

FAMOUS QUOTATIONS

"Bring that punk Steve Herron over here and let me flip him for his net worth"

John R. Lewis

After being an honorable member of the Seattle Security Traders Association for 10, these many years, I wish to tell everyone concerned (and unconcerned) that as a member of Marshall & Meyer attend meetings. my wife will no longer allow me to

Al Schmidt

Steve Sander

A broker supreme
This thing is a dream!
To New York I go,
And see the show,
Then home I come,
To pick another plum.

A Golfer I Am! A Golfer I Am!

Seattle Security Traders Association
annual Christmas party

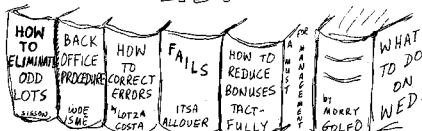
HOW TO BE A SUCCESS

ON



WUD YOU BELIEVE PIKE ST.

1968 RECOMMENDED READING LIST



DO NOT READ: HOW TO MAKE A PROFIT; HOW TO SELL

SEATTLE SECURITY TRADERS ASSOCIATION

1968 OFFICERS

President John Waller
Waller & Co., Inc.

Vice President Roger Freeman
Hinton Jones & Co., Inc.

Secretary Lou Haller
Francis I. duPont & Co.

Treasurer Joe Grubbs
Bank of California

Roster of 1967 Members

Pete Baker	Glenn Hinton	Larry Roemer
Homer Bateman	Paul Johnson	John Rohde
Clyde Berryman	John Lewis	Robert Rose
Lawrence Bissell	Lee Loncosty	Stephen Sander
Jerry Bunnell	Robert MacRae	Sidney Sanders
William Demick	Lee Miller	Roger Schiess
Clinton Foulds	William Mylius	Hugh Schlicting
S. W. Frederick, Jr.	Robert Nathane	Alan Schmitz
Roger Freeman	Martin Nelson	Boyd Sharp
Phillip Frink	Daniel Odell	Larry Sisson
Steven Frink	Dick O'Connor	Richard Smidt
Frank Granat, Jr.	Dave Paden	John Waller
Joe Grubbs	Leonard Perry	Kenneth Whiting
Jack Haley	Sid Peters	Neil Williams
Lou Haller	Bill Rex	Kenneth Wilson
Brian Howell	Rodney Rich	Jerry Welch

Malcolm Wolfson



We'll soon have our own building again. We'll have a sign
 ---- and a board
 ---- and lots of ticker tape
 ---- and noise
 ---- and board watchers
 ---- and quote checkers
 We might even have a trader.

SID SANDERS (RETIRED PRES)
 HOMER BATEMAN
 LLOYD DETLOFSEN
 DICK PRATT
 THREE VANCOUVER TRAINEES
 RIEKA
 RICK ZWIBEL (TDY)
 FLO

OUR SPECIALTY
 Mining
 Garbage
 Arbitrage
 Glenn H.

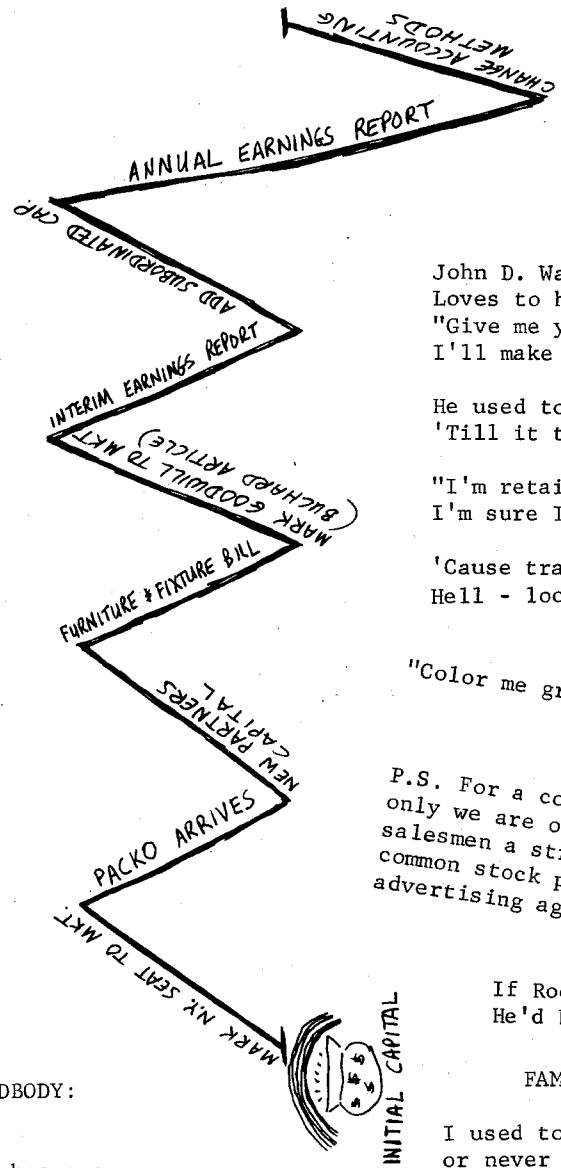
HUGEBANKS, MY HUGEBANKS

Since John left
 Things have been great
 Less bitching, more pay
 Don't get to work 'till eight

Profits are up
 Meetings are down
 Now I'm gonna lick
 This whole _____ town

We've outlawed bad markets
 And losses are hexed
 But if they return
 I wonder who's next

HERRON N.W. PROGRESS (CHART)



I used to trade
Then I sold
Next I traded back to sales
Now I'm trading again
(I'd rather hunt)
I like these organized
N.Y.S.E. firms

O. B.

John D. Waller
Loves to holler
"Give me your dollar
I'll make it grow taller (smaller?)"

He used to trade Rocket
'Till it tore out his pocket

"I'm retailin' now
I'm sure I know how

'Cause tradin's too slow
Hell - look at Kings go"

"Color me green--not money but ink"

Robert L. Raff

P.S. For a considerable period of time
only we are offering to prospective
salesmen a straddle on our company's
common stock plus an option on our own
advertising agency.

If Rod Rich married Joe Grubbs
He'd be Rodney Rich Grub

FAMOUS SAYING

I used to say I never missed a day
or never came in late, but I had to
give up on that one some time ago

Larry Roemer

GOODBODY:
Pam has one.

MAY & CO.

CHRISTMAS GREETINGS

Holiday Season is once again with
us and we at SMITH BARNEY would like
to take this opportunity to thank our
client for:

1. paying the rent
2. paying the salesmen
3. paying our back office
4. making our profit sharing plan possible?
5. justifying our move to the SFNB bldg.

Thank you SFNB

May our sock be so full next year

FAMOUS QUESTION

It's been said that Graeme Bretall
pitched the troops on ROCKET as a
going away present to MacLeod. Do
you think anyone else might have
been in the act?

Jack Haley
Does it daily

.....

But not in trading

After RLI sold out to LDP
and UP merged with VWR,
Hugh Schlicting was so
depressed he gave up fishing
(with Joe Phillips).

Brian Howell

For the first of may
Hoorary Hoorary
The S.E.C. did done say
We can trade again on that fateful day
Had a hectic day
MAY MAY
Long Franchard & short Pay

SMITH BARNEY

FAMOUS SAYING

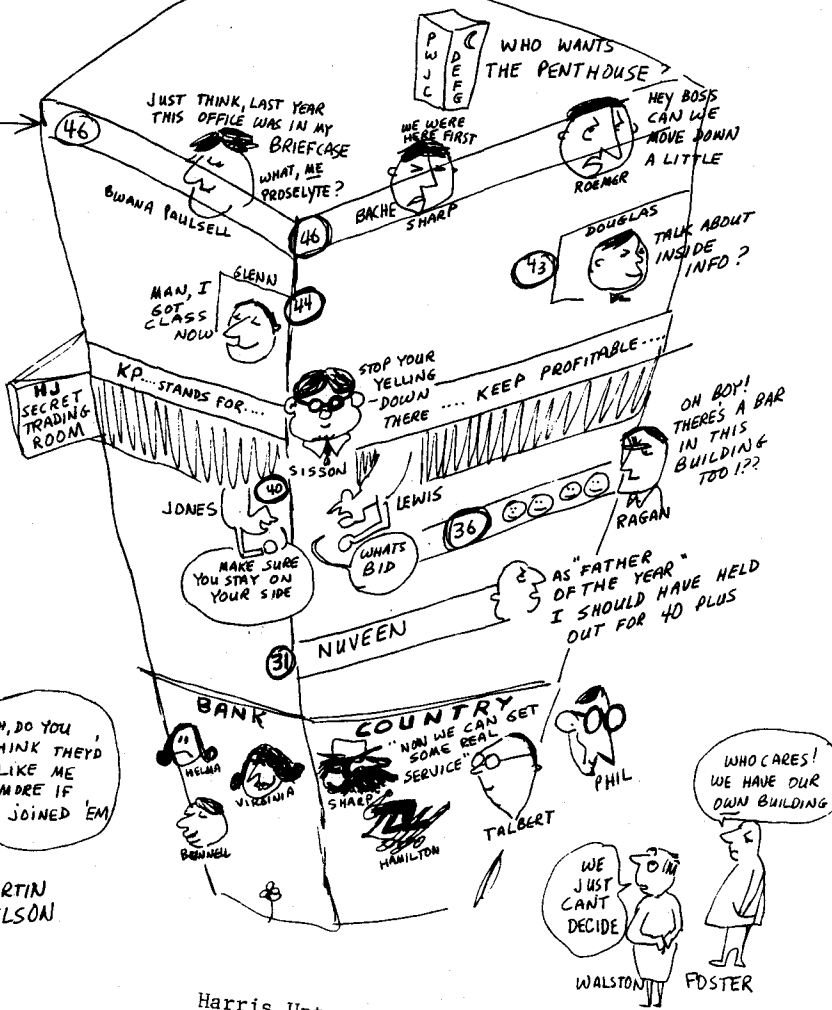
Free drinks for anyone who still
believes we can lick Al Foster.

..... Brooks Reagan



SEATTLE'S FIRST HIGH RISE

SFNB EXECUTIVE DINING ROOM



Harris Uptown Downtown

With Bill the Irishman, a new V.P.
 And Malcolm the Scotsman flippin' the key
 And Junior the Highlander tradin' up a storm
 The class will come to Harris Upham in a swarm

My name isn't Russell, it's Demick.
 Now try to rhyme something with Demick!
 You should see me play basketball
 I'm pretty tough tho not very tall.

When I started to work for Rick,
 My Blyth training made me sick.
 Now I can swing and trade like hell.
 I also made it in for the bell.

Bill

"I just got hit on the wire"
 He said "Are you wise?"
 I said "Size?"
 He said "Seven at ten"
 So I said "What?"
 He said "No it's not"
 I said "Is it hot?"
 That's a bit lacerated"
 He said "Um hummmmm hum hum well son
 I said "Whatsa market on FEDERATED"

JOBS WANTED:

Manny C. - Have dirt
 Will trade

ONCE CALLED MARTIN NELSON

LOUIE (ON THE TRACK) HALLER

Okay you guys - I haven't changed jobs in a couple of years now - I'm doing big biz (in house salesmen trades are my best) and I still out perform LUNCH BUCKET - bought the wife a nice new house and I'm driving a big new station wagon - haven't been out drinking of late - eat 35 cent lunches (not with Shembs) - exercise at least 4 times a week - go to church every Sunday (pray those Traders don't find out what I'm really working on) - quit criticizing Pete Baker and MERRILL LYNCH in public.

\$10.00 per head to anyone who can find anything bad to say about me.

Signed LOUIE THE GREAT HALLER

P.S. If you don't want this program I need extra copies for my wife.

A PLAY FEATURING BRIAN

- Earl: Hello Brian, how are you?
- Brian: Fine, what do I do?
- Earl: Pick the quotes off the wire
- Brian: Try to sell things a little higher
- Earl: Don't I try to sell the bid?
- Brian: Folks would love me if I did
- Earl: Have you been with us long?
- Brian: (Shedding tears)
- Earl: Not more than a couple of years
- Brian: (A great silence in which the teletype stops)

Our Earnings Forecaster for 1967-889 was honeycombed with statistical errors. As near as we can tell, "gremlins" in the computer were largely responsible. Accordingly, we present a new Forecaster with what are hopefully accurate figures! Hopefully our "gremlin" will never get up your computer.

Signed
 Fritz Frink
 Dave Paden

BACHE MY LOVE

BY

LARRY ROEMER

They took away my wire.
 They cut down my commission schedule.
 They eliminated my gross on low priced stocks.
 They moved up the minimum transaction.
 They get me out of the shower at 6:45 A.M.
 They tried to charge me with all the OTC errors.
 They tried to transfer me out of the area.

They make the men mark "unsolicited" on the stuff I work in.
 They call me up from lunch for nothing.
 They brow beat me with quotes and remarks
 They pay me nothing.
 They insult me with a worthless profit sharing plan.
 They hang soggy deals on me.
 If I can find out who THEY is - "I'll kill 'em."

A QUESTION OF QUALITY

Christian Bros. isn't a bad brandy Martin if you're going to pour it on ice cream.

Bob MacRae

H.P.I. at times made Rohde sore
The stock kept going when he had no more

To John R. he went to tell his sad tale
"I say Mr. Lewis you'd better reverse retail"

The stock's too high they both agreed
They knew that pup when it was just a seed

But now the leading citizens can't get enough
And this sends Jack Rohde right into a huff

So Lewis takes the wheel and thousands he trades??
He says to the buyers "Why do you want this #*\$%&#+ stock, get out before it fades"

He claims so many trading profits it must be a lark
"It is", says Rohde, "The short to market you forgot to mark"

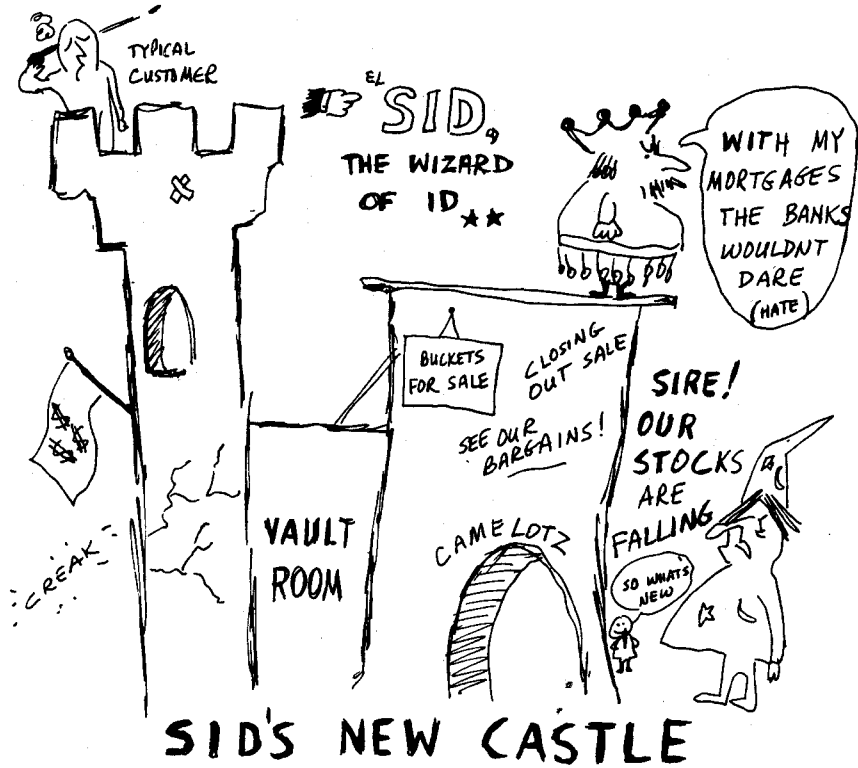
WE OFFER

- 25% commission
- 2 weeks paid vacation (salesmen)
- Profit sharing
- Bonus
- Grievance committee
- Ed Easter
- Trading Department?
- Rapid quotes
- Excellent service
- Job placement with leading firms

Signed
Dan Odell

Contrary to popular opinion
GOODBODY is not located on Pike street.

Signed Bob Rosey



INTRODUCING

My name is Clint
Now don't make no dig
Cause boy I shoot big

With Hillhaven and Camille and such
I hardly ever get out to lunch

At 6:30 I'm now on the scene
And right away start working in between

Now don't make no crack about my style
You've known my game for quite a while

I now retail quite a little
but as for trading I'm still a piddle

MLPFS Work Schedule

- 9:00 Check in
- 9:05 Out to coffee
- 11:05 Check in
- 12:00 Drink lunch
- 2:30 Call Clyde - tell him to catch his bus
- 3:30 Check in
- 3:35 Gone for day

Guess who??

WALSTON BONUS PROGRAM

This coupon good for 1 free meal and drinks at the Traders Party for one Neil Williams

1. Jerry Bunnell
2. Steven Frink
3. Joe Grubbs
4. Dick O'Connor
5. Rodney Rich
6. Kenneth Whitting
7. Sid Peters

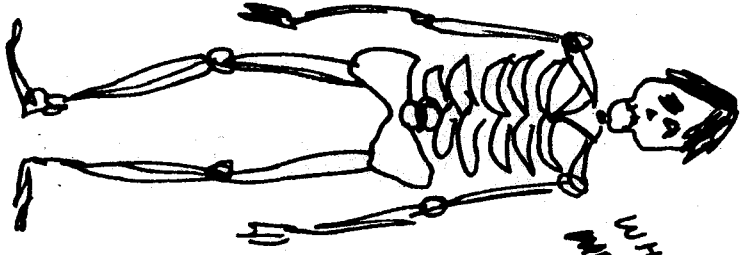
MATCH THE BANKERS WITH THEIR BANK

1. Hughbank
2. Bank of the West
3. North West Bank
4. Blank
5. Ubangi
6. Rod Rich
7. "The bank for action"
8. 30-35 small
9. Offered at 59, no bid

WE TRADE WESTERN PACIFIC INDUSTRIES
- ROGER SCHIESS

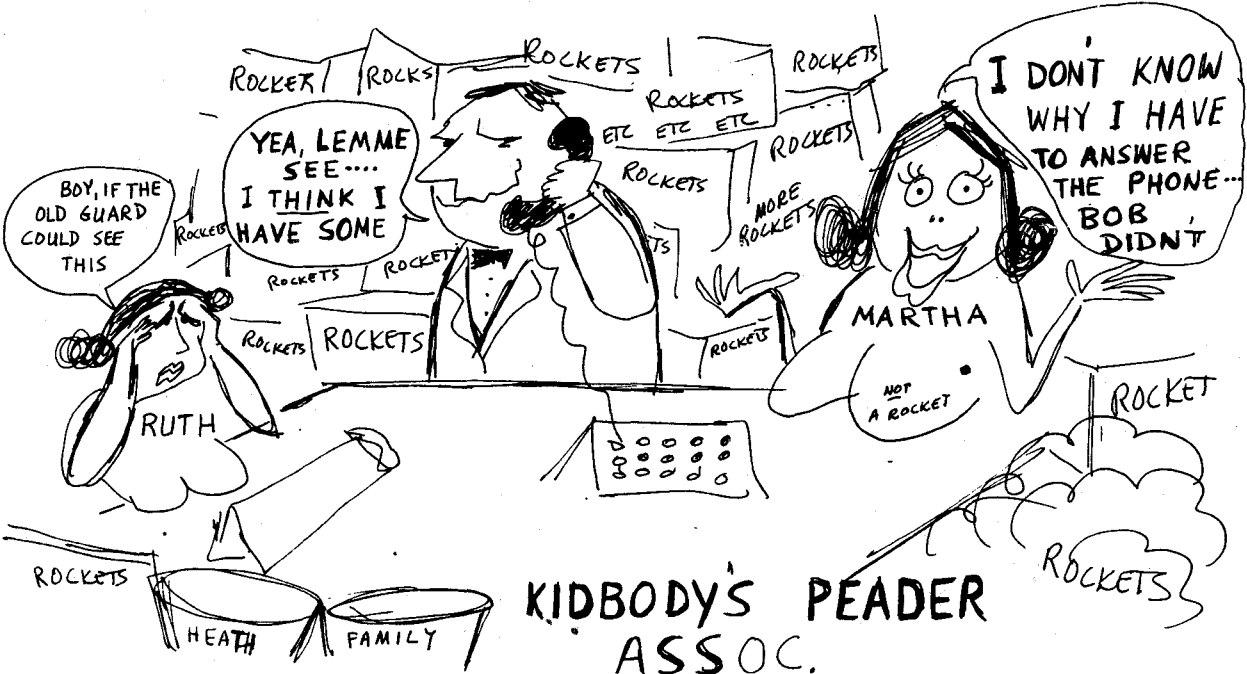
Kenny, if you plus and minus 1/2 on lots of 50 and under, and won't do more than a unit of trading, and unit is 50 shares - Think we better give Family to Slater

O'Brien



WHAT--
ME WORRY?

Bill Rex & Don McLean
Municipal bonds, commercial paper, mutual funds, corporate bonds, and stock advisory services, etc., our specialty.
We'll do anything for a buck



Paine Webber Jackson Curtis & Smith

We're not here yet.
But, please sign up
for DEAN WITTER'S
training program.

SALESMEN WANTED

Rocket is red
Rocket is blue
This year the bears
Made money too
(How about you, Hugh?)
If Granat ran it
What would you have?
An eight, a' quarter
A probable slaughter
But whose?
His? Doubt it.
He gets to choose
And lives without it.
It's your eighth loss
To Granat, no cost