

This PDF is a selection from an out-of-print volume from the National Bureau of Economic Research

Volume Title: Personal Finance Companies and Their Credit Practices

Volume Author/Editor: Ralph A. Young and associates

Volume Publisher: NBER

Volume ISBN: 0-870-14460-X

Volume URL: <http://www.nber.org/books/youn40-1>

Publication Date: 1940

Chapter Title: Index

Chapter Author: Ralph A. Young

Chapter URL: <http://www.nber.org/chapters/c5503>

Chapter pages in book: (p. 161 - 170)

---

# Index

- "A" LOANS—106.
- ADVERTISING—As Expense Item 108-11; Committee of American Association of Personal Finance Companies 154; Methods 68. *See also* PUBLIC RELATIONS ACTIVITIES.
- AGRICULTURAL WORKERS—*See* FARMERS.
- ALABAMA—Small Loan Legislation 34-35.
- AMERICAN ASSOCIATION OF PERSONAL FINANCE COMPANIES—152-54.
- AMERICAN ASSOCIATION OF SMALL LOAN BROKERS—152.
- AMERICAN INDUSTRIAL LENDERS ASSOCIATION—152.
- AMERICAN INVESTMENT CO. OF ILLINOIS—Bad-Debt Losses 78-80, 84; Bank Line and Notes Payable 41; Customers' Intended Use of Funds 62; Delinquency 78-80; Income of Borrowers 53-54; Loan Applications Received and Approved 72-73; Occupations of Borrowers 57, 59; Size of Loans Made 47-48.
- AMOUNT OF LOANS—*See* SIZE OF LOANS and VOLUME OF LOANS.
- APPLICATIONS FOR LOANS—*See* LOAN APPLICATIONS.
- ARIZONA—Personal Finance Licensees and Outstandings 29; Small Loan Legislation 34-35, 126.
- ARKANSAS—Constitutional Determination of Interest Rate 123 *footnote*; Small Loan Legislation 34-35.
- ASSISTANCE TO RELATIVES—As Reason for Borrowing 62.
- ASSOCIATIONS OF PERSONAL FINANCE COMPANIES—152-55.
- AUTOMOBILES—As Loan Security (extent of use) 49-50, (charge-offs) 95-96; As Reason for Borrowing 62.
- AVERAGE COSTS—132-33.
- "AVERAGE EMPLOYED ASSETS"—109.
- "B" LOANS—106.
- BAD DEBTS OF PERSONAL FINANCE COMPANIES—*See* CHARGE-OFFS.
- BANK LINES OF PERSONAL FINANCE COMPANIES—39, 41.
- BANK TERMS TO PERSONAL FINANCE COMPANIES—*See* INTEREST PAID BY PERSONAL FINANCE COMPANIES.
- BANKS—*See* COMMERCIAL BANKS and INDUSTRIAL BANKING COMPANIES.
- BENEFICIAL INDUSTRIAL LOAN CORPORATION—Bank Line and Notes Payable 41; Closing of Offices in Georgia 144; Closing of Offices in West Virginia 141; Customers' Intended Use of Funds 62; Diversification of Risk 69; Income of Borrowers 52; Instruction of Employees 71; Occupations of Borrowers 57, 59; Outstandings and Number of Offices 37; Size of Loans Made 47; Wage Assignments 50 *footnote*.
- BORROWERS FROM PERSONAL FINANCE COMPANIES—Income 51-56, (and charge-off experience) 96-99, 103 *footnote*, (and size of loans) 105; Number 23-24, 30; Occupations 56-60, (and charge-off experience) 99-105; Reasons for Borrowing 22, 60-65, 104-105. Former Customers (lending procedure) 67, 72-73, (repayment record) 85-88, (charge-off record) 92-94, 106, (loan company costs) 132; New Customers (lending procedure) 67-68, 72-73, (repayment record) 85-88, (charge-off record) 92-94, 106, (loan company costs) 132; Present and Renewal Customers (lending procedure) 66-67, 72-73, (refinancing) 76, (repayment record) 85-88, (charge-off record) 92-94, 106, (loan company costs) 132. *See also* LOAN APPLICATIONS.
- BUDGET SERVICE OF PERSONAL FINANCE COMPANIES—68-69.
- BUSINESS CAPITAL—As Reason for Borrowing 62-65.
- BUSINESS GROUPS—As Borrowers 56-60; Charge-off Record 100; Size of Loans 103, 104-05.
- CALIFORNIA—Small Loan Legislation 34-35, 126.
- CAPITAL LOAN AND SAVINGS COMPANY—41.

- CAPITAL OF PERSONAL FINANCE COMPANIES—*See* FUNDS OF PERSONAL FINANCE COMPANIES.
- CHAIN OFFICES—As Form of Organization 36-38; Diversification of Risk 69-70; Earnings and Expenses 118-20; Personnel 70-71; Sources of Funds 39-43.
- CHARGE-OFFS—And Type of Office 115-17, 119-20; As Bad-Debt Loss 78-88; As Expense Item 108, 110; As Indication of Credit Risk 90-106; Cost Studies 130-31.
- CHARGES—21-23, 30-35, 121-33; As Income Item 112; Competitive Aspects 155-59; Effect on Size of Loans, 45; Effects of Changes in Maximum Legal Rates 134-50; Legal Interpretation 25-26; On Preferred Risks 68, 156.
- CHattel MORTGAGES—*See* SECURITY FOR LOANS.
- CLERICAL WORKERS—As Borrowers 56-59; Charge-off Record 100-01; Size of Loans 103.
- CLOTHING—As Reason for Borrowing 62.
- COLLECTION EXPERIENCE—73-88, 89-106. *See also* CHARGE-OFFS.
- COLLECTION PROCEDURE—73.
- COLLINS, JACKSON R.—123; Cost Study 130-31.
- COLLINS RATE—123, 126.
- COLORADO—Personal Finance Licensees and Outstandings 29; Small Loan Legislation 34-35, 123-24, 126.
- COMAKER NOTES—49-50.
- COMBINATION RATE—122.
- COMMERCIAL BANKS—As Competitors of Personal Finance Companies 27, 156-57.
- COMMERCIAL OCCUPATIONS—As Borrowers 57-59; Charge-off Record 100.
- COMMONWEALTH LOAN COMPANY—41.
- COMPETITIVE RELATIONS AMONG PERSONAL FINANCE COMPANIES—155-60.
- CONNECTICUT—Delinquency Percentages 74; Personal Finance Licensees and Outstandings 29; Security for Loans 50; Size of Loans 46; Small Loan Legislation 34-35, 126.
- CONSUMER GOODS—As Reason for Borrowing 62.
- COOPERATIVE RELATIONS AMONG PERSONAL FINANCE COMPANIES—151-55.
- CORPORATE ORGANIZATION OF PERSONAL FINANCE COMPANIES—36.
- COSTS OF PERSONAL FINANCE COMPANIES—*See* EXPENSES OF PERSONAL FINANCE COMPANIES.
- CREDIT INFORMATION EXCHANGE BUREAUS—72, 154, 155, 159-60.
- CREDIT STANDARDS OF PERSONAL FINANCE COMPANIES—89-106; Cost Studies 131-33.
- CREDIT UNIONS—27.
- CRUM, W. L.—Director's Note 148-49 *footnote*.
- CUSTOMERS OF PERSONAL FINANCE COMPANIES—*See* BORROWERS FROM PERSONAL FINANCE COMPANIES.
- DEBT—As Reason for Borrowing 62, 64. *See also* REFINANCING OF DEBT.
- DELAWARE—Small Loan Legislation 34-35.
- DELINQUENCY—73-75; Charge-off 78-84.
- DETROIT STUDY—94 *footnote*, 96-100, 103-05.
- DIRECTOR'S NOTE—W. L. Crum 148-49 *footnote*.
- DISTRICT OF COLUMBIA—Small Loan Legislation 33-35.
- DIVERSIFICATION OF RISK—69-70.
- DURATION OF LOANS—48-49; Average 23 *footnote*, 86-87; Cost Studies 128-33; Typical Rate Schedules and Charges 126.
- EARNINGS OF PERSONAL FINANCE COMPANIES—*See* INCOME OF PERSONAL FINANCE COMPANIES.
- EDUCATION—As Reason for Borrowing 62.
- ENDORSED NOTES—*See* SECURITY FOR LOANS.
- EXPENSES OF PERSONAL FINANCE COMPANIES—107-11, 113-20; Charge-offs 83-85; Cost Studies 128-33.
- FAMILY LOAN SOCIETY—41.
- FARMERS—As Borrowers 56-60.
- FINANCIAL STRUCTURE OF PERSONAL FINANCE COMPANIES—*See* FUNDS OF PERSONAL FINANCE COMPANIES; *also* INCOME OF PERSONAL FINANCE COMPANIES; *also* EXPENSES OF PERSONAL FINANCE COMPANIES.
- FLAT RATE—122, 128.
- FLORIDA—Delinquency Percentages 74; Personal Finance Licensees and Outstandings 29; Small Loan Legislation 34-35, 126.
- FOOD—As Reason for Borrowing 62.
- FORECLOSURE—76-77.
- FORMER CUSTOMERS OF PERSONAL FINANCE COMPANIES—*See* BORROWERS FROM PERSONAL FINANCE COMPANIES, Former Customers.
- FUEL—As Reason for Borrowing 62.

- FUNDS OF PERSONAL FINANCE COMPANIES—38-43, 111. *See also* INCOME OF PERSONAL FINANCE COMPANIES.
- FUNERAL EXPENSES—As Reason for Borrowing 62.
- FURNITURE—As Loan Security 49-50; As Reason for Borrowing 62; Charge-offs 95-96; Foreclosure 76-77.
- GENERAL PUBLIC LOAN CORPORATION—53 *footnote*.
- GEORGIA—Personal Finance Licensees and Outstandings 29; Rate Changes 143-45; Small Loan Legislation 34-35, 126.
- GRADUATED RATE—*See* COMBINATION RATE.
- HAWAII—Small Loan Legislation 34-35, 126.
- HONOR LOANS—*See* UNSECURED LOANS.
- HOUSEHOLD FINANCE CORPORATION—Bank Line and Notes Payable 41; Charge-off Experience 90-106; Collection Experience 78-88; Cost Study 128-30; Customers' Intended Use of Funds 62-63; Customers' Reasons for Borrowing 61; Delinquency 75; Income of Borrowers 53-54; Instruction of Employees 71; Loan Applications Received and Approved 72-73; Occupations of Borrowers 57, 59; Outstandings and Number of Offices 37; Reduced-Rate Operations in New Jersey 137-38; Size of Loans Made 47; Unsecured Notes 49; Wage Assignments 50 *footnote*.
- HOUSEHOLD GOODS—*See* FURNITURE.
- HUBACHEK, FRANK B.—35.
- IDEAL FINANCING ASSOCIATION—41.
- ILLEGAL LENDING—Competition with Licensed Lending 157; Georgia 144; Missouri 147 *footnote*; West Virginia 141.
- ILLINOIS—Delinquency Percentages 74; Personal Finance Licensees and Outstandings 29; Profitability of Loan Offices 114-15, 117-18; Security for Loans 50; Size of Loans 45-46; Small Loan Legislation 34-35, 126.
- INCOME OF BORROWERS—*See* BORROWERS FROM PERSONAL FINANCE COMPANIES, INCOME.
- INCOME OF PERSONAL FINANCE COMPANIES—112-20, 127; Under Rate Cutting 158-59; Under Reduced Rates (N. J.) 138.
- INDEPENDENT OFFICES—As Form of Organization 36-38; Diversification of Risk 70; Earnings and Expenses 119-20; Size of Loans Made 45; Sources of Funds 42-43.
- "INDEX OF CHARGE-OFF EXPERIENCE"—91.
- INDIANA—Chain Lending 36 *footnote*; Delinquency Percentages 74; Lenders' Sources of Funds 42-43; Personal Finance Licensees and Outstandings 29; Profitability of Loan Offices 118-20; Ruling on Refinancing Instalment Purchase Contracts 26 *footnote*; Security for Loans 50; Size of Loans 45-46; Small Loan Legislation 34-35, 126.
- INDUSTRIAL BANKERS' SECURITIES CORPORATION—41.
- INDUSTRIAL BANKING COMPANIES—As Competitors of Personal Finance Companies 27, 156-57.
- INDUSTRIAL LENDERS TECHNICAL INSTITUTE—71.
- INDUSTRIALIZATION—Effect on Size of Loans, 45, 47.
- INSURANCE PREMIUMS—As Reason for Borrowing 62.
- INTEREST ON PERSONAL FINANCE COMPANY LOANS—Estimates of Amount Due and to Become Due 22-23; Legal Interpretation of Sales Finance and Personal Finance Charges 25-26; Legal Regulation 30-32, 123 *footnote*. *See also* CHARGES.
- INTEREST PAID BY PERSONAL FINANCE COMPANIES—41-42, 111.
- INVESTIGATION OF LOAN APPLICANTS—Cost 128-32; Procedure 71-72. *See also* CREDIT INFORMATION EXCHANGE BUREAUS.
- INVESTMENT—As Reason for Borrowing 62.
- IOWA—Delinquency Percentages 74; Personal Finance Licensees and Outstandings 29; Security for Loans 50; Size of Loans 45-46; Small Loan Legislation 34-35, 126.
- KENTUCKY—Delinquency Percentages 74; Foreclosure 77; Personal Finance Licensees and Outstandings 29; Security for Loans 50; Small Loan Legislation 34-35, 126.
- LEGISLATION REGARDING SMALL LOANS—*See* SMALL LOAN LAWS.
- LENDING POLICY—*See* CREDIT STANDARDS OF PERSONAL FINANCE COMPANIES and LOAN APPLICATIONS.

- LENDING PROCEDURE—66-77.
- LENGTH OF LOANS—*See* DURATION OF LOANS.
- LICENSING OF LOAN OFFICES—Provisions of Uniform Draft 32; New Jersey 139; West Virginia 142.
- LIVING EXPENSES—As Reason for Borrowing 62-64, 105.
- LOAN APPLICATIONS—Credit Standards 89-106; Procedure 71-73; Source and Proportion Granted 67. *See also* INVESTIGATION OF LOAN APPLICANTS.
- LOAN DURATION—*See* DURATION OF LOANS.
- LOAN OFFICES—Licensing 32; Location and Character 67-68; Number 27-30; Number and Size as Affected by Rate Changes (N. J.) 135-40, (W. Va.) 140-43, (Ga.) 143-45, (Tenn.) 145-46, (Mo.) 146-47, (General) 148-50; Number and Size (competitive aspects) 158; Organization and Procedure 70-73; Size (and unit loan costs) 132; Size and Type as Factors in Earnings and Expenses 114-20. *See also* CHAIN OFFICES and INDEPENDENT OFFICES.
- LOAN SECURITY—*See* SECURITY FOR LOANS.
- LOAN SIZE—*See* SIZE OF LOANS.
- LOAN VOLUME—*See* VOLUME OF LOANS.
- LOCAL LOAN COMPANY OF DELAWARE—41.
- LOSSES OF PERSONAL FINANCE COMPANIES—*See* CHARGE-OFFS.
- LOUISIANA—Personal Finance Licensees and Outstandings 29; Small Loan Legislation 34-35, 126.
- MAINE—Delinquency Percentages 74; Personal Finance Licensees and Outstandings 29; Security for Loans 50; Size of Loans 46; Small Loan Legislation 34-35, 126.
- MANUAL WORKERS—*See* WAGE-EARNING GROUPS.
- MARYLAND—Delinquency Percentages 74; Personal Finance Licensees and Outstandings 29; Security for Loans 50; Size of Loans 46; Small Loan Legislation 34-35, 126.
- MASSACHUSETTS—Delinquency Percentages 74; Foreclosure 77; Personal Finance Licensees and Outstandings 29; Security for Loans 50; Size of Loans 46; Small Loan Business Compared with That of New Jersey 135-39; Small Loan Legislation 34-35, 126.
- MATURITY OF LOANS—*See* DURATION OF LOANS.
- MEDICAL EXPENSES—As Reason for Borrowing 62-63.
- MICHIGAN—Delinquency Percentages 74; Foreclosure 77; Personal Finance Licensees and Outstandings 29; Security for Loans 50; Size of Loans 46; Small Loan Legislation 34-35, 126.
- MINNESOTA—Small Loan Legislation 34-35, 126.
- MISSISSIPPI—Small Loan Legislation 34-35.
- MISSOURI—Combination Rate 122; Delinquency Percentages 74; Personal Finance Licensees and Outstandings 29; Rate Changes 135 *footnote*, 146-48; Security for Loans 50; Small Loan Legislation 34-35, 126.
- MODEL SMALL LOAN LAW—*See* UNIFORM SMALL LOAN LAW.
- MONROE LOAN SOCIETY—41.
- MORRIS PLAN BANKING COMPANIES—27.
- MORTGAGES—As Reason for Borrowing 62. *See also* SECURITY FOR LOANS.
- MOVING EXPENSES—As Reason for Borrowing 62.
- NATIONAL COUNCIL—American Association of Personal Finance Companies 154.
- NATIONAL FEDERATION OF REMEDIAL LOAN ASSOCIATIONS—31.
- NEBRASKA—Foreclosure 77; Personal Finance Licensees and Outstandings 29; Small Loan Legislation 34-35, 126.
- NEW CUSTOMERS OF PERSONAL FINANCE COMPANIES—*See* BORROWERS FROM PERSONAL FINANCE COMPANIES, New Customers.
- NEW HAMPSHIRE—Personal Finance Licensees and Outstandings 29; Small Loan Legislation 34-35, 126.
- NEW JERSEY—Cost Study 128-30; Personal Finance Licensees and Outstandings 29; Profitability of Loan Offices 114-16, 118; Rate Changes 135-40; Small Loan Legislation 34-35, 126.
- NEW MEXICO—Small Loan Legislation 34-35, 126.
- NEW YORK—Delinquency Percentages 74; Personal Finance Licensees and Outstandings 29; Security for Loans 50; Size of Loans 46; Small Loan Legislation 34-35, 126.
- NON-MANUAL WORKERS—*See* CLERICAL WORKERS.
- NORTH AMERICAN FINANCE CORPORATION—41.

- NORTH CAROLINA—Small Loan Legislation 34-35.
- NOTE LOANS—*See* UNSECURED LOANS.
- NUGENT, ROLF—Estimate of Average Duration of Loans and Average Charge 23 *footnote*.
- NUMBER OF LOAN OFFICES—*See* LOAN OFFICES.
- OCCUPATIONS OF BORROWERS—*See* BORROWERS FROM PERSONAL FINANCE COMPANIES, Occupations.
- OFFICE WORKERS—*See* CLERICAL WORKERS.
- OHIO—Delinquency Percentages 74; Personal Finance Licensees and Outstandings 29; Security for Loans 50; Size of Loans 46; Small Loan Legislation 34-35, 126.
- OKLAHOMA—Constitutional Determination of Interest Rate 123 *footnote*.
- OPERATING EXPENSES OF PERSONAL FINANCE COMPANIES—*See* EXPENSES OF PERSONAL FINANCE COMPANIES.
- OPERATING METHODS OF PERSONAL FINANCE COMPANIES—66-77.
- OREGON—Personal Finance Licensees and Outstandings 29; Small Loan Legislation 34-35, 126.
- ORGANIZATIONAL STRUCTURE OF PERSONAL FINANCE COMPANIES—36-38.
- OUTSTANDINGS OF PERSONAL FINANCE COMPANIES—*See* VOLUME OF LOANS.
- PARTNERSHIP OFFICES—Earnings and Expenses 118-20.
- PENNSYLVANIA—Personal Finance Licensees and Outstandings 29; Security for Loans 50; Size of Loans 46; Small Loan Business as Affected by New Jersey Rate Changes 137; Small Loan Legislation 34-35, 126.
- PERSONAL FINANCE COMPANIES—*See particularly*: ADVERTISING; ASSOCIATIONS OF . . . ; BANK LINES OF . . . ; BORROWERS FROM . . . ; BUDGET SERVICE OF . . . ; CHARGES; COLLECTION EXPERIENCE; COMPETITIVE RELATIONS AMONG . . . ; COOPERATIVE RELATIONS AMONG . . . ; CREDIT STANDARDS OF . . . ; DIVERSIFICATION OF RISK; EXPENSES OF . . . ; FUNDS OF . . . ; INCOME OF . . . ; INTEREST PAID BY . . . ; LOAN OFFICES; OPERATING METHODS OF . . . ; ORGANIZATIONAL STRUCTURE OF . . . ; PUBLIC RELATIONS ACTIVITIES; "ROSTER OF . . ."; SMALL LOAN LAWS; VOLUME OF LOANS.
- PERSONNEL OF LOAN OFFICES—*See* LOAN OFFICES, Organization and Procedure.
- PREFERRED RISK LOANS—68, 95, 156. *See also* TEACHER LOANS.
- PRESENT CUSTOMERS OF PERSONAL FINANCE COMPANIES—*See* BORROWERS FROM PERSONAL FINANCE COMPANIES, Present and Renewal Customers.
- PRINCIPAL OF LOANS—*See* SIZE OF LOANS *and* VOLUME OF LOANS.
- PRODUCER CREDIT—In Personal Finance Lending 58, 65.
- PROFESSIONAL GROUPS—As Borrowers 56-60; Charge-off Record 100, 102.
- PROFITS OF PERSONAL FINANCE COMPANIES—*See* INCOME OF PERSONAL FINANCE COMPANIES.
- PROPRIETORS—*See* BUSINESS GROUPS.
- PUBLIC LOAN CORPORATION—53 *footnote*.
- PUBLIC RELATIONS ACTIVITIES—151, 153, 154. *See also* ADVERTISING.
- RAILROAD EMPLOYEES CORPORATION—41.
- RATES—*See* CHARGES.
- REASONS FOR BORROWING—*See* BORROWERS FROM PERSONAL FINANCE COMPANIES, Reasons for Borrowing.
- RECEIVABLES OF PERSONAL FINANCE COMPANIES—*See* VOLUME OF LOANS.
- REFINANCING OF DEBT—As Reason for Borrowing 62, 64; Collection Experience 85-87, 92-94, 106; Procedure 76; Sales Finance Contracts 26.
- REGULATION OF PERSONAL FINANCE COMPANIES—*See* SMALL LOAN LAWS.
- REMEDIAL LOAN SOCIETIES—27, 31.
- RENEWAL CUSTOMERS OF PERSONAL FINANCE COMPANIES—*See* BORROWERS FROM PERSONAL FINANCE COMPANIES, Present and Renewal Customers.
- RENEWAL LOANS—*See* REFINANCING OF DEBT *and* BORROWERS FROM PERSONAL FINANCE COMPANIES, Present and Renewal Customers.
- RENT—As Expense Item of Personal Finance Companies 108, 110; As Reason for Borrowing 62.
- REPAIRS—As Reason for Borrowing 62.
- "REPEAT" BORROWING—85-87. *See also* REFINANCING OF DEBT *and* BORROWERS FROM PERSONAL FINANCE COMPANIES, Present and Renewal Customers.
- RESTATEMENT RATE—123, 131.
- RHODE ISLAND—Personal Finance Licensees and Outstandings 29; Se-

- curity for Loans 50; Size of Loans 46; Small Loan Legislation 34-35, 126.
- RISK—*See* CREDIT STANDARDS OF PERSONAL FINANCE COMPANIES; *also* DIVERSIFICATION OF RISK; *also* PREFERRED RISK LOANS.
- "ROSTER OF PERSONAL FINANCE COMPANIES"—153-54.
- RUSSELL SAGE FOUNDATION—21, 31, 152.
- SALARIES, PERSONAL FINANCE COMPANIES—And Type of Office 115-20; As Expense Item 108, 110.
- SALES FINANCE COMPANIES—As Competitors of Personal Finance Companies 157; Comparison with Personal Finance Companies 24-26; Credit Standing with Banks 41-42.
- SALESPERSONS—*See* COMMERCIAL OCCUPATIONS.
- SCHOOLTEACHER LOANS—*See* TEACHER LOANS.
- SECURITY FOR LOANS—49-50; And Charge-off Experience 95-96; And Loan Company Costs 132; And Size of Loans 105; Bad-Debt Losses on Chattel Mortgages and Endorsed Notes 84; Foreclosure on Chattel Mortgages 76-77.
- SEMI-SKILLED WORKERS—*See* WAGE-EARNING GROUPS.
- SIZE OF LOAN OFFICES—*See* LOAN OFFICES.
- SIZE OF LOANS—32, 44-48; And Borrower's Income 53, 55, 97-98, 103 *footnote*; And Borrower's Occupation 99-100; And Charge-off Experience 93-94, 97-98, 103-05; And Cost Studies 128-33; And Customer Status 93-94; And Rate Changes (N. J.) 135-39, (Mo.) 147, (General) 150; Competitive Aspects 156; Typical Rate Schedules and Charges 126.
- SKILLED WORKERS—*See* WAGE-EARNING GROUPS.
- SMALL LOAN LAWS—21; 30-35; As Impetus to Cooperative Relations Among Lenders 151; Effects of Changes in Maximum Legal Rates 134-50. *See also* CHARGES and UNIFORM SMALL LOAN LAW.
- TAXES—As Expense Item of Personal Finance Companies 108-10; As Reason for Borrowing 62.
- TEACHER LOANS—Charge-off Record 93-96, 100; Delinquency 75; Price Concessions 68, 156; Size 103.
- TENNESSEE—Constitutional Determination of Interest Rate 123 *footnote*; Personal Finance Licensees and Outstandings 29; Rate Changes 145-46; Small Loan Legislation 34-35.
- TERMS—*See* CHARGES.
- TEXAS—Constitutional Determination of Interest Rate 123 *footnote*; Small Loan Legislation 34-35.
- TRAVEL—As Reason for Borrowing 62.
- UNIFORM SMALL LOAN LAW—21, 29, 31-35, 122, 152.
- UNLICENSED LENDING—*See* ILLEGAL LENDING.
- UNSECURED LOANS—49-50; And Charge-off Experience 95-96; As Promotional Device 68.
- UNSKILLED WORKERS—*See* WAGE-EARNING GROUPS.
- USE OF FUNDS BY BORROWERS—*See* BORROWERS FROM PERSONAL FINANCE COMPANIES, Reasons for Borrowing.
- UTAH—Personal Finance Licensees and Outstandings 29; Small Loan Legislation 34-35, 126.
- VACATIONS—As Reason for Borrowing 62.
- VERMONT—Personal Finance Licensees and Outstandings 29; Small Loan Legislation 34-35, 126.
- VIRGINIA—Delinquency Percentages 74; Foreclosure 77; Personal Finance Licensees and Outstandings 29; Security for Loans 50; Size of Loans 46; Small Loan Legislation, 34-35, 126.
- VIRGINIA CORPORATION COMMISSION—84.
- VOLUME OF LOANS—22-23, 27-30; And Rate Changes (N. J.) 135-39, (W. Va.) 140-43, (Ga.) 143-44, (Tenn.) 145-46, (Mo.) 146-47, (General) 149-50.
- WAGE ASSIGNMENTS—45, 49-50.
- WAGE-EARNING GROUPS—As Borrowers 56-60; Charge-off Record 100; Size of Loans 104.
- WEST VIRGINIA—Personal Finance Licensees and Outstandings 29; Rate Changes 140-43; Small Loan Legislation 34-35, 126.
- WISCONSIN—Delinquency Percentages 74; Personal Finance Licensees and Outstandings 29; Security for Loans 50; Size of Loans 46; Small Loan Legislation 34-35, 126.
- WYOMING—Small Loan Legislation 34-35.

PUBLICATIONS OF THE  
NATIONAL BUREAU OF ECONOMIC RESEARCH

- INCOME IN THE UNITED STATES  
*W. C. Mitchell, W. I. King, F. R. Macaulay and O. W. Knauth*
- \*1 Volume I, SUMMARY (1921) 152 pp.  
2 Volume II, DETAILS (1922) 440 pp., \$5.15  
3 DISTRIBUTION OF INCOME BY STATES IN 1919 (1922)  
*O. W. Knauth* 30 pp., \$1.30
- \*4 BUSINESS CYCLES AND UNEMPLOYMENT (1923)  
*National Bureau Staff and sixteen Collaborators* 405 pp.
- \*5 EMPLOYMENT, HOURS AND EARNINGS, UNITED STATES, 1920-22 (1923)  
*W. I. King* 147 pp.
- 6 THE GROWTH OF AMERICAN TRADE UNIONS, 1880-1923 (1924)  
*Leo Wolman* 170 pp., \$2.50
- 7 INCOME IN THE VARIOUS STATES: ITS SOURCES AND DISTRIBUTION, 1919, 1920 AND 1921 (1925)  
*Maurice Leven* 306 pp., \$3.50
- 8 BUSINESS ANNALS (1926)  
*W. L. Thorp*, with an introductory chapter, "Business Cycles as Revealed by Business Annals," by *W. C. Mitchell* 380 pp., \$2.50
- 9 MIGRATION AND BUSINESS CYCLES (1926)  
*Harry Jerome* 256 pp., \$2.50
- 10 BUSINESS CYCLE: THE PROBLEM AND ITS SETTING (1927)  
*Wesley C. Mitchell* 489 pp., \$5.00
- \*11 THE BEHAVIOR OF PRICES (1927)  
*F. C. Mills* 598 pp.
- 12 TRENDS IN PHILANTHROPY (1928)  
*W. I. King* 78 pp., \$1.00
- 13 RECENT ECONOMIC CHANGES (1929)  
*National Bureau Staff and fifteen Collaborators* 2 vols., 950 pp., \$7.50
- INTERNATIONAL MIGRATIONS
- 14 Volume I, STATISTICS (1929), compiled by *Imre Ferenczi* of the International Labour Office, and edited by *W. F. Willcox* 1,112 pp., \$7.00
- 18 Volume II, INTERPRETATIONS (1931), ed. by *W. F. Willcox* 715 pp., \$5.00
- \*15 THE NATIONAL INCOME AND ITS PURCHASING POWER (1930)  
*W. I. King* 394 pp.
- 16 CORPORATION CONTRIBUTIONS TO ORGANIZED COMMUNITY WELFARE SERVICES (1930)  
*Pierce Williams and F. E. Croxton* 347 pp., \$2.00
- 17 PLANNING AND CONTROL OF PUBLIC WORKS (1930)  
*Leo Wolman* 260 pp., \$2.50
- \*19 THE SMOOTHING OF TIME SERIES (1931)  
*Frederick R. Macaulay* 172 pp.
- 20 THE PURCHASE OF MEDICAL CARE THROUGH FIXED PERIODIC PAYMENT (1932)  
*Pierce Williams* 308 pp., \$3.00
- \*21 ECONOMIC TENDENCIES IN THE UNITED STATES (1932)  
*Frederick C. Mills* 639 pp.
- 22 SEASONAL VARIATIONS IN INDUSTRY AND TRADE (1933)  
*Simon Kuznets* 455 pp., \$4.00



- 23 PRODUCTION TRENDS IN THE UNITED STATES SINCE 1870 (1934)  
*A. F. Burns* 363 pp., \$3.50
- 24 STRATEGIC FACTORS IN BUSINESS CYCLES (1934)  
*J. Maurice Clark* 238 pp., \$1.50
- 25 GERMAN BUSINESS CYCLES, 1924-1933 (1934)  
*C. T. Schmidt* 288 pp., \$2.50
- 26 INDUSTRIAL PROFITS IN THE UNITED STATES (1934)  
*R. C. Epstein* 678 pp., \$5.00
- 27 MECHANIZATION IN INDUSTRY (1934)  
*Harry Jerome* 484 pp., \$3.50
- 28 CORPORATE PROFITS AS SHOWN BY AUDIT REPORTS (1935)  
*W. A. Paton* 151 pp., \$1.25
- 29 PUBLIC WORKS IN PROSPERITY AND DEPRESSION (1935)  
*A. D. Gayer* 460 pp., \$3.00
- 30 EBB AND FLOW IN TRADE UNIONISM (1936)  
*Leo Wolman* 251 pp., \$2.50
- 31 PRICES IN RECESSION AND RECOVERY (1936)  
*F. C. Mills* 561 pp., \$4.00
- 32 NATIONAL INCOME AND CAPITAL FORMATION, 1919-1935 (1937)  
*Simon Kuznets* 100 pp., 8¼ x 11¾, \$1.50
- 33 SOME THEORETICAL PROBLEMS SUGGESTED BY THE MOVEMENTS OF INTEREST RATES, BOND YIELDS AND STOCK PRICES IN THE UNITED STATES SINCE 1856 (1938)  
*F. R. Macaulay* 586 pp., \$5.00  
"The Social Sciences and the Unknown Future," a reprint of the introductory chapter to Dr. Macaulay's volume: 35 cents; in orders of 10 or more, 25 cents.
- 34 COMMODITY FLOW AND CAPITAL FORMATION, Volume I (1938)  
*Simon Kuznets* 500 pp., 8¼ x 11¾, \$5.00
- 35 CAPITAL CONSUMPTION AND ADJUSTMENT (1938)  
*Solomon Fabricant* 271 pp., \$2.75
- 36 THE STRUCTURE OF MANUFACTURING PRODUCTION, A CROSS-SECTION VIEW (1939)  
*C. A. Bliss* 234 pp., \$2.50

### FINANCIAL RESEARCH PROGRAM

#### I *A Program of Financial Research*

- 1 REPORT OF THE EXPLORATORY COMMITTEE ON FINANCIAL RESEARCH (1937)  
91 pp., \$1.00
- 2 INVENTORY OF CURRENT RESEARCH ON FINANCIAL PROBLEMS (1937)  
253 pp., \$1.50

#### II *Studies in Consumer Instalment Financing*

- 1 PERSONAL FINANCE COMPANIES AND THEIR CREDIT PRACTICES (1940)  
*Ralph A. Young and Associates* 170 pp., \$2.00

## CONFERENCE ON RESEARCH IN NATIONAL INCOME AND WEALTH

STUDIES IN INCOME AND WEALTH	(Volumes I-III together, \$7.50)
Volume I (1937)	368 pp., \$2.50
Volume II (1938)	342 pp., \$3.00
Volume III (1939)	500 pp., \$3.50

## CONFERENCE ON PRICE RESEARCH

1 REPORT OF THE COMMITTEE ON PRICES IN THE BITUMINOUS COAL INDUSTRY (1938)	144 pp., \$1.25
2 TEXTILE MARKETS—THEIR STRUCTURE IN RELATION TO PRICE RESEARCH (1939)	304 pp., \$3.00
3 PRICE RESEARCH IN THE STEEL AND PETROLEUM INDUSTRIES (1939)	224 pp., \$2.00

Contributors of \$25 or more a year to the National Bureau (deductible from federal income tax) receive all publications before they are released to the public. Teachers in recognized educational institutions, members of scientific societies or of private non-profit research agencies may become Associates by contributing \$5 annually. No others are eligible. Associates receive five issues of the *Bulletin* and are entitled to buy copies of National Bureau books at a one-third discount.

## BULLETIN

Subscription to the National Bureau *Bulletin*: 5 issues, \$1; single copies, 25 cents except the issues marked 50 cents.

1936

- |  |     |
|--|-----|
| 59 INCOME ORIGINATING IN NINE BASIC INDUSTRIES, 1919-1934<br><i>Simon Kuznets</i>                      | 50c |
| 60 MEASURES OF CAPITAL CONSUMPTION, 1919-1933<br><i>Solomon Fabricant</i>                              |     |
| 61 PRODUCTION DURING THE AMERICAN BUSINESS CYCLE OF 1927-1933<br><i>W. C. Mitchell and A. F. Burns</i> | 50c |
| 62 REVALUATIONS OF FIXED ASSETS, 1925-1934<br><i>Solomon Fabricant</i>                                 |     |
| 63 THE RECOVERY IN WAGES AND EMPLOYMENT<br><i>Leo Wolman</i>   |     |
| 1937   |     |
| 64 A PROGRAM OF FINANCIAL RESEARCH<br>Report of the Exploratory Committee on Financial Research        |     |
| 65 NON-FARM RESIDENTIAL CONSTRUCTION, 1920-1936<br><i>David L. Wickens and Ray R. Foster</i>           |     |
| *66 NATIONAL INCOME, 1919-1935<br><i>Simon Kuznets</i>   |     |
| 67 TECHNICAL PROGRESS AND AGRICULTURAL DEPRESSION<br><i>Eugen Altschul and Frederick Strauss</i>       | 50c |

- 68 UNION MEMBERSHIP IN GREAT BRITAIN AND THE UNITED STATES  
*Leo Wolman*  
1938
- \*69 STATISTICAL INDICATORS OF CYCLICAL REVIVALS  
*W. C. Mitchell and A. F. Burns*
- 70 EMPLOYMENT OPPORTUNITIES IN MANUFACTURING INDUSTRIES  
*F. C. Mills*
- 71 HOURS OF WORK IN AMERICAN INDUSTRY  
*Leo Wolman*
- 72-73 INCOMES FROM INDEPENDENT PROFESSIONAL PRACTICE, 1929-1936  
*Simon Kuznets and Milton Friedman* 50c  
1939
- \*74 COMMODITY FLOW AND CAPITAL FORMATION IN THE RECENT RECOVERY AND  
DECLINE  
*Simon Kuznets*
- 75 DIFFERENTIALS IN HOUSING COSTS  
*D. L. Wickens*
- 76-77 THE STATISTICAL PATTERN OF INSTALMENT DEBT  
*R. A. Young and Blanche Bernstein* 50c
- \*Out of print.

---

NATIONAL BUREAU OF ECONOMIC RESEARCH

1819 Broadway, New York, N. Y.

European Agent: Macmillan & Co., Ltd.

St. Martin's Street, London, W. C. 2