

dustrial Average broke through the previous minor low of last November. There is considerable opinion that the market already has discounted fully any recession in business that is likely to happen this year, but chartists believe that the averages will retreat to lower levels, from where developments will be appraised.

**A**LL commodities broke sharply in the early part of the period under review, but most recovered substantially in the latter weeks. New York Spot Cotton sold down to 32.64 on February 8 but has recovered to 33.58, practically unchanged from a month ago. Exports remained at high level; government loans now total approximately 4,500,000 bales. The May Contract of Chicago Wheat sold as low as 196½ on February 8 but is 218 ¾th today, unchanged from a month ago. Improved world production in addition to heavy supplies and lack of storage more than offset heavy government buying and the latter's announced intention to continue tremendous exports. May Chicago Corn broke to 116 ¾ asked on February 8, but has recovered to 132¾ down from 140¾ on January 23. The huge crop appears to have found a level at about \$0.30 below the loan. The carryover is expected to be a record high.

Sugar prices are up substantially from a month ago, the March Contract of No. 5 being 5.43 as compared to 5.26 on January 28, reflecting a strong statistical position and rumors of possible strikes in Puerto Rico.

## Manila Stock Market

BY A. C. HALL  
A. C. Hall & Company

January 16 to February 18, 1949

### Mining Shares

**F**URTHER strength in active trading carried the market forward into new high ground by the beginning of February. Since then, profit taking has caused a moderate decline, with trading volume showing a decided tendency to dry up.

The market action was about as expected. The sharp advance since the year-end has weakened the market's internal position, and a period of consolidation appears necessary before sufficient strength can be generated to resume the forward movement.

Atok-Big Wedge and Mindanao Mother Lode made further gains, but base-metal issues were easier, particularly Lepanto. The decline in the latter stock was possibly influenced to some extent by the fear that recent weakness in United States commodity markets might overflow into the metal group. While the copper price has remained firm up to the present, scrap prices, much more sensitive

than primary prices, are showing a slightly easier tendency.

In addition to the foregoing, over-the-counter business during the month included 54,000 shares of Benguet Consolidated, P3 high, P2.90 low, closing at P2.95; Philippine Iron Mines traded at P31; and 200,000 shares Taysan "A" which changed hands between 15 and 13 centavos, closing at 14.

### Commercial and Industrial Shares

Leading Sugar shares continue in demand at improved prices. Carlota, on an ex-cash and stock-dividend basis, closed equivalent to a further advance of P7 per share. San Miguel's were easier on some liquidation in an empty market.

#### 1948-49 Range

High	Low		High	Low	Close	Change	Total Sales
770.00	755.00	Bank of the Philippine Is.	770.00	764.00	764.00	Unchanged	65
620.00	600.00	Central Azucarera de Bais	620.00	609.00	620.00	Up	770.00 52
171.00	98.00	Central Azucarera de la Caba	171.00	115.00	115.00	Off	P 1.00 425
107.00	70.00	Central Azucarera del Pilar	107.00	100.00	101.00	Off	P 4.00 649
70.00	30.00	Central Azucarera de Sara	70.00	70.00	70.00	Up	P10.00 20
60.00	40.00	Ajay	60.00	70.00	70.00	Up	18.00b
185.00	173.00	China Banking Corporation	185.00	180.00	180.00	Unchanged	—
22.50	22.00	Filipinas Cia. de Seguros	22.50	22.00	22.00	Unchanged	—
1.00	4.00	Manila Wine Merchants, Inc.	4.00	4.00	4.00	Off	.20 1,410
143.00	140.00	Metropolitan Insurance Co.	143.00	140.00	140.00	Off	—
1.16	.80	Pampanga Bus Company	.82	.82	.82	Up	.02 2,000
.305	.11	Philippine Oil Development Co.	.165	.11	.11	Off.	.005 997,311
1.42	1.24	Philippine Racing Club	1.28	1.28	1.28	Unchanged	1,000
74.00	53.00	San Miguel Brewery	60.00	51.00	51.00	Off	P 1.00 1,993
100.00	71.00	William Equipment Co. Pld.	75.00	71.00	71.00	Off	P10.00 30
10.90	8.10	William Equipment Co.	7.00	7.00	7.00	Off	—

Over-the-counter Commercial transactions included 100 shares Jai-Alai at P8; 8,000 shares Manila Broadcasting at P1.27; 200 shares Manila Jockey Club at P2; and 296 shares Victorias Milling between P160 and P155, but mostly at the latter figure.

## Credit

BY W. J. NICHOLS  
Treasurer, General Electric (P.I.) Inc.

**A**FEW months ago we mentioned that the granting of discounts for payments made before the due dates of invoices, was a device little used in the Philippines to speed up collections. While the practice might be successful in a few instances, we seriously question its effectiveness for Manila business houses in general. We are afraid that the only customers to take legitimate advantage of the discount would be those who would pay their bills on time in any event, in which case of course there would be no particular point in granting the discount. On the other hand, we suspect that any premium for paying bills before they are due would be considered as a regular trade discount by some customers and would be deducted whether earned or not.

Membership in the Association of Credit Men, Inc. (P.I.) totaled 67 at the end of last month and the applications of additional firms which desire to join are being considered from time to time. Besides its regular function of acting as a clearing house for credit information, the Association offers special services of benefit to its members, including warnings against the new methods of defrauding business houses that crop up now and again.

#### 1948-49 Range

High	Low		High	Low	Close	Change	Total Sales
122.48	45.18	Manila Stock Exchange Ave.	94.40	81.27	86.21	Off	.67 396,000
P .375	P .24	Atok Mining Company	P .375	P .34	P .343	Off	.02 130,000
.028	.01	Antamok Goldfields	.013	.013	.013	Up	.003 100,000
.04	.04	Atok-Big Wedge Mining Co.	.67	.59	.62	Up	.01 799,400
.071	.035	Baguio Gold Mining Co.	.045	.041	.041	Up	.006 10,150
.0072	.0025	Batong Buhay Gold Mines	.0014	.0027	.0034	Up	.0006 3,270,000
.034	.025	Coco Grove, Inc.	—	—	.018b	—	—
.015	.01	Consolidated Mines, Inc.	.014	.0111	.014	Unchanged	35,971,607
.085	.081	Irogon Mining Company	.038	.038	.038	Unchanged	231,680
.34	.30	Lepanto Consolidated	.81	.67	.67	Off	.09 600,000
.0579	.01	Mabate Consolidated	—	—	.001b	—	—
1.26	.31	Mindanao Mother Lode Mines	.67	.59	.59	Up	.01 876,000
.275	.11	Misamis Chromite, Inc.	.19	.15	.15	Unchanged	225,000
.04	.02	Suroc Consolidated	.025	.02	.02	Unchanged	110,000
.26	.12	San Maurice Mining Co.	.14	.12	.12	Off	41,000
.43	.215	Surigao Consolidated	.30	.27	.27	Unchanged	281,000
.095	.04	United Paracale Mining Co.	.041	.041	.041	Up	.005 10,000