

Auto Delivery Picture: Mixed

Auto manufacturers this week issued mixed reports about car sales and deliveries for the first 10 days of September compared to the same period a year ago. Cadillac and Chrysler Corp. were up, Ford and Lincoln-Mercury Divisions were down a bit. Here are their announcements:

CADILLAC DEALERS delivered 3,415 new cars in the first 10 days of September, a 32 per cent gain over the same period a year ago. The 3,415 surpassed the 2,500 deliveries of a year ago and for this period are second only to the record 4,081 delivered Sept. 1-10, 1968.

CHRYSLER Corp. reported CNB Dividend

Up 5 Pct.

A 75 per cent common stock dividend was given final approval by the shareholders of City National Bank of Detroit, and the bank's board of directors later set the annual cash dividend at \$1.20 per share.

The stock dividend and a quarterly cash dividend of 30 cents per share will be paid Sept. 15 to shareholders of record Aug. 23.

City National dividends will be five per cent higher as a result of these moves. A shareholder who previously received \$200 each year on 100 shares will now receive \$210 on 175 shares.

Said bank president John H. French, Jr., "With total shares now increased from 391,352 to 684,656, we hope that a larger segment of the public will participate in the ownership of CNB. The five per cent rise in the cash dividend rate should certainly make the stock more attractive to investors."

its U.S. retail deliveries of 23,307 new passenger cars in the first period, a September were 28 per cent greater in volume than the 18,158 new cars sold a year ago.

The daily rate of 2,313 in the eight selling days this week was 12 per cent ahead of the 2,094 of a year ago when there were seven selling days in the first period of the month.

FORD DIVISION dealers reported sales of 42,359 cars and trucks during the first 10 days of September, a decrease from the same period last year.

Car sales totaled 25,970 units while trucks tallied 13,389 sales. The daily selling rate for cars was 3,481 versus 4,317 last year. The truck daily selling rate was 1,674 compared to 1,901 last year. There were seven selling days in the period last year; eight this year.

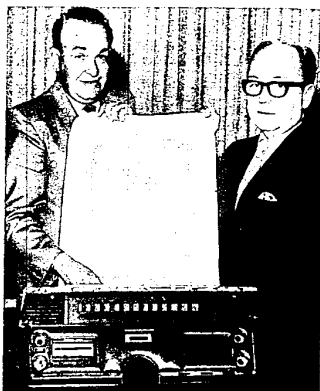
Ford Division truck sales edged past the half-million mark during the Sept. 1-10 period with a calendar-year-to-date sales totaling 500,004 units. This is the earliest the division has ever reached the half-million mark and is a full month ahead of last year's.

LINCOLN-MERCURY dealers delivered 5,327 new cars during Sept. 1-10, raising the total for the 1969 model year to 415,681, a decrease from last year's.

Sales in the corresponding period of the 1968 model year were 564,911 and for the first 10 days of September last year were 5,825, the division reported.

Deliveries during September 1-10 this year were affected in part by shortages of some models and car lines. This was the final full 10-day period of the model year, as 1970 cars will be introduced Sept. 19. Last year new models were introduced one week later.

the business beat



EDWIN H. MACE (left), 19693 Polyanna, Livonia, a product design engineer for Ford's General Parts Division, won a First prize in an international zinc die-casting competition sponsored by the Zinc Institute, Inc. At right is division general manager John McDougall. Mace designed the instrument cluster housing for the 1969 Lincoln Continental.

16 New Courses For Management

Such provocative titles and topics as "Supervising Women," "Managing Managers," "Supervising the Executive Function" and "Critical Path Method" are among the 16 new management courses slated for Oakland University's fall adult evening program starting Sept. 22.

In the 30 management courses, practically every important phase of administration is treated in depth. Managers from all levels and aspirants, too, can develop new techniques and understanding in this truly dynamic field.

The emerging areas of management philosophy, management for health care personnel, mental health concepts in business, updating today's executive, improving organizational results through discussion skills and management statistics are covered in this fall's program for adults at O.U.

Even specific business types are approached with manufacturing, engineering, governmental, retail, and franchising entities included.

Faculty for the evening classes are drawn from both the academic and business community where their daily experiences keep them in touch with the latest developments. All evening classes begin the week of Sept. 22 and registration is now going on. Adults interested in taking one of the over 130 evening courses should contact Oakland University's Division of Continuing Education, Rochester, Mich. 48063. Phone: 377-2000, extension 2171 for registration and information.

MNB Pays Dividend

Manufacturers National Bank of Detroit declared its regular quarterly cash dividend of 55 cents per share, payable Sept. 30, to shareholders of record Sept. 16.

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Where's Johnny? Mabye In Livonia

A restaurant promoter says he's looking in Livonia for a site for a "Here's Johnny" restaurant, which would operate under a franchise from TV personality Johnny Carson.

The announcement came from Steven P. Stern, president of HBSK Interstate Restaurant Corp., which will build 10 outlets in Michigan under a franchise from Johnny's American Inn, Inc.

DAN ANDREW, the City of Livonia's industrial development coordinator, said he had no contact with Stern's outfit. "They may be working through a realtor, so we wouldn't necessarily know who is involved," Andrew explained.

Brother Gets PR Account

For the third year, D. P. Brother & Co., Detroit, will handle advertising and public relations for the Detroit Auto Show, which was announced by Doug Daigleish, show committee chairman and vice president of Charles Daigleish Cadillac, Detroit.

This year's show, the 54th for Detroit and one of the nation's largest, is sponsored by the 250 Metropolitan Detroit dealer members of the Detroit Auto Dealers Association. The show will run in Cobo Hall from Nov. 15 through 22.

"This year's show will contain some entertainment and exhibit surprises," said Daigleish, "which should help the show smash previous attendance records."

Beginning Nov. 6, a blitz campaign in daily and weekly newspapers, plus radio and television spots will be run until the show ends November 23.

Hal Richardson Jr., agency director of public relations, will handle the account.

Accountant Takes Course

James Klobuchar of 32048 Washington, Livonia, from the firm Post, Smythe, Lutz & Zell of Plymouth, has just completed a two-week course of intensive study at Bradley University, Peoria, Ill., designed to increase technical proficiency in accounting, auditing and taxation.

Stern said it may be "a year to a year and a half" before the firm is ready to build in Livonia.

"Our public relations outfit may have been premature in releasing that," he said. He added that the company would move quietly when acquiring land to avoid an inflated price.

Stern said a Here's Johnny restaurant would open in December in Grand Rapids. Suburban Detroit sites are being sought in Pontiac, Southfield, and Warren, besides Livonia. Other sites are being hunted in Ann Arbor, Lansing, East Lansing and Kalamazoo.

The family-type restaurants

feature booths with telephones -- a combination of the sit-down principle with the speed of a drive-in. Total investment, from land through building and equipment, would be \$250,000 to \$350,000, Stern said. The TV star himself usually appears at grand openings, Stern said.

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