	38¾	39⅞	+ ⅞
6	AllenInd 1a	14¼	14¼	14¼	— ⅛
61	AlliedCh 3	88	87	88	+ ⅝
1	AlliedKd1.60a	29⅛	29⅛	29⅛	
30	AlliedLab 1a	39⅞	39⅜	39¾	+ ⅜
13	AlliedMills 2a	39	38¼	39	+ ¼
39	AlliedPd .50t	12¼	12⅛	12⅛	+ ⅛
11	AlliedStrs 3	45	44⅜	45	+ ½
90	dopf 4 as	82	82	82	+ ½
92	AllisChal .75e	26⅞	26½	26⅞	+ ½
2	dopf 4.08	102¾	102½	102¾	+1¼
19	AlphaPC 1.50	35⅜	34½	35⅛	+1
257	AlumLtd .70	29	28⅝	29	+ ⅜
50	Alcoa 1.20	77½	76⅛	76¼	+ ¾
4	Amerace 1b	44¼	44¼	44¼	— ¾
19	Amerada 2	109½	108	108⅞	+ ¾
140	AmAirlin 1	21⅜	21⅛	21¼	+ ¼
3	dopf 3.50	103¾	103¾	103¾	— ¼
3	AmBakr 2.40	55	43⅝	43⅝	— ⅛
2	AmBkNt 1.20	34⅞	34⅞	34⅞	+ ⅝
31	AmBsch .60e	24⅜	24	24	— ⅛
20	AmBrSh2.40a	39⅜	38¾	38¾	— ⅛
108	AmBdPar 1	19½	19	19⅜	+ ¼
87	AmCbl&R .30e	5¾	5⅝	5⅝	+ ⅛
59	AmCan 2	49	48⅝	48⅞	
2	dopf 1.75	40⅝	40½	40½	— ⅛
7	AmChn 2.50b	46⅞	46⅝	46⅞	
3	AmChicle 3a	77¾	77½	77¾	— ½
2	AmCryS 1.60	36⅛	36⅛	36⅛	+ ⅜
184	AmCyan1.60a	48⅞	47¼	48⅝	+ ¾
81	AmDistil 1.60	35⅞	34⅛	35¼	+1
19	AmElPw1.60b	44⅝	44	44½	
19	AmEnc's .60a	20⅞	20¾	20⅞	+ ⅛
6	AmEnka	21	21	21	
5	AmExport 2	26⅜	26⅛	26⅛	— ⅛
67	Am&FPw 1	15¾	15⅝	15¾	+ ⅛
1	AmHdwr 1.50	23¾	23¾	23¾	
1	AmHawSS	82½	82½	82½	+ ½
20	AmHmPd 3a	103	102	103	+2
4	Amlice .75e	17¼	16⅞	17¼	+ ¾
1	AmIntl .20e	14¼	14¼	14¼	
13	AmInv 1	20	20	20	+ ⅛
194	AmM&Fy 1.60	38⅛	36¾	38	+1
10	AmMM 2.80a	53¼	52½	53¼	+ ½
98	AmMtCl 1.20	24½	24⅛	24⅛	— ⅜
17	AmMtPd 1.60	22⅛	21⅝	22⅛	+ ⅝
1	dopf 1.10	24	24	24	+ ¼
1790	AmMotors	15¼	14½	14⅝	+ ⅜
32	AmNGas2.60	60⅞	60⅛	60⅞	+ ⅝
1	AmNews 1.60	25	25	25	+ ¼
4	AmOptical 2	37⅝	37½	37⅝	+ ½
47	AmPotash 1	45⅛	44⅜	44⅞	
	AmSeat1.20a	30⅜	22¼	29¼	+ ⅝
150	AmShipBdas	60	59⅝	60	
94	AmSmlt1.25e	45½	44⅜	45½	+ ⅝
2	AmSnff 2.80a	53	52¾	53	+ ¼
105	AmStd .45e	13⅛	13	13	— ⅛
18	AmStlFd2.40	36⅝	36¼	36½	+ ⅛
7	AmStores 2b	75¼	74¾	75¼	+ ½
19	AmSug 1.60a	34	32¾	33⅝	+1¼
320	dopf 1.75as	34⅛	33⅝	34	
4	AmSumTob	12⅜	12	12⅜	
155	AmTel&T 9	180⅛	179¾	180	+ ¼
22	AmTob 4a	89	88⅞	89	
90	dopf 6 as	128½	128	128½	+ ½
98	AmVisc1.25e	29⅜	28¾	29⅛	+ ⅜
7	AmWWks.60	14¾	14½	14½	— ¼
11	AmZinc .37e	13⅛	13	13⅛	+ ⅛
115	AmphEl 1.20	28⅜	26¾	27¾	+1½
57	Anaconda 1e	47⅞	46¾	47⅞	+ ⅞
150	AnWC.50p as	54	54	54	+ ½
2	AnchHG 2a	51	51	51	— ¼
9	AnderClayt 2	36½	36¼	36¼	
11	AndPriO1.20	30⅜	30⅛	30⅛	+ ⅛
1	AndesCop	29	29	29	+1
7	ArchDan 2	34¾	34⅛	34¾	+ ⅝
21	ArgoOil 1b	34	33⅞	33⅞	— ⅛
71	ArmcoStl 3	57	56½	57	+ ⅝
59	Armour&Co	17⅝	17⅜	17⅜	+ ¼
17	ArmsCk 1.20a	28¼	27¾	28	— ⅜
164	Artloom	12⅜	11⅞	12⅜	+ ⅜
7	ArvinInd .75e	24⅝	24¼	24¼	
34	AshlOil 1	18⅞	18	18⅛	— ⅛
3	dopf 1.50	31⅜	31⅛	31⅛	— ¾
230	ASRProd .40	9⅞	9½	9⅝	+ ⅛
9	AssdDryG 2	36⅝	36¼	36⅝	— ⅛
100	dopf5.25 as	104½	104¼	104½	+ ½
1	AssocInv 2.60	76½	76½	76½	
138	Atchisn 1.20a	23⅝	23¼	23½	
42	dopf .50	10	9¾	9¾	— ⅛
2	AtlCityEl 1.40	37⅝	37⅛	37⅝	+ ⅛
23	AtlCstLine 2	36⅜	35¾	35¾	— ½
107	AtlRefin 2	41⅞	41½	41¾	
40	dopf3.75 as	85	84	85	+1
59	AtlasCp .15r	7⅛	7	7⅛	+ ⅛

—B—

Sls	Stock	High	Low	Close	N.ch.
6	Ches&Oh 4	60¼	59¾	60	— ⅜
16	Chi&EIII	13	12¾	12⅞	+ ¼
15	ChiGtW 1e	41¼	40⅜	41¼	+1¼
145	CMSP&P 1.50	17⅞	17¼	17¾	+ ⅝
4	dopf 5	56	56	56	
78	Chi&NW	22½	20¾	22¼	+2⅛
40	dopf	31⅛	30½	31	+ ¾
41	ChiPneuT 1a	26⅜	26⅛	26⅜	+ ¼
138	ChiRI&P 1.60	27¼	26⅛	27⅛	+1¼
8	ChickCot	11½	11¼	11½	+ ½
10	ChileC 1e as	44½	44½	44½	—1
296	Chrysler 1¼e	49¾	49⅛	49⅜	+ ⅝
10	CinG&E 1.50	33½	33⅛	33⅜	+ ⅛
100	dopf 4 as	95¼	94	94	— ½
11	CinMilM 1.60	40	38½	39¼	+1¾
14	CITFin 2.40	53⅜	52⅝	53	— ⅜
14	CitiesS 2.40b	61¼	60⅜	60½	— ¾
4	CityInv .40	16	16	16	+ ⅛
1	CityProd 2.60	41¾	41¾	41¾	+ ¼
2	CityStr 1.40	16⅞	16¾	16⅞	
27	ClarkEqup 2a	50¼	49¼	49¼	— ½
17	ClevElIII 1.60	43	42½	42½	— ⅜
10	dopf 4.50 as	103	103	103	— ½
20	CI&P 3.50 as	64	64	64	+1¼
14	Clevite .50e	18⅜	18	18⅜	+ ⅛
25	CluettP 1e	38½	37¼	38½	+1
3	Coca-Col 4a	118¼	117¾	117¾	— ¼
12	ColgPalm 3a	63½	62¾	62¾	— ¼
14	Coll&Aik .30e	18	17½	17⅞	+ ⅛
43	ColoF&Ir .50r	21	20¾	21	+ ¼
1	do1pf 2.75	45	45	45	
100	Col&Slpf as	55	55	55	+1
31	ColBrdA 1b	30¾	29⅞	30¾	+1
19	do B 1b	30⅜	29¾	30⅜	+ ⅞
112	ColGas 1	19¼	19⅛	19¼	+ ⅛
7	ColPict⅞t	17⅛	16¾	17⅛	+ ¼
10	ColCarb 2.40	42¾	42¼	42¼	— ¼
5	Col&SOE 1.60	34¼	33⅞	34	
103	CombEn 1.12	26⅞	26½	26¾	+ ¾
10	ComICrd 2.80	55¾	54¾	54⅞	— ⅞
42	ComISlv .17e	13¼	12⅞	13	+ ⅛
18	ComwEd 2	49¾	49⅜	49⅜	— ⅛
1	dopf 4.64	102½	102½	102½	+1
18	Comptometer	7	7	7	
2	CondeNast	5¾	5¾	5¾	+ ¼
18	ConMills .80	12¾	12⅝	12¾	+ ¼
19	Congoleum	12⅜	12	12	— ⅛
15	ConCigr 1.40	35	33⅝	35	+1⅝
2	ConCop .25e	12⅞	12¾	12⅞	
36	ConEdis 2.80	55⅛	54⅞	55	+ ⅛
2	dopf 5	104¾	104¼	104¼	
16	ConElpt .40	34	33½	33½	
8	ConEIInd	24⅜	24	24	
26	ConFoods 1b	20¾	20⅝	20¾	+ ¼
7	ConGasU .90	18	17⅞	17⅞	
1	ConLaund 1a	18	18	18	+ ½
23	ConNGas 2	47	46⅝	46⅞	
10	CnRRC pf as	31½	31½	31½	+ ½
20	ConCoal 1.20	39½	38¾	39¼	— ⅛
5	ConsmP 2.40	52½	52⅛	52¼	+ ⅛
170	dopf 4.52 as	102	101¾	102	— ½
160	dopf 4.50 as	99	98	98	—1
38	Container 1	23½	23	23⅜	— ⅛
3	ContBak 2	39	39	39	— ⅛
30	dopf 5.50 as	105	104½	104½	— ½
21	ContCan 1.80	49¾	49¼	49⅝	+ ¼
10	dopf 3.75 as	87	87	87	—2
2	ContC&S .35r	11¼	11⅛	11¼	
2	dopf 1.25	21½	21¼	21½	+ ¼
29	ContIns 2	53⅛	52	53⅛	+ ⅝
30	ContMot .40e	9⅜	9¼	9⅜	+ ⅛
30	ContOil 1.60	56½	56	56⅛	+ ⅛
20	ContStl 2b	43⅞	42⅞	43⅞	+1
79	CoopBss1.60	27¼	27	27	— ⅛
6	CopperRn .50	23¾	23½	23¾	+ ⅜
32	CopwStl .50p	23⅜	22⅞	23	+ ⅛
43	CornPd 1.80	44¼	44	44¼	+ ⅛
40	dopf 7 as	163	162	162	—2
4	CornellD .40e	17	16⅞	16⅞	— ⅛
39	CorningGl 1a	88½	87¾	88½	+ ½
39	CosdenPt 1b	19⅝	19½	19½	
3	CotyInc	6½	6½	6½	+ ¼
3	CotyIntl .15e	2¾	2⅝	2¾	+ ⅛
33	CraneCo .70e	30¼	29⅝	30⅛	+ ⅜
3	CrmofWI.60a	35¼	35⅛	35¼	— ⅛
28	CrescntP.25d	17⅝	17¼	17¼	— ⅛
14	CrownCork	21⅝	21¼	21¼	—⅛
2	dopf 2	35	34¾	34¾	— ⅜
60	CrownZ 1.80	50⅞	49¾	50¾	+1⅛
100	dopf 4.20 as	100½	100½	100½	
154	CrucStl .20e	24⅜	24	24¼	+ ⅜
110	CubRR pf as	22¼	21½	22¼	+ ¼
12	CubASg .75e	27⅛	26¾	27	— ⅛
15	CudahyPk	10½	10⅜	10⅜	+ ⅛
1	dopf 4.50	66	66	66	
2	CuneoPress	9⅛	8⅞	9⅛	+ ⅛
47	CurtisPb .35e	8¾	8⅝	8¾	
4	do4pf 3a	54	54	54	+ ¼
1	do1.60pf .60a	20	20	20	+ ¼
104	CurtssW1.25e	29¼	28¾	29	— ⅛
1	doA 2	35⅛	35⅛	35⅛	— ⅜
18	CutlerH 2a	52⅜	52	52	+ ⅜

—D—

Sls	Stock	High	Low	Close	N.ch.
21	DanRivM .80	11	10⅞	11	
2	DanaCp 3	50¾	50⅝	50⅝	+ ⅛
1	Davega pf 1	12⅜	12⅜	12⅜	+ ⅛
4	Daystrm 1.20	34	33¾	34	+ ½
1	DayP&L 2.40	49¾	49¾	49¾	
10	DaytnRb 1.40	18¾	18½	18½	—⅛
32	DeccaRec 1	14⅜	14	14¼	+ ⅛
34	Deere 1.50a	38⅝	38⅛	38⅝	+ ⅜
3	do pf 1.40	35¾	35¾	35¾	
152	Del&Hud 2	22⅞	20⅞	22¼	+1⅜
96	DelL&W	9⅝	9⅛	9⅝	+ ¼
3	DelP&L 2	54⅝	54⅜	54½	+ ¼
33	DeltaAL .30p	19⅛	18⅝	19⅛	+ ½
9	Dn&RGW 2.50	42⅞	42⅜	42⅞	+ ¼
24	DetEdis 2	40¼	40	40⅛	— ⅛
68	DetStlC .25e	13¼	12⅝	13¼	+ ¼
7	DeVilbiss 1e	34½	33⅜	34⅛	+1⅝
35	DiamA 1.80b	38½	38⅛	38¼	— ¼
13	DiamGr 1.80	31¾	31½	31¾	+ ¼
6	DianaStr 1	15⅝	15½	15½	+ ⅛
13	Disney .40b	26¾	26⅛	26⅛	—½
22	DisCSg 1.20a	31⅛	30	30¾	+ ¾
6	DivcoWay .80	14¾	14⅝	14⅝	— ⅛
5	DrPepper .60	11¼	11¼	11¼	— ⅛

Your Money's Worth

The Business Payoff Is Here to Stay

Sylvia Porter

EXACTLY how widespread is the payoff in business today? Are payoffs by businessmen to prospects, customers, influential associates—in the form of cash, goods, vacation trips, lavish entertainment—on a bigger or smaller scale now that five years ago?

Are under-the-table deals among businessmen seeking profitable favors from each other the commonplace thing in our land?

Suddenly the above questions are news again—because, as you are well aware, of the admission by presidential assistant Sherman Adams that he was "imprudent" in accepting favors from his friend, Bernard Goldfine, and the statement by the New England industrialist that he has "a very long list" of people outside of politicians and Government officials to whom he gives gifts.

The Adams-Goldfine relationship is the sort of thing which makes nationwide headlines. Scandals over a deep freeze or a free hotel suite, over a mink coat or an oriental rug can and do play vital roles in national elections.

☆ ☆ ☆

BUT LET'S GET AWAY from the politics of it and into the aspects of influence-seeking which are part of the business scene every hour of every day of every year in this country. Some of the answers to the questions I posed at the start of this column have just been uncovered by "Sales Management" through a poll of its Sales Leadership Panel—consisting of executives who know as much or more about current business ethics as any other group. To give you a quick rundown:

More than one-third of the sales executives report that they have lost business when they have turned down payoff requests. Although this is a minority percentage, it's a hefty one—and the odds are many of the panelists weren't nearly as frank in their answers about giving payoffs to buyers as they could have been.

A full 52 per cent of the executives said their salesmen are getting as many demands—or hints—for payoffs from buyers of their products as five years ago. And 18 per cent said the payoff situation is worse than it was back in 1953.

The balance of 30 per cent, though, reported "less frequent" requests for payoffs—maybe a sign of modest improvement.

The big reason for the payoff is to break into the prospect's firm; the second key reason is to obtain a larger share of the business; the third is to keep the business the salesman has.

☆ ☆ ☆

WHAT struck me hardest after studying the results of this poll was the unspoken implication that "influence seeking" among businessmen is even more widespread than a cynic might have guessed. One of the sales executives actually said that combatting under-the-table deals is "my most important long-range problem".

Perhaps the very extent of the payoff in private business life explains why Congressmen have received comparatively few letters from the public about the Adams-Goldfine revelations.

But if any of this has shocked you, here's a modicum of cheer: The poll "does not indicate that our public or business morals have deteriorated in the past five years."