

INDEX—FINANCING SMALL BUSINESS

ACCOUNTS RECEIVABLE

legal aspects of assignments, 284 ff.

AMERICAN BANKERS ASSOCIATION

Post-War Small Business Credit Commission, 221, 224 n., 225, 252.

AUTOMOBILE LIENS

legal aspects, 296; central registry, 297; accessories, 298.

BANKRUPTCY ACT

specific applications of §60, 282 ff.

CAPITAL MARKETS (see also SECURITIES REGULATION)

inadequacy for small business needs, 234; general discussion of term and equity capital, 248-73; governmental inquiries into problems, 249 ff.; private concern over capital supply, 252; validity of certain underlying assumptions, 253 ff.; no lack of capital but question of cost, 255 ff.; clarification of term and equity capital, 257; anomalous position of preferred stock, 260; factors that keep up costs, 262 ff.; basic difficulty in current proposals, 262 ff.; suggestion of outright subsidy, 270; suggested changed criteria of lending, 271 ff.; relation to full employment proposals, 272.

CHATTEL MORTGAGE AND CONDITIONAL SALE

legal aspects, 290 ff.

COMMERCIAL BANKS

lending activities, 222 ff.; evaluation of this source of funds, 225; general discussion of role, 386 ff.; banks' pre-war lending record, 386; banks' war-time activities, 387; post-war program, 387; the Post-War Small Business Credit Commission, 387; —, credit policy, 388; —, 5-point program, 388; education and information, 389; term loans, 389 ff.; protective provisions in term loans, 390 ff.; small business loan facilities, 395; correspondent banking potentials, 395; bank credit groups, 396-9.

COMMUNITY PLANS (see REGIONAL EXPERIMENT IN INDUSTRY DEVELOPMENT)

COMPETING FOR FUNDS (see SOURCES OF FUNDS)

CONDITIONAL SALE (see CHATTEL MORTGAGE)

CORPORATION V. PARTNERSHIP FOR SMALL BUSINESS

preliminary observations on smallness, 404; the corporation as insulator from liability, 405 ff.; disregarding corporate entity, 406-7; limited liability by partnership: the profit-bearing loan, 408; use of limited partnership, 408-9; subpartnership, 409; costs saved by partnership, 410; debtor's exemptions as limiting partner's risk, 410; effectiveness of

tenancy by entirety, 410-11; pertinence of fraudulent conveyance law, 412; tax comparisons of corporation and partnership, 412 ff.; paying out corporate income as salaries, 414-7; tax savings by family partnership, 417; relative continuity of corporation and partnership, 418 ff.; provisions to assure continuity on death of partner, 419 ff.; relative equality of access to capital of small corporation and partnership, 422 ff.

EQUITY CAPITAL (see CAPITAL MARKETS)

FACTOR

largely serves textile manufacturer, 228-9; operations, 228-9; not important to small retailer, 276 n.

FEDERAL RESERVE SYSTEM

assistance under Fed. Res. Act, 236 ff., 256.

FINANCIAL ADVICE AND GUIDANCE

the need for counsel, 334; small businessman's confusion in matters of finance, 334 ff.; special situations requiring advice, 335; importance of managerial ability and experience, 336; sources of guidance, 337 ff.; potential expansion of Department of Commerce, 339; local industrial development companies, 340 ff.; role of private agencies catering to finance requirements, 342; potential role of colleges, 343.

GENERAL ECONOMIC SURVEY

definition of small business, 205; numerical data, 206; effect of war on small business, 208; devotion to small business, 209; political importance, 210; social importance, 210; economic importance, 210 ff.; importance of new investments, 212; limitations and difficulties of small business, 212 ff.; can small business be helped, 215; policies of big business, 215; governmental concern, 216; special aid, 216; need for better management, 217.

G. I. BILL OF RIGHTS (see SMALL BUSINESS FOR VETERANS)

INDUSTRIAL DEVELOPMENT CORPORATIONS (see REGIONAL EXPERIMENT IN INDUSTRY DEVELOPMENT)

INVESTMENT BANKERS ASSOCIATION

local investment companies proposal, 236; remarks of Mr. Eberstadt, 252-3.

LOCAL VENTURE CAPITAL (see also REGIONAL EXPERIMENT IN INDUSTRIAL DEVELOPMENT)

general observations, 218-19, 233, 235, 268; specific cases of local financing, 365 ff.

LONG TERM CAPITAL (see CAPITAL MARKETS)

MEAD-LEA BILL

to provide management consulting service, 217.

PLEDGES

legal aspects of, including equitable pledge, 287 ff.

RECONSTRUCTION FINANCE CORP.

lending activities under RFC Act, 239-41, 256, 399 ff.; general explanation of the RFC 75% program, 399 ff.; steps in loans under the Blanket Participation Agreement, 400 ff.; prerequisites of new loans, 401 ff.; other forms of RFC bank participations, 402; location of RFC loan agencies, 403.

REGIONAL EXPERIMENT IN INDUSTRY DEVELOPMENT

the New England Industrial Development Corporation, 361 ff.; origin, 361; purpose and objective, 361; program, 362; general survey of work, 362 ff.; illustrative cases, 364-5; illustrative solution of problems, 365-7; organizational chart, 366; personnel, 367 n., 368 n.; potentialities in development research, 369.

RETAILERS' CREDIT

continuing predominance of small retailers, 274; sources of credit other than commercial banks, 274 ff.; mercantile credit, 275 ff.; on consignment, 276; disadvantages of mercantile credit, 276; high cost of credit to small retailer, 277; financing of accounts receivable, 277 ff.; open accounts and installments, 277-9; sales finance company operations, 279; future prospect of credit for small retailer, 279-80.

ROLE OF SMALL BUSINESS (see GENERAL ECONOMIC SURVEY)

SECURITIES REGULATION (see also CAPITAL MARKETS)

in general, does it hinder financing small business, 301 ff.; federal security regulation, 302 ff.; exemptions affecting small business, 302 ff.; administrative exemption of small issues, 304 ff.; evaluation of costs attributable to regulation, 308 ff.; statistics on costs, footnotes at 310, 311; burden of delay, 311; state security regulation (Blue Sky laws), 313 ff.; state exemptions, 314; types of registration and regulation, 314 ff.; costs under state laws, 318; evaluation of restrictive effect of regulation, 319.

SECURITY LAW—CURRENT DEVELOPMENTS

effect of 1938 changes in Bankruptcy Act, 282 ff.; preferences under §60, 282; accounts receivable as collateral, 284 ff.; —, recent state legislations to perfect assignments, 285 ff.; pledge and equitable pledge, 287 ff.; field warehousing, 290; chattel mortgage and conditional sale, 290; —, some technicalities in statutory requirements, 291-3; free-handed mortgage, 293 ff.; trust receipts, 295; liens and transfers as to automobiles, 296; —, central registry, 297; usury laws, 298; fixtures and accessories, 298.

SMALL BUSINESS FOR VETERANS

plans of servicemen, 344 ff.; Army survey data, 345 ff.; New Jersey's Veterans Business Loan Act, 347; data from Department of Commerce, 347; kinds of business already loaned (N. J.), 348; G. I. Bill, 349, 354 ff.; —, business loans provisions, 349; agencies guaranteeing loans, 351; steps in obtaining loans, 351; business hazards confronting veteran, 352; wartime regulations, 353; price changes, 353; schemes and rackets, 354; problems and G. I. Bill, 354; community assistance, 355; N. J. plan, 355; community action, 356; plans of banks, 357; wholesalers and manufacturers' help, 357; programs of schools and colleges, 358; aid from federal agencies, 358; some recommendations, 359.

SMALL BUSINESS MOBILIZATION ACT OF 1942

Smaller War Plant Corp. authority to guarantee loans for acquisition of surpluses by small business, 327.

SMALLER WAR PLANTS CORP. (see SURPLUS PLANTS AND GOODS)

SOURCES OF FUNDS (see also RETAILERS' CREDIT)

opinions on access to funds, 220; criteria for evaluating sources of capital, 221; commercial banks, 222 ff.; —, short-term loans, 222; —, miscellaneous financing, 224; —, term loans, 224; trust companies, 225; credit groups, 225; evaluation of banking sources, 225; industrial banking, 226; Morris plan, 226; small loan companies, 227; factors, 228; insurance companies as sources, 229; commercial paper houses, 230; equipment manufacturers and suppliers, 231; trade credit, 232; private venture capital, 233; capital markets, 234; parent corporations, 234; private development groups, 235; Federal Reserve assistance, 236; Wagner-Spence Bill, 238; Reconstruction Finance Corp., 239; Smaller War Plants Corp., 241; public development groups, 243; source in undistributed profits, 244; some conclusions on sources of funds, 245-7.

SURPLUS PLANTS AND GOODS

general observations on Surplus Property Act, 320 ff.; surplus in World War I, 321; objectives of Surplus Property Act of 1944, 323; relationship of Act to small business, 323; priorities and preferences under the Act, 324; financing acquisition of surpluses, 326 ff.; —, Small Business Mobilization Act of 1942, 326; policy of Smaller War Plants Corp. as to acquisition of surpluses, 327; durable goods, 327; consumer goods, 328; government war plants and facilities, 329; methods of plant disposal, 331.

TAXATION AND SMALL BUSINESS

preliminary observations on small business, 371-4; taxation as a brake on expansion, 374; in-

come of corporations should not be taxed, 375; heavy surtaxes in upper individual brackets should be removed, 376-7; taxes cut profits and hurt incentive, 378; society the real beneficiary of invested capital, 378-9; should be no tax on savings, 379; recommended: sales taxes and income taxes with savings deductions, 379; taxation recommendations of Small Business Advisory Committee, 380 ff.

TAXATION RECOMMENDATIONS OF SMALL BUSINESS ADVISORY COMMITTEE

reproduced in full at pp. 380-5 (appended to Prof. King's article); objectives of a tax system, 380; problems of conversion and transitional period, 381 ff.; —, excess profits tax, 381; —,

amortization refunds, 382; —, carry-back changes, 382; —, tax reduction, 382; post-war period, 383 ff.; suggested role of Department of Commerce in research on impact of taxation on small business, 384-5.

TAX COMPARISONS

of corporate and partnership forms of small business, 412 ff.

TRUST RECEIPTS

legal aspects, 295.

VETERANS (see SMALL BUSINESS FOR VETERANS)

WAGNER-SPENCE BILL

to permit Federal Reserve 90 percent loan, 238.

THE SEEMAN PRINTERY INCORPORATED

offers a complete printing and binding service to publishers and authors. An excellently equipped manufacturing plant, coupled with more than fifty years' experience, assures our clientele of superior advantages.

Inquiries Solicited



413 East Chapel Hill Street : Durham, N. C.