His Byte Shop Sells Computers for Home

By JOHN HUBBARD
Business Editor

Chet Harris operates a Byte Shop in San Mateo's Laurelwood Shopping Center.

And no, the name of the shop is not some Old English way of spelling "bite."

Nor is Harris's business a place you'd go for a quick meal.

Although the people who do go there certainly must have healthy appetites.

Harris expects them to spend "a minimum of $3½ million" with him — or with his brother John at their other location in Southern California — during the next 12 months.

What the business is — as far as the Byte Shop itself is concerned — is the retail selling of mini-computers, along with assorted related paraphernalia and publications, for home and small-business use.

And what "byte" means — leaving out the technical jargon — is a piece of computer information.

It's a relatively new term.

And, with operations like the Byte Shop, it refers to a very new business field.

As a matter of fact, Chet is San Mateo County's pioneer in mini-computer retailing and his Laurelwood outlet is just one year old.

"To give you an idea of how new the whole field is," he said, "the first retail store in the whole United States opened only a little more than a year ahead of me — in July, 1975, at Los Angeles."

Now there are more than 500, including a second shop here — Computer Terminal in downtown San Mateo, run by Trone and Betty Miller — and many more on the drawing board, including one in Redwood City, Chet said.

But the growth isn't measured only in terms of numbers of stores.

"Take our Byte Shop as an example," Chet said. "During our first three months in business, our sales amounted to about $10,000. During the second quarter, about $38,000. During the third, about $88,000. During the fourth, about $146,000. And for our second year, we're projecting a minimum volume that's more than 10 times as much.

"For deliveries next January and February alone, we've already got more than $400,000 in orders on our books."

Part of the business's spurt as its first year proceeded, and part of the reason for the bright second-year outlet, traces to the Harrises' decision about six months ago to add a wholesale distribution operation, called Allied Computer Stores Inc., to their original retail focus.

The Southern California location — in Orange County — is strictly wholesale, and Chet said distributor sales there and from the San Mateo outlet are averaging about $3,000 a month each at 52 participating stores.

At first, according to Chet, the Byte Shop's home-use patrons were mostly hobbyists. For them he had make-it-yourself small computer kits priced — depending on the degree of electronic sophistication — anywhere from $400 to $6,000.

"And right behind them came a lot of people who make their livings working with computers," he said. "These people recognized what computers could do in their office, so they wanted one to take home for what it could do there. An engineer needed a data base he could work with at night; the mini-computer would give him that. A stamp collector wanted one to catalog his collection. Other men and women wanted them for things like maintaining tax records, or stocks and bonds records, or check records, or whatever."

There even have been housewife customers who are "ardent cooks." They use computers to store their recipes, he said, and to help them in meal planning.

"Say you've got a recipe for four or six people and suddenly hubby tells you 11 people are coming to dinner. Well, the computer can figure out for you how to expand the recipe to serve that many, and for your whole dinner it can tell you when to start preparing things and how to time everything along the way — what you should do at 9 a.m., for example, and what needs to be done at 4 p.m. and 6 p.m."

Game players, too, go in for the "minis." These are people who get bored with the computerized devices that are programmed for only a few games and want a computer they can program themselves for "any number of far more sophisticated games."

The latest kind of home-use customer to emerge for the Byte Shop, Chet said, is the parent "who wants to give his kid that little extra edge." A number of high school students, he noted, are using their own computers for homework.

Generally speaking, the needs of all these types of users can be satisfied within the $2,000 to $4,000 price range.

Until mid-1976, Chet admits, he was "as innocent about computers as you are."

At that time, he'd just sold his American Bottle Co. business in South San Francisco after nearly 20 years of building it to a thriving operation ("we got an offer we couldn't refuse") and was searching around for another career to pursue.

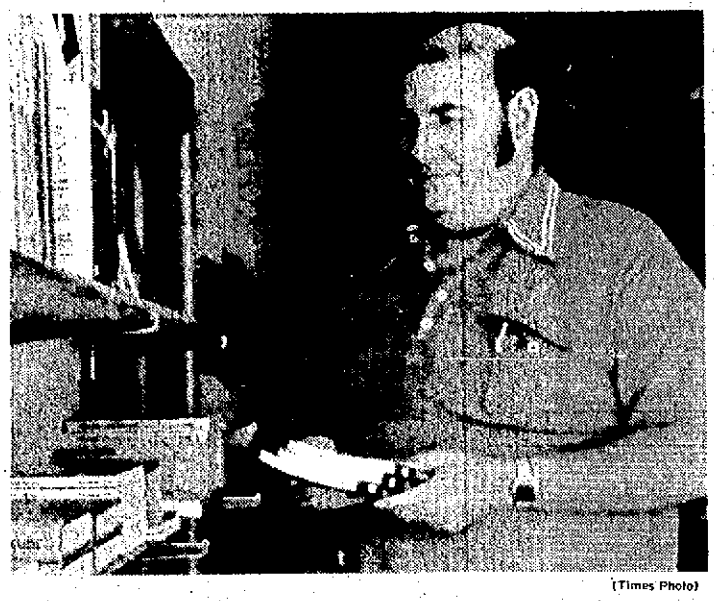
"I happened to see an article about the boom in computer stores in Business Week magazine," he said, "and I was mildly interested. So I started looking into the field and the more I looked, the more interested I became."

When he decided to make the jump, it cost him about $30,000 to launch the Byte Shop. Later, he added, "we put about 10 times that much into the wholesale part of the business."

And having just used one of his store's computers to forecast his sales outlook for the months ahead, Chet feels very good about those investments.

"I really liked my jobs in the past — all the way from being a yellow-pages salesman for the phone company when I got out of college to being distribution manager in San Francisco for Zenith and having charge of the bottle company — but now I'm having more fun than ever before," he said.

"And I'm going to make more money, I can tell you that. The computer tells me I'm going to achieve in three or four years selling computers what took me nearly 20 years to achieve in the bottle business."



(Times Photo)

MINI-COMPUTER RETAILER

Chet Harris looks over some of the books and manuals in his Laurelwood Byte Shop having to do with building and using mini-computers.

API After Alternate Energy Proposals

HOUSTON (AP) — American Petroleum Institute officials are looking for compromise proposals from the Carter administration to settle the energy policy stalemate.

John E. Swearingen, chairman of Standard Oil Co. (Indiana) and 1978 chairman-elect of the trade group, said this week he hopes an "acceptable" compromise will be forthcoming.

"After all, it has been four years since the oil embargo of 1973 and this nation as yet has not adopted a comprehensive and sensible energy policy," he said at a news conference after the opening session of he API's annual meeting here.

API President Frank N. Ikard, a former Texas congressman who served on the powerful House Ways and Means Committee, said the industry feels there is a critical need for incentives to "allow the capital accumulations that are necessary to bring on new supplies of energy."

The Times

Business

Mutual Funds

NEW YORK (AP) The following quotations, supplied by the National Association of Securities dealers, Inc., are the prices at which these securities could have been sold (Net asset value) or bought (Value plus sales charge) Wednesday.

	Sell	Buy
agold	5.84	5.96
acumF	15.85	NL
Advntg	9.69	NL
AdmaFd	7.43	8.12
aetnaSh	13.01	14.22
aifuture	9.69	NL
Allstate	8.71	NL
AlphaF	10.29	NL
AmBnd	5.13	5.60
incom	8.75	9.56
Stock	8.79	9.60
IstMtl A	7.80	NL
FdMtl	10.00	NL
Wall	17.21	NL
Fnd Gth	3.77	4.12
founders Group:		
Growth	4.48	4.85
Income	12.05	13.17
Mutal	8.04	8.79
Speci	9.82	10.73
franklin Group:		
Brown	3.34	3.60
DNTC	6.85	7.40
Growth	5.21	5.63
Utilis	4.93	5.12
Income	1.71	1.84
US Gov	9.64	10.39
Capit	2.45	2.66
Equit	3.41	3.68
fundpk	8.25	8.38
fund Inc Grp:		
Income	8.55	NL
Impac	8.05	8.26
Inst Tr	10.35	10.62
Pilot	8.30	NL
GE5&S	5.25	52
gen Sec	9.24	NL
Grth Ind	17.63	NL
Hamilton:		
E HDA	4.07	4.44
Growth	6.87	7.50
Income	3.42	NL
Intnl Gth	12.96	NL
Hart Lev	8.60	NL
ames General:		
CapBd	9.39	9.83
CapGth	3.89	4.25
IncFd	6.45	7.05
Ventr	13.35	14.59
EqGth	6.60	7.21
FdAm	6.43	7.03
Provid	3.90	4.20
eqtnFd	5.62	6.56
alstnFd	5.72	5.75
alnvest	5.69	NL
AlovInc	12.10	NL
ANKGth	7.93	3.20
anchor Group:		
Daily	1.00	NL
Grwth	6.15	6.95
Incom	7.33	7.90
Speclr	4.37	4.71
GiGas	1.60	6
Wash	10.06	10.85
audaxFd	8.19	8.95
axe Houghton:		
Fnd B	7.67	8.34
Incom	4.92	5.35
Stock	5.68	6.19
blcp	10.68	11.67
babsInc	1.77	NL
Babs Inv	6.10	NL
BeacHill	8.71	NL
Bocline	9.21	NL
Berger Group:		
100 Fd	7.39	NL
101 Fd	9.11	NL
BerkCap	7.66	8.37
bondstk	4.77	5.21
bostFdn	9.48	10.36
Calvin Bullock:		
Bullck	11.95	13.06
Candn	6.69	7.31
Divid	2.77	3.03
Month	14.79	15.87
NRWS	9.56	10.45
NYVn	11.42	12.48
cgfund	9.37	10.26
cgincm	5.92	9.26
cshRsN	unavail	
capPres	1.00	NL
CenShT	11.49	12.39
chatlnv	10.13	11.07
chartFd	14.34	15.67
chase Gr Bos:		
Fund	6.10	6.67
Fnnl	3.75	4.10
Share	7.18	7.85
Speci	5.34	5.84
chesbD	11.13	NL
ChemFd	6.93	7.57
cna mgt Fds:		
Liberty	4.19	4.58
Manhat	19.77	NL
Schult	8.17	8.93
colonial:		
Convt	8.77	9.58
Fund	8.92	9.75
Grwth	4.46	4.87
Incom	8.84	9.66
Optn	10.86	11.87
Colld Gth	15.48	NL
Cwlth AB	.99	1.07
Cwlth C	1.46	1.57
comp Bd	8.73	9.41
comp Fd	7.39	7.94
concord	12.89	NL
Cons Inv	9.37	9.75
constel G	5.84	NL
Cont Vlut	10.23	11.18
Ctry Cap	11.35	12.27
cityincm	1.00	NL
Davoe Fd	7.33	8.01
DEWgh	30.69	NL
Delaware Group:		
Decat	11.83	12.93
Delaw	10.97	11.99
Delch	9.24	9.68
TaxFre	9.65	10.10
Devis	4.96	5.42
dfl Cap	7.35	8.48
dodBal	21.55	NL
DodStk	15.64	NL
Dreis Bur	9.85	NL
Dreyfus Group:		
Fund	11.85	12.95
Levge	14.90	16.28
Lrg Ap	9.99	NL
NYInc	7.70	NL
Spl Inc	5.27	NL
TxEm	15.87	NL
Thrd C	13.66	NL
Eagle Gr	10.83	11.64
eaton&Howard:		
Balan	7.96	8.58
Fours	7.96	NL
Growth	9.72	9.83
Incom	6.10	6.58
Speci	6.54	7.05
Stock	8.16	9.44
edel Sp	12.85	NL
EdsonG	unavail	
egret F	10.46	11.37
elfun Tr	14.61	
fairfld	10.13	NL
Federated Funds:		
Am Ldr	7.84	7.96
Empir	8.72	
Fed F	12.48	4.53
Opti	13.59	14.85
TaxFre	13.29	NL
Fidelity Group:		
Bond	7.17	NL
Capit	8.00	8.74
Contrd	10.12	NL
Daily	1.00	NL
Dtnv	8.25	NL
Eq Inc	15.58	NL
Magel	23.98	
Mun	10.58	NL
Incom	15.71	17.17
Puritn	10.42	11.39
Salem	4.81	5.26
Thrift	5.30	5.79
Trend	21.24	23.21
financial Prog:		
Dyns	4.89	NL
Indust	4.09	NL
Incom	7.26	NL
Fst Investors:		
Disco	5.37	5.87
Growth	6.85	7.19
one Wm	13.66	NL
Oppenheimer Fd:		
Oppen	5.71	6.24
Inc Bus	8.76	9.57
MonB	1.00	NL
Opin	23.11	NL
TxFre	10.52	NL
AMM	9.12	9.97
Time	8.05	8.80
dic sec	13.57	14.75
param M	8.90	9.67
Cons Sq	7.58	NL
Penn Mu	4.18	NL
Phila	7.38	8.07
phoe Cap	7.72	8.44
phoen Fd	9.41	10.29
pilgrim Grp:		
Pil Fs	12.62	13.39
Pilg Fd	9.27	9.78
Inc Bus	3.31	3.51
Mag In	9.48	9.98
gine St	10.43	NL
Pioneer Funds:		
Fund	13.70	14.97
II	16.27	17.78
plan Inv	11.45	12.45
pilgrth	10.72	11.17
pilfnd	8.43	9.21
price Funds:		
Growth	10.23	NL
Incom	9.97	NL
N Era	10.82	NL
N Horiz	10.30	NL
TxFre	10.30	NL
Pro Fund	8.15	NL
Proinom	10.37	NL
Prov Gth	7.82	8.55
pru SIP	9.22	10.07
putnam Funds:		
Conv	11.31	12.36
Equit	10.24	11.19
Georg	13.07	14.28
Growth	10.33	11.51
Incom	7.99	8.73
Invest	7.46	8.15
Optn	13.79	15.07
TaxEx	24.43	25.65
Vista	8.31	9.08
Voyag	11.31	12.36
rainbw	7.54	NL
Reserve	1.00	NL
Revere	3.29	NL
Safec fncl	8.72	9.52
safec Gth	9.49	10.37
SlfCap	7.79	8.51
SlfDvl	7.57	8.27
scudder Stevens:		
Com St	9.26	NL
Incom	14.49	NL
Intl Fd	12.95	NL
Man R	10.00	NL
AMIR	10.47	NL
Speci	24.93	NL
Security Funds:		
Bond	10.18	10.47
Equity	3.94	4.31
Invest	7.57	8.27
Ultra	10.17	11.11
Sentinel Funds:		
Grwth	8.34	8.95
Trust	10.08	10.95
sentinel Group:		
Apex	3.62	3.96
Balan	7.71	3.43
Com S	11.55	12.63
sentry F	12.69	13.79
shareholders Gp:		
Cmstk	6.37	6.92
Emtrp	5.06	5.53
Fled Fd	5.73	
Harbr	8.35	9.13
Legal	6.42	7.02
Pace	11.54	12.72
shearson Funds:		
Appre	14.79	16.15
Incom	19.70	20.44
Invest	9.92	10.84
sierraG	3.95	NL
Sherm D	17.50	NL
Sigma Funds:		
Capit	9.07	9.91
Invest	10.02	10.95
Trust	8.72	9.53
sel equity	19.99	21.44
sb equity	9.74	10.25
sb inst	12.76	13.43
soGen In	11.12	11.64
sw Inv	7.70	8.41
swin Gt	4.75	5.14
sover In	11.54	12.61
spectra F	4.98	NL
State Bond:		
Com F	4.06	4.44
Div Fd	4.90	5.36
Prog F	3.82	4.17
stFrm Gt	6.01	NL
SFrm Ba	9.40	NL
State St	41.90	42.40
steadman Funds:		
Am Ind	7.33	NL
Assoc F	7.09	NL
Invest	1.35	NL
Ocean	6.39	NL
Stein Roe Fds:		
Balan	16.81	NL
Can O	9.03	NL
Stock	11.62	NL
Survey F	8.81	9.57
temp Gt	12.81	14.00
temp Inv	1.00	NL
Trns Cap	7.49	NL
trns Fdys	9.15	9.95
trav Eq	10.32	11.28
tudr Hd	14.41	NL
TwnC Gt	4.53	NL
TwnC Inc	3.74	NL
USAA Gt	7.48	NL
USAA Inc	11.72	NL
US Gov	9.34	NL
unif Mut	8.11	NL
Union Svc Grp:		
Broad	11.27	12.15
Nat Inv	8.11	8.80
U Cap	11.64	12.55
Union	12.73	13.79
united Funds:		
Accum	9.18	6.75
Bond	7.36	8.04
Con Gr	8.62	9.42
Con Inc	9.34	10.21
Income	9.94	10.86
Muni	10.17	10.59
Scien	2.60	6.12
Vanguard	3.38	5.88
unif Svcs	7.83	NL
Value Line Fd:		
Val Ld	7.36	7.55
Incom	5.08	5.11
LevGr	11.39	12.29
Spl Sit	4.56	4.58
Vance Sanders:		
Incom	12.74	14.83
Invest	7.05	7.70
Common	5.87	6.42
Speci	8.93	9.76
vanguard Group:		
Explor	7.39	8.07
FltDx	13.18	NL
Invest	7.89	NL
Morg	11.26	NL
Trust Grt	8.83	7.42
Wellsly	12.14	NL
Wellin	8.91	NL
West B	9.61	NL
Windr	7.76	NL
Varia	3.56	3.87
wallSt G	6.08	6.44
wein Eq	12.74	NL
West Gri	8.82	7.42
wisc Inc	5.10	5.57
NL — No load		
(sales charge)		

FINAL NYSE PRICES (Continued)

	Sales Div	PE	(hds)	High	Low	Close	Net Chg
Unitrod.	.10	8	57	9⅝	9	9⅝	+ ⅛
Univer	.55	7	11	9	9	9	
univFd	1.36	8	12	22⅞	22⅞	22⅞	
UnLeat	1.80	7	7	53⅝	53⅝	53⅝	— ⅛
UtdInh	1.20	13	314	37	36½	36⅝	— ⅜
USLIFE	.52	7	431	19⅝	19⅜	19½	
UsHlEF	.96a		36	19	13⅝	14⅛	— ⅛
UtaPL	1.52	11	103	20¼	20⅛	20⅛	— ⅛
UtPL pf	2.80		11	32⅝	32	32	

V—W—X—Y—Z

	Sales Div	PE	(hds)	High	Low	Close	Net Chg
VF Cp	1.10	7	62	17⅝	17½	17⅝+ ⅛	
Valleyin	.52	13	32	8⅞	8½	8⅝	
Varian	.28	15	80	19	18⅝	18⅝— ⅛	
Varo	.20b	5	1183	13⅝	10¾	10⅞+ ½	
Vendo			50	6½	5⅝	6	
venice	.15i		18	2½	2⅜	2½	
VestSc	1.31c		14	15	14	15	
Veteo	.20e	34	17	23	22⅞	22⅞	
Viacom	.20	16	1659	42⅝	39⅝	41⅝+1½	
VaEPw	1.23	8	654	15⅛	14⅞	15 + ⅛	
VaEP pf	4.20		210	49½	49½	49½— ½	
VaEP pf	4.80		2110	57	57	57	—1
VaEP pf	5		57	57½	57½	57½— ½	
VaEP pf	8.84		2100	100⅛	100½	100½— ⅛	
VaEP pf	9.75		2110	107½	107½	107½	
VaEP pf	2.00		39	31	30½	31 + ½	
VaE pf	17.72		2120	87½	86½	86½—1½	
Vornado			121	7	6⅞	7 + ⅛	
VulcnM	1.10	7	1	23	23	23	
Wabash	.40	7	4	14	13⅞	14	
wabR	pf4.50		6	50½	50½	50½	
Wachov	.60	8	91	16½	16⅛	16⅛+ ⅛	
Wach pt	2.70		3	44	44	44	
wachRly			31	4⅜	4⅛	4⅛— ⅜	
WalMart	1.16	13	175	18½	18⅛	18⅛— ⅛	
Walgrn	1.10	7	64	16	15⅞	15 + ⅛	
WlkrA	1.40e	7	11	26⅛	25⅞	25⅞— ⅛	
WallNu	1.20	3	9	23⅛	22⅞	23⅛— ⅜	
WalJm	1.40	6	89	29½	29	29½— ⅛	
WaltJ pf	1.60		5	32⅝	32½	32⅝+ ⅜	
WardFd			36	8½	8	8	
warnaco			73	7⅛	6⅞	7⅛— ⅛	
WarnS	1.45	9	20	25⅞	25⅝	25⅞+ ⅛	
WrnCom	.80	6	44	30	29⅝	30 + ⅛	
WrnrCo	.60	13	8	15⅝	15⅝	15⅝— ⅛	
WarnrL	1.15	12	363	26⅞	26⅛	26⅝+ ⅛	
WashGs	2.08	6	2	24½	24½	24½— ⅛	
WashNat	1	7	26	22½	22⅛	22½+ ⅛	
WashW	pf2.50		2	u36¼	36¼	36¼+ ¼	
WashSt	1.92	8	1	22⅞	22⅞	22⅞	
WashW	1.26	10	36	21⅝	21⅜	21⅜— ⅜	
WasteM	.40	11	231	19⅝	19¼	19⅜— ⅜	
Watkins	.32	11	48	20⅝	20	20⅝+ ⅛	
WayGos	.40	6	16	7⅝	7⅝	7⅝+ ⅛	
WeanUn	.20	3	11	6⅝	6	6	
wean pf	1.26		3	12⅞	12⅞	12⅞	
WebbD	.15c	10	118	11⅝	10⅞	10⅞— ⅛	
WestAir	.80	7	6	27	27	27 + ⅛	
WestF	1.12	8	86	27⅞	27⅛	27⅜— ⅛	
WstFM	1.02e	11	5	13	12⅞	12⅞— ⅛	
WtPIPe	2.40	6	16	34½	34⅛	34½+ ⅛	
WmAir	.40	6	15	4⅝	4⅝	4⅝	—⅛
WAir pf	2		14	22⅞	22⅞	22⅞	
WnBnc	1.50	7	165	31⅝	31½	31⅝+ ⅛	
WnNoA	.40b	7	160	25⅝	24⅞	25	
wnPacIn	.25e	4	1	3½	3½	3½	
WnPubl	.88	12	270	26⅝	25⅝	26⅛— ⅛	
WUnion	1.40	7	172	17⅝	17⅜	17⅜— ⅛	
WnUm pf	4.65		3	50½	50	50	⅛
WUn dpf	1.18		21	12⅝	12½	12½— ⅛	
WUTI pf	.6		1	63⅝	63⅝	63⅝+ ⅛	
WUTI pf	2.55		10	26½	26⅛	26½	
WestgEl	.72	6	1179	18⅝	18	18	⅛
WstAc	1.20	8	74	27⅝	27	27⅛	— ⅛
Weyerh	.6	6	1	15⅝	15⅝	15⅝+ ⅛	
WeyerFr	.80	12	937	28½	27¼	28⅛+ ⅜	
Weyc pf	2.80		153	31½	31⅛	31½— ⅛	
WheelF	.84	11	48	29⅝	29¼	29⅜— ⅛	
WhelPit			47	10	9⅞	9⅞	
WhelPit	pf 6		200	41	39¾	41 +1	
whirlpl	1.20	8	322	23⅝	23⅛	23⅛— ⅛	
WhitC	1.10e	5	58	22½	22⅛	22⅛+ ⅛	
WhiteMt		9	3956	u11⅝	9¼	10½+1⅞	
Whiting	1.60	9	197	28½	25	27½+2⅛	
Whittaker		10	451	7⅝	7½	7½	
Wickes	.80	8	648	u16⅝	15½	16½+ ⅝	
Wiebldt	.36	6	12	6⅞	6⅝	6⅝— ⅛	
Williams	1	8	252	20½	19¾	20⅛— ⅛	
Wilshir	.12	11	57	8	7⅞	8 + ⅛	
WinnD	1.68	12	20	38½	38¼	38½— ⅛	
WinDx	B		2	52⅞	52⅞	52⅞+ ⅛	
Winnbgo		23	71	3⅝	3½	3½— ⅛	
WinterJ	1.5	6	58	12⅝	12	12⅛— ⅛	
WisEP	2.12	10	43	30½	30⅛	30⅛+ ⅛	
WisGas	1.60	6	48	20⅛	19¾	20⅛	
Wisk	10.06	10	85	28⅝	28⅜	28⅜— ⅛	
WisPL	1.60	10	37	22	21⅞	22 + ⅛	
WisPS	1.54	11	6	20¼	20¼	20¼	
Witco	1.52	6	42	26⅛	25⅞	26⅛+ ⅛	
WitrD	.60a	5	41	13⅞	13¼	13⅞+ ⅛	
WolvW	.36	6	5	5⅝	5⅝	5⅝	
Wometc	.52	8	406	u13⅝	12	13 + ⅝	
WoodCp	.30	6	27	7½	7	7½+ ⅛	
WoodPl	.30	9	99	20⅝	19⅞	19⅞— ⅜	
Wolwth	1.40	6	222	19⅝	19¼	19⅜— ⅛	
Wolv pf	2.20		27	30½	30	30 + ⅛	
WorldAir		7	5	4½	4½	4½	
Wrigly	2.40a	11	131	80½	78⅝	80 +2	
wurlitz	.40	5	5	8⅛	8	8⅛+ ⅛	
Wylain	.60	8	41	13	12⅝	12⅞— ¼	
WyleLb	.32	6	27	6⅝	6⅜	6½	
Wyly Cp			57	13-16	¼	3/16	-1-16
Xerox	1.60	10	926	49⅝	49	49⅛— ⅛	
XTRA	.32	6	208	28⅝	28	28⅛— ⅜	
Yates	.20	5	16	10⅝	10⅝	10⅝— ⅛	
ZaleCp	.92	8	22	16⅝	16⅛	16⅛+ ⅛	
Zapata	.30b	8	192	12⅝	12⅛	12⅛— ⅛	
ZayreCp		4	366	8⅛	7⅝	8⅛+ ⅛	
ZenithR	.19	203	13½	14⅛	13⅝— ⅛		
Zurnlnd	.60	9	40	15½	15⅛	15⅛— ⅛	

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NEW YORK (AP) — Spot commodity prices (Wholesale):

	Today	Prev Dey	Year Ago
Aluminum,lb,N.Y.	.53	.53	.48
Antimony, American	1.78	1.78	1.75
Copper, Electrolytic	.60⅝	.60⅝	.70⅝
Gold, troy oz.NY	158.90	160.25	128.65
Silver, troy oz. N.Y.	4.820	4.750	4.300
Lead, lb.	.32	.32	.25½-.26
Pig Iron, f.o.b. Idcy Buffalo, Grssln	214.76	214.76	110.19
Platinum,troyNY	162.00	162.00	142.00
OckslvFlskNY	140.00n	140.00	134.50
Steel scrap, gross ton, Phila.-Chi-Pitts.	46.83	46.83	62.83
Tin, lb. N.Y.	6.1776	6.1144	4.1176
Zinc, lb.	.30½-.31	.30½-.31	.37

Western Over the Counter

NEW YORK (AP) - The following bid & asked quotations from the NASD are representative interdealer prices as of approximately 3:30 A.M. Interdealer markets change throughout the day. Prices do not include retail markup, markdown or commission.

	Bid	Ask
AcmeGen	.40	7½
AddisnW	.40	8½
AdvMicr		2
AimedBcp	1.40	35
AlexBld	1.20	16½
Amdahl	.20	42½
AmGryFn		5
AHomShd		6½
AlnlRei	.16	26½
AMicros		11½
ANatFn	.46	4⅝
ARecrCl	.20	11
AmResv	.02	3½
AndrJcb		4⅝
AnheuB	.80	21⅝
ApidMil		3⅞
ArkWGs	.62	17⅝
AssdInt	.25	8⅝
BBDO	2	27⅝
BairdAt	5	4
BkAgCm		13½
BkTrade		3½
BkamRt	.56e	11⅝
BearCrk	.15e	11⅝
Bekins	.60	7
Bentlyn		14⅝
BfloRdL		16
BlueChip	.24	16
Bohemia	.70b	15⅝
BoothEc		11⅝
BrwTom		42½
CalFlBk	.76	12⅝
CalJocky	2.25e	45½
CalMicr		29½
CalWtSv	2.60	30
CallonPet		4⅝
CalnyFd	.20b	8½
CmBkSy	.40b	9⅝
CenVtFS	1.36	15⅝
Chubb	1.60	34⅝
CinnFlD		6½
CitzUtl	.5	35⅝
CocaBl pf	2	27½
Coherent		6¼
Combins	1	17
CmlBkSf		26
CmBksJ	.40	32
Cmprvn		13⅝
ConnGen	1.25	51½
ConfCap		6
CyberCn		2
DataDLb	.06e	4⅝
DeltaCal	.25	4½
DeLuxC	.96	25⅝
DiagDet		8½
DresrIT		3⅞
Ducomm	.40	7½
ESL Inc		37½
EarlyCal		3⅞
EcolAna	.72	22⅝
EllerGn		1⅝
ElArray		1⅝
EmpGen		2½
EmpEkCp		2½
Environ		3½
EquitSL	.43b	16½
Falstaff		1½
FamDll		2½
Farlnon	.04e	9½
FarmBr	.24e	13
FlmNY	.32	38½
Filmgin		14
FlBostn	.2e	18
FtLincFn		8½
FtNtBsh	1.40	19½
FtSurety		10½
FourPhs		19⅝
Freshbit	.32	3½
FritzFr	.28	5½
GRT Cp		1⅞
GnAutom		7
GnEnjoy	.10	12
GpMdns	1.20	117
GrTrSept	.90	10½
Grantre	.22r	10⅝
GuarFin	.20a	13½
GuardPA	.38	16
HannEW	.20	13½
Hanvins	.24	25½
HarpGp	.10e	13⅝
HealTec		3½
Hecec	.60	16⅝
HiberSF	1.20	40
HomStdF	.76	7½
Hoover		17½
HystCp		7⅞
HystInt		4⅝
Hyster	.80a	26½
IntrSy		.7p
mpell	.28	13¼
indpBsh	1.10b	28
IndrInd		1⅝
IntlCp		46
IntVideo		⅞
Intersil		8½
IwaSoU	2.08	26½