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1965-1969

**ANALYSIS OF**  
**Annual Reports of Licensees**  
**for the years**  
**1965 - 1969**



**STATE OF TEXAS**  
**OFFICE OF CONSUMER CREDIT COMMISSIONER**



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**OFFICE OF CONSUMER CREDIT COMMISSIONER**





STATE OF TEXAS

## OFFICE OF CONSUMER CREDIT COMMISSIONER

SAM KELLEY, Commissioner

POST OFFICE BOX 2107  
AUSTIN, TEXAS 78767

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March 9, 1971

Article 3.11 of the Consumer Credit Code of Texas provides that each licensee under that act shall file an annual report with the Consumer Credit Commissioner concerning the business and operations of each office in Texas. This section of the Code further requires that the Commissioner make and publish annually a consolidated analysis and recapitulation of these reports. It is in accordance with these legislative directives that this report has been prepared and made available to all interested parties.

It will be noted that this recapitulation concerns itself not only with calendar year 1969, the last year for which figures are available, but also includes calculations for the years 1965 through 1968. All five years have been included in this publication to provide under one cover a ready reference source for those interested and to give an overall view of the consumer finance industry in Texas during the years 1965 through 1969.

It is our sincere hope and desire that this publication will be of use and benefit to the people of Texas.

Very truly yours,

*Sam Kelley*  
Sam Kelley  
Commissioner

## ROSTER OF PERSONNEL

Consumer Credit Commissioner .....	Sam Kelley
Assistant Commissioner .....	Jerry Brock
Assistant Commissioner .....	Lynn Scott
General Counsel .....	Allo B. Crow, Jr.
Supervising Examiners .....	Terrell Allen—Austin Kyle Boatright—Dallas E. J. Stalnaker—Houston
Senior Examiners .....	Alex C. Cason—Dallas Roland Champagne—San Antonio Ernest Cromer—Houston Brook Pettit—Houston
Examiners .....	James Coleman—Dallas William Coplen—Houston Ed Dusebout—Houston Kenneth Fox—Dallas Douglas L. Haskett—Houston Arthur L. Lasselle—San Antonio John Meitzen—Austin Don L. Peterson—Austin Hugh Springfield—Dallas Romeo Villafranca—San Antonio Leonard Williams—Dallas James Witten—San Antonio
Consumer Education Consultant .....	James E. Sutton
Consumer Protection Consultant .....	John L. Burgess
Staff Services Officer .....	Albert Endsley
General Office Personnel .....	Wilma Blaylock Sandi Causey Myrtle Gibson Hazel Henderson Dorothy Jones Ruth Kelley Ethel Lindgren John Martinez Gabriella Morrisett Lorine Mott Preble Richardson Norma Wiggins

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**ANALYSIS OF  
ANNUAL REPORTS OF LICENSEES**

The information contained in this report is based on the information received by this office from business firms licensed to make loans under Section 17 of The Texas Regulatory Loan Act of 1963 and Chapter 3 of The Consumer Credit Code of 1967.

The report includes only selected data taken from the reports submitted to this office. Complete reports on Total Operations, 17 (a) or 3.15 Lenders, and 17 (b) or 3.16 Lenders have been printed separately and are available on request.

The statistics reflected in this report were taken from reports covering the granting and maintaining of the following number and dollar amounts of loans made in the designated years under the above mentioned statutes.

**ANALYSIS OF LOANS MADE**

**Total Operations**

Year	Number	Cash Advances
1969	2,005,686	\$637,428,329
1968	2,006,597	616,275,667
1967	2,257,474	584,048,793
1966	2,179,184	535,626,576
1965	2,130,460	489,588,501

**Loans under Section 17 (a) or Article 3.15**

Year	Number	Cash Advances	Average Size
1969	878,810	\$573,451,047	\$653
1968	911,201	557,377,981	612
1967	929,096	516,930,332	556
1966	904,032	474,959,557	525
1965	859,719	433,553,261	504

**Loans under Section 17 (b) or Article 3.16**

Year	Number	Cash Advances	Average Size
1969	1,126,876	\$ 63,977,282	\$ 56.77
1968	1,095,396	58,897,686	53.77
1967	1,328,378	67,118,461	50.53
1966	1,275,152	60,667,019	47.58
1965	1,270,745	56,035,240	44.10

The statistical data provided in this report is separated into two major classifications: Information from reports by lenders classified as 3.15 or 17 (a) lenders and information from reports by lenders classified as 3.16 or 17 (b) lenders.

Reports were classified based on the type of loan which generated the majority of the income received by the lender. Reports in which the majority of the income received by the lender was generated by loans under the purview of Section 17 (a) of the Texas Regulatory Loan Act or Article 3.15 of the Consumer Credit Code were classified as 17 (a) reports. Reports in which the majority of the income received by the lender was generated by loans under the purview of Section 17 (b) of the Texas Regulatory Loan Act or Article 3.16 of the Consumer Credit Code were classified as 17 (b) reports.

### AVERAGE SIZE OFFICE

The per office average number of accounts, net dollar volume in loans (gross outstanding loans less unearned charges and bad debt reserves), and the net assets devoted to regulated loans for lenders in each classification were as indicated in the figures given below:

17 (a) Lenders	1969	1968	1967	1966	1965
Loans Outstanding December 31	822	770	701	652	597
Net Loans Receivable December 31	\$451,205	\$399,524	\$327,495	\$285,471	\$257,198
Net Loan Assets December 31	\$515,641	\$470,931	\$372,195	\$323,919	\$286,233
17 (b) Lenders	1969	1968	1967	1966	1965
Loans Outstanding December 31	536	528	493	512	519
Net Loans Receivable December 31	\$ 36,698	\$ 35,437	\$ 32,125	\$ 31,322	\$ 29,882
Net Loan Assets December 31	\$ 44,940	\$ 43,913	\$ 40,090	\$ 38,967	\$ 38,218

### ANALYSIS OF INCOME AND EXPENSES

The income and expenses per account per month for lenders in each classification are as follows:

17 (a) Lenders	1969	1968	1967	1966	1965
Gross Income	\$10.75	\$10.28	\$ 9.38	\$ 9.23	\$ 9.50
Expenses before Interest and Taxes	6.24	6.26	5.98	5.80	5.96
Net Income before Interest and Taxes	4.51	4.02	3.40	3.43	3.54
Expenses after Interest and Taxes	9.57	9.09	8.40	8.18	8.21
Net Income after Interest and Taxes	1.18	1.19	.98	1.05	1.29
17 (b) Lenders	1969	1968	1967	1966	1965
Gross Income	\$ 5.70	\$ 5.67	\$ 5.35	\$ 5.20	\$ 4.97
Expenses before Interest and Taxes	4.57	4.55	4.37	4.27	4.04
Net Income before Interest and Taxes	1.13	1.12	.98	.93	.93
Expenses after Interest and Taxes	5.04	5.00	4.79	4.66	4.43
Net Income after Interest and Taxes	.66	.67	.56	.54	.54

The income for lenders in each classification expressed as a percentage of the December 31st Net Loan Assets is as follows:

17 (a) Lenders	1969	1968	1967	1966	1965
Net Income before Interest and Taxes .....	8.42%	7.62%	7.47%	7.90%	7.91%
Net Income after Interest and Taxes .....	2.21%	2.26%	2.14%	2.43%	2.87%
17 (b) Lenders	1969	1968	1967	1966	1965
Net Income before Interest and Taxes .....	16.08%	15.78%	14.25%	14.35%	14.94%
Net Income after Interest and Taxes .....	9.48%	9.40%	8.15%	8.21%	8.60%

The income for lenders in each classification expressed as a percentage of the Average Net Dollars Outstanding in loans (gross outstanding loans less unearned charges) is as follows:

17 (a) Lenders	1969	1968	1967	1966	1965
Net Income before Interest and Taxes .....	9.92%	9.47%	8.98%	9.37%	9.70%
Net Income after Interest and Taxes .....	2.61%	2.81%	2.57%	2.88%	3.53%
17 (b) Lenders	1969	1968	1967	1966	1965
Net Income before Interest and Taxes .....	19.83%	20.29%	18.94%	18.71%	19.68%
Net Income after Interest and Taxes .....	11.69%	12.08%	10.84%	10.71%	11.33%

A complete analysis of income and expenses is shown in Exhibits B-3 and C-3.

#### ANALYSIS OF LOANS OUTSTANDING

The monthly average number, net dollars outstanding (gross outstanding loans less unearned charges), and the average size loan outstanding are as follows:

##### 17 (a) Lenders

Year	Number	Net Dollars Outstanding	Average Size
1969	927,390	\$505,434,844	\$545
1968	875,845	445,096,388	508
1967	875,466	397,311,056	454
1966	822,821	361,358,889	439
1965	690,117	300,831,856	436

##### 17 (b) Lenders

Year	Number	Net Dollars Outstanding	Average Size
1969	287,792	\$ 19,651,712	\$ 68.28
1968	267,861	17,797,160	66.44
1967	318,572	19,883,301	62.41
1966	296,982	17,733,056	59.71
1965	291,411	16,042,075	55.05

## ANALYSIS OF LOANS MADE BY CLASS OF BORROWER

Loans made were classified as follows:

New Borrowers—No previous loans with the lender

Former Borrowers—Has had previous loans with the lender but on the date of the loan they do not have an outstanding loan

Present Borrowers (More Cash)—Has a loan outstanding with the lender and receives additional cash as a result of the new loan

Present Borrowers (No More Cash)—Has a loan outstanding with the lender and receives no additional cash as a result of the new loan

The number of loans made expressed as a percentage of the total loans made for lenders in each classification are as follows:

17 (a) Lenders	1969	1968	1967	1966	1965
Loans to New Borrowers . . . . .	26.65%	26.27%	24.60%	26.12%	26.58%
Loans to Former Borrowers . . . . .	12.67%	12.36%	13.11%	13.10%	13.57%
Loans to Present Borrowers (More Cash) . . . . .	58.34%	59.10%	60.63%	59.18%	58.11%
Loans to Present Borrowers (No More Cash) . . . . .	2.34%	2.27%	1.66%	1.60%	1.74%

17 (b) Lenders	1969	1968	1967	1966	1965
Loans to New Borrowers . . . . .	8.76%	9.67%	9.85%	10.14%	10.42%
Loans to Former Borrowers . . . . .	23.57%	24.07%	24.23%	24.60%	25.22%
Loans to Present Borrowers (More Cash) . . . . .	47.33%	46.56%	44.96%	43.76%	42.58%
Loans to Present Borrowers (No More Cash) . . . . .	20.34%	19.70%	20.96%	21.50%	21.78%

The Cash Advance of the loans made by class of borrower showed the following information expressed as a percentage of the total Cash Advance of loans made:

17 (a) Lenders	1969	1968	1967	1966	1965
Renewal of an existing loan balance . . . . .	42.35%	41.77%	42.61%	42.55%	*
Additional cash to the borrower . . . . .	57.65%	58.23%	57.39%	57.45%	*

17 (b) Lenders	1969	1968	1967	1966	1965
Renewal of an existing loan balance . . . . .	51.72%	50.50%	50.86%	50.83%	*
Additional cash to the borrower . . . . .	48.28%	49.50%	49.14%	49.17%	*

\*Information not required in the 1965 report.

The information shown in these exhibits are based on the following number of reports and offices covered in those reports :

<b>EXHIBITS A (Total Operations)</b>	<b>1969</b>	<b>1968</b>	<b>1967</b>	<b>1966</b>	<b>1965</b>
Number of Reports.....	486	472	649	608	527
Number of Offices.....	1693	1695	1941	1914	1840
 <b>EXHIBITS B (17 (a) or 3.15 Lenders)</b>	 <b>1969</b>	 <b>1968</b>	 <b>1967</b>	 <b>1966</b>	 <b>1965</b>
Number of Reports.....	137	134	217	217	162
Number of Offices.....	1154	1174	1282	1321	1287
 <b>EXHIBITS C (17 (b) or 3.16 Lenders)</b>	 <b>1969</b>	 <b>1968</b>	 <b>1967</b>	 <b>1966</b>	 <b>1965</b>
Number of Reports.....	349	338	432	391	365
Number of Offices.....	539	521	659	593	553

As indicated above, the number of reports and offices covered varies from year to year, therefore, any statistical comparison of number or dollar amounts should be made on a per office basis.

The Balance Sheets in the following exhibits have one item which should be noted. The reports for the years 1968 and 1969 do not show a separate liability to "Note Brokers" under "Borrowed Funds". This liability was included in the liability to "Other Creditors" in these two report years.

**EXHIBIT A**  
**BALANCE SHEETS**  
**TOTAL OPERATIONS**

**ASSETS**

	1969	1968	1967	1966	1965
Loans Receivable (Texas Operations only):					
Number	1,238,686	1,179,643	1,223,064	1,165,119	1,056,152
Gross unpaid Balances	\$658,842,650	\$595,563,173	\$534,096,402	\$476,225,794	\$417,202,905
Unearned Interest and Charges	(101,158,552)	(92,296,800)	(78,811,538)	(68,110,890)	(58,935,312)
Net Loans Receivable	557,684,098	503,266,373	455,284,864	408,114,904	358,267,593
Reserve for Bad Debts	(17,212,803)	(15,761,438)	(14,266,138)	(12,433,351)	(10,728,825)
Adjusted Net Loans Receivable	540,471,295	487,504,935	441,018,726	395,681,553	347,538,768
Cash on Hand and in Banks	15,361,617	18,236,792	16,553,691	16,011,037	11,827,822
Capital Assets:					
Land and Buildings	1,443,069	1,495,375	1,454,190	1,405,878	1,395,004
Furniture, Fixtures and Equipment	7,720,208	7,126,697	7,332,089	6,854,776	6,708,496
Leasehold Improvements	1,029,863	942,595	940,285	950,994	1,167,635
Gross Capital Assets	10,193,140	9,564,667	9,726,564	9,211,648	9,271,135
Allowances for Depreciation and Amortization	(4,750,205)	(4,238,366)	(4,054,801)	(3,456,734)	(3,371,828)
Net Capital Assets	5,442,935	5,326,301	5,671,763	5,754,914	5,899,307
Organizational Expenses (Less Amortization)	280,973	41,774	118,818	104,038	111,478
Deferred Charges	3,935,408	3,195,503	2,147,270	2,162,073	2,270,930
Other Regulated Loan Business Assets	53,781,466	61,447,310	38,063,570	31,291,084	21,868,846
Total Regulated Loan Assets	\$619,273,694	\$575,752,615	\$503,573,838	\$451,004,699	\$389,517,151
Other Business Assets	318,686,922	288,813,673	381,674,999	285,837,855	458,771,324
<b>TOTAL ASSETS</b>	<u>\$937,960,616</u>	<u>\$864,566,288</u>	<u>\$885,248,837</u>	<u>\$736,842,554</u>	<u>\$848,288,475</u>

**LIABILITIES AND CAPITAL**

Accounts Payable	\$ 9,235,024	\$ 7,106,892	\$ 9,721,280	\$ 8,593,332	\$ 19,862,809
Accrued Expenses	2,652,704	3,556,244	4,185,097	3,358,548	4,870,216
Borrowed Funds:					
Banks	140,276,185	90,979,011	143,603,801	112,138,678	217,544,555
Note Brokers			12,698,639	15,998,526	21,148,761
Other Creditors	26,468,148	70,752,561	35,438,817	26,884,223	19,328,577
Parent Company or Affiliates	421,428,764	397,819,698	355,122,764	324,426,835	256,908,102
Total Borrowed Funds	588,173,097	559,551,270	546,864,021	479,448,262	514,929,995
Bonds and Debentures	49,793,261	52,052,039	110,530,721	60,288,319	119,455,922
Other Liabilities	82,125,316	41,719,691	18,545,402	17,401,383	16,001,076
Total Liabilities	\$731,979,402	\$663,986,136	\$689,846,521	\$569,089,844	\$675,120,018
CAPITAL: Individual Owners and Partnerships	21,704,097	20,766,891	27,646,351	23,226,580	20,107,382
CAPITAL: Corporations	184,277,117	179,813,261	167,755,965	144,526,130	153,061,075
<b>TOTAL LIABILITIES AND CAPITAL</b>	<u>\$937,960,616</u>	<u>\$864,566,288</u>	<u>\$885,248,837</u>	<u>\$736,842,554</u>	<u>\$848,288,475</u>

**EXHIBIT A-1**

**INCOME AND EXPENSE STATEMENTS  
TOTAL OPERATIONS**

<b>INCOME</b>	<b>1969</b>	<b>1968</b>	<b>1967</b>	<b>1966</b>	<b>1965</b>
Interest Earned .....	\$ 94,862,526	\$ 85,613,826	\$ 78,979,413	\$ 71,974,953	\$ 61,438,783
Acquisition Charges .....	6,889,547	6,328,245	7,131,300	6,232,915	5,704,867
Installment Account Handling					
Charges Earned .....	11,876,434	11,066,412	12,733,738	11,685,494	10,500,947
Deferment Charges .....	3,040,337	2,399,326	2,183,503	1,713,318	1,406,569
Default Charges .....	4,533,766	3,803,678	3,320,358	3,289,725	2,292,311
Collections on Accounts Previously					
Charges Off .....	1,207,785	1,099,637	1,162,968	975,190	760,168
Insurance Income .....	16,506,821	15,516,673	13,321,840	13,571,109	12,796,955
Other Income from Regulated					
Loans .....	208,383	117,435	130,796	199,652	201,808
Total Income .....	<u>\$139,125,599</u>	<u>\$125,945,232</u>	<u>\$118,963,916</u>	<u>\$109,642,356</u>	<u>\$ 95,102,408</u>
<b>EXPENSE</b>					
Advertising .....	\$ 3,519,098	\$ 3,719,833	\$ 3,800,576	\$ 3,670,819	\$ 3,588,488
Auditing .....	551,428	545,393	679,847	654,642	585,729
Bad Debts:					
Charged Off .....	2,107,465	1,843,680	2,176,066	2,135,894	1,781,253
Additions to Reserves .....	14,693,075	13,523,776	13,307,863	11,558,495	9,819,956
Depreciation and Amortization .....	1,166,287	1,175,835	1,118,023	1,037,663	983,957
Insurance and Fidelity Bonds .....	639,563	567,319	643,448	552,381	489,464
Legal Fees and Disbursements .....	582,338	534,658	618,721	601,421	598,991
Postage and Express .....	1,749,858	1,736,088	1,522,421	1,408,976	1,264,991
Printing, Stationery and Supplies .....	1,602,736	1,466,800	1,526,291	1,378,266	1,351,271
Recording and Releasing Fees .....	125,826	68,085	56,010	62,864	67,110
Rent, Lights, Heat and Janitor					
Service .....	5,560,608	5,381,990	5,401,271	5,113,917	4,672,290
Salaries of Officers, Owners and					
Partners .....	3,051,628	2,940,874	3,415,897	3,060,204	2,900,417
Salaries of All Other Employees .....	31,084,707	28,889,133	28,242,339	25,349,490	21,839,847
Supervision and Administration .....	6,185,919	5,656,568	5,010,341	4,607,110	2,762,381
Taxes Other Than Federal Income					
Tax .....	2,317,403	2,029,267	1,961,891	1,865,153	1,529,672
License and Examination Fees .....	357,716	343,337	357,007	338,327	314,853
Telephone and Telegraph .....	3,381,734	3,187,093	3,103,547	2,768,814	2,461,334
Travel .....	1,749,738	1,691,204	1,775,479	1,618,284	1,425,504
Other Expense .....	4,673,468	4,884,658	4,812,331	4,712,035	4,341,170
Total Expense Before Interest and					
Federal Income Tax .....	\$ 85,100,595	\$ 80,185,591	\$ 79,529,369	\$ 72,494,755	\$ 62,778,678
Net Income Before Interest and					
Federal Income Tax .....	\$ 54,025,004	\$ 45,759,641	\$ 39,434,547	\$ 37,147,601	\$ 32,323,730
Interest Expense					
Bona Fide Third Parties .....	10,163,934	7,912,434	6,484,049	6,033,697	5,403,501
Affiliates .....	22,993,966	17,608,097	14,161,280	13,093,483	9,341,520
Total Interest .....	33,157,900	25,520,531	20,645,329	19,127,180	14,745,021
Federal Income Tax .....	5,400,767	5,603,295	6,440,382	5,730,055	5,169,598
Total Expense .....	<u>\$123,659,262</u>	<u>\$111,309,417</u>	<u>\$106,615,080</u>	<u>\$ 97,351,990</u>	<u>\$ 82,693,297</u>
Net Profit (or Loss) .....	<u>\$ 15,466,337</u>	<u>\$ 14,635,815</u>	<u>\$ 12,348,836</u>	<u>\$ 12,290,366</u>	<u>\$ 12,409,111</u>

**EXHIBIT A-2**

**ANALYSIS OF LOANS MADE BY NUMBER AND CASH ADVANCE  
TOTAL OPERATIONS**

**1969**

	Article 3.16		Article 3.15	
	Number	Amount	Number	Amount
\$ 35.00 or Less .....	372,947	\$ 7,997,839	3,811	\$ 91,258
35.01 to 70.00 .....	323,737	15,906,763	8,124	431,949
70.01 to 100.00 .....	430,192	40,072,680	9,077	801,758
100.01 to 300.00 .....			218,950	43,782,444
300.01 to 500.00 .....			193,076	76,385,121
500.01 to 1,000.00 .....			269,727	191,636,004
1,000.01 to 1,500.00 .....			113,693	139,204,425
1,500.01 to 2,500.00 .....			62,352	121,118,088
<b>Total</b> .....	<u>1,126,876</u>	<u>\$63,977,282</u>	<u>878,810</u>	<u>\$573,451,047</u>

**1968**

	Article 3.16		Article 3.15	
	Number	Amount	Number	Amount
\$ 35.00 or Less .....	397,325	\$ 8,402,755	5,640	\$ 139,092
35.01 to 70.00 .....	319,359	15,444,473	11,329	599,593
70.01 to 100.00 .....	378,712	35,050,458	13,204	1,217,352
100.01 to 300.00 .....			237,624	47,612,351
300.01 to 500.00 .....			203,419	80,460,278
500.01 to 1,000.00 .....			279,357	197,236,637
1,000.01 to 1,500.00 .....			110,567	134,995,797
1,500.01 to 2,500.00 .....			50,061	95,116,881
<b>Total</b> .....	<u>1,095,396</u>	<u>\$58,897,686</u>	<u>911,201</u>	<u>\$557,377,981</u>

**1967**

	Section 17(b)		Section 17(a)	
	Number	Amount	Number	Amount
\$ 19.00 or Less .....	191,837	\$ 2,222,639	25	\$ 349
19.01 to \$ 35.00 .....	321,660	7,925,233	364	10,492
35.01 to 70.00 .....	405,502	19,342,208	5,527	307,937
70.01 to 100.00 .....	409,379	37,628,381	11,928	990,850
100.01 to 200.00 .....			136,416	19,409,915
200.01 to 300.00 .....			142,766	35,407,446
300.01 to 500.00 .....			215,041	84,108,776
500.01 to 1,000.00 .....			280,093	194,500,082
1,000.01 to 1,500.00 .....			118,715	147,862,440
1,500.01 to 2,000.00 .....			12,285	20,693,263
2,000.01 to 2,500.00 .....			5,936	13,638,782
<b>Total</b> .....	<u>1,328,378</u>	<u>\$67,118,461</u>	<u>929,096</u>	<u>\$516,930,332</u>



1966

	Section 17(b)		Section 17(a)	
	Number	Amount	Number	Amount
\$ 19.00 or Less	209,620	\$ 2,378,293	196	\$ 3,263
19.01 to \$ 35.00	323,398	7,723,816	555	16,280
35.01 to 70.00	392,846	18,518,680	5,225	289,995
70.01 to 100.00	349,288	32,046,230	12,824	1,053,997
100.01 to 200.00			137,179	19,731,776
200.01 to 300.00			148,648	37,040,126
300.01 to 500.00			221,964	87,956,212
500.01 to 1,000.00			265,373	186,416,245
1,000.01 to 1,500.00			112,068	142,451,663
Total	<u>1,275,152</u>	<u>\$60,667,019</u>	<u>904,032</u>	<u>\$474,959,557</u>

1965

	Section 17(b)		Section 17(a)	
	Number	Amount	Number	Amount
\$ 19.00 or Less	248,282	\$ 2,844,024	23	\$ 339
19.01 to \$ 35.00	347,187	8,297,659	561	17,135
35.01 to 70.00	384,019	18,121,130	5,879	333,118
70.01 to 100.00	291,257	26,772,427	12,485	1,007,778
100.01 to 200.00			141,861	20,147,663
200.01 to 300.00			144,666	35,744,293
300.01 to 500.00			208,854	81,661,516
500.01 to 1,000.00			243,576	167,104,295
1,000.01 to 1,500.00			101,814	127,537,124
Total	<u>1,270,745</u>	<u>\$56,035,240</u>	<u>859,719</u>	<u>\$433,553,261</u>

**EXHIBIT B**  
**BALANCE SHEETS**  
**LENDERS CLASSIFIED AS 17 (a) OR 3.15 LENDERS**

**ASSETS**

	1969	1968	1967	1966	1965
Loans Receivable (Texas Operations only) :					
Number .....	949,297	904,288	898,492	861,438	768,642
Gross unpaid Balances .....	\$634,999,395	\$573,305,971	\$508,923,451	\$454,323,430	\$397,558,665
Unearned Interest and Charges .....	(97,872,456)	(89,243,072)	(75,511,323)	(65,355,080)	(56,377,430)
Net Loans Receivable .....	537,126,939	484,062,899	433,412,128	388,968,350	341,181,235
Reserve for Bad Debts .....	(16,435,962)	(15,020,817)	(13,563,797)	(11,860,602)	(10,167,407)
Adjusted Net Loans Receivable .....	520,690,977	469,042,082	419,848,331	377,107,748	331,013,828
Cash on Hand and in Banks .....	13,670,075	16,480,011	14,384,828	14,152,869	10,026,953
Capital Assets:					
Land and Buildings .....	944,960	976,560	782,380	930,686	611,519
Furniture, Fixtures and Equipment .....	6,103,964	5,592,700	5,585,445	5,220,065	5,294,080
Leasehold Improvements .....	946,874	871,266	820,884	835,978	1,091,593
Gross Capital Assets .....	7,995,798	7,440,526	7,188,709	6,986,729	6,997,192
Allowances for Depreciation and Amortization .....	(3,796,503)	(3,375,569)	(3,142,907)	(2,649,981)	(2,673,178)
Net Capital Assets .....	4,199,295	4,064,957	4,045,802	4,336,748	4,324,014
Organizational Expenses (Less Amortization) .....	45,443	18,540	80,442	73,539	55,229
Deferred Charges .....	3,877,844	3,131,735	2,040,476	2,062,628	2,166,044
Other Regulated Loan Business Assets .....	52,567,158	60,136,541	36,754,519	30,163,767	20,796,409
Total Regulated Loan Assets .....	<u>\$595,050,792</u>	<u>\$552,873,866</u>	<u>\$477,154,398</u>	<u>\$427,897,299</u>	<u>\$368,382,477</u>
Other Business Assets .....	312,717,718	282,540,738	372,359,897	277,595,117	451,015,476
<b>TOTAL ASSETS</b> .....	<u><u>\$907,768,510</u></u>	<u><u>\$835,414,604</u></u>	<u><u>\$849,514,295</u></u>	<u><u>\$705,492,416</u></u>	<u><u>\$819,397,953</u></u>

**LIABILITIES AND CAPITAL**

Accounts Payable .....	\$ 8,831,106	\$ 6,665,541	\$ 9,256,829	\$ 8,123,394	\$ 19,385,347
Accrued Expenses .....	2,511,303	3,409,179	4,023,805	3,255,622	4,780,387
Borrowed Funds:					
Banks .....	137,038,001	87,514,972	138,807,945	108,120,178	213,843,311
Note Brokers .....			10,578,153	13,745,869	18,158,287
Other Creditors .....	22,451,498	66,655,972	31,758,777	23,808,620	17,158,835
Parent Company or Affiliates .....	420,141,119	396,589,871	353,656,231	322,705,240	255,484,092
Total Borrowed Funds .....	579,630,618	550,760,815	534,801,106	468,379,907	504,644,525
Bonds and Debentures .....	49,574,715	51,908,787	110,282,936	60,065,609	119,354,672
Other Liabilities .....	81,596,348	41,229,587	17,904,622	16,711,613	15,195,745
Total Liabilities .....	<u>\$722,144,090</u>	<u>\$653,973,909</u>	<u>\$676,269,298</u>	<u>\$556,536,145</u>	<u>\$663,360,676</u>
CAPITAL: Individual Owners and Partnerships .....	7,962,037	8,109,895	12,487,775	10,964,378	8,581,561
CAPITAL: Corporations .....	177,662,383	173,330,800	160,757,222	137,991,893	147,455,716
<b>TOTAL LIABILITIES AND CAPITAL</b> .....	<u><u>\$907,768,510</u></u>	<u><u>\$835,414,604</u></u>	<u><u>\$849,514,295</u></u>	<u><u>\$705,492,416</u></u>	<u><u>\$819,397,953</u></u>

**EXHIBIT B-1**

**INCOME AND EXPENSE STATEMENTS  
LENDERS CLASSIFIED AS 17 (a) OR 3.15 LENDERS**

<b>INCOME</b>	<b>1969</b>	<b>1968</b>	<b>1967</b>	<b>1966</b>	<b>1965</b>
Interest Earned .....	\$ 93,952,489	\$ 84,716,357	\$ 78,171,693	\$ 71,156,128	\$ 60,582,882
Acquisition Charges .....	370,274	350,669	442,690	395,166	325,954
Installment Account Handling					
Charges Earned .....	766,652	730,081	801,868	773,835	694,835
Deferment Charges .....	3,006,293	2,370,870	2,156,784	1,677,312	1,367,617
Default Charges .....	4,033,014	3,404,046	2,947,426	2,962,898	1,983,168
Collections on Accounts Previously					
Charged Off .....	732,888	657,725	681,546	565,891	364,100
Insurance Income .....	16,425,777	15,424,054	13,219,332	13,464,979	12,679,502
Other Income from Regulated					
Loans .....	151,387	90,501	73,432	131,165	147,360
<b>Total Income</b> .....	<u>\$119,438,774</u>	<u>\$107,744,303</u>	<u>\$ 98,494,771</u>	<u>\$ 91,127,374</u>	<u>\$ 78,145,418</u>
<b>EXPENSE</b>					
Advertising .....	\$ 3,096,020	\$ 3,281,683	\$ 3,341,433	\$ 3,230,469	\$ 3,199,519
Auditing .....	285,342	276,667	328,964	314,541	264,439
Bad Debts:					
Charged Off .....	717,367	703,495	754,480	659,838	428,556
Additions to Reserves .....	13,644,881	12,529,240	12,235,193	10,724,385	9,072,030
Depreciation and Amortization .....	911,303	937,541	824,242	776,541	749,116
Insurance and Fidelity Bonds .....	424,455	353,398	406,915	348,974	290,700
Legal Fees and Disbursements .....	494,745	449,745	436,627	437,263	443,615
Postage and Express .....	1,305,708	1,274,144	1,079,192	1,003,058	913,859
Printing, Stationery and Supplies .....	1,128,460	1,015,336	1,049,767	944,786	940,169
Recording and Releasing Fees .....	112,616	58,235	46,026	57,525	59,066
Rent, Lights, Heat and Janitor					
Service .....	4,503,277	4,364,250	4,218,710	4,049,211	3,705,163
Salaries of Officers, Owners and					
Partners .....	1,016,417	975,345	1,192,147	1,060,573	1,222,213
Salaries of All Other Employees .....	25,675,814	23,941,101	22,558,452	20,192,001	17,156,578
Supervision and Administration .....	5,653,807	5,224,928	4,547,786	4,202,745	2,357,123
Taxes Other Than Federal Income					
Tax .....	1,908,504	1,670,373	1,570,835	1,519,053	1,245,981
License and Examination Fees .....	255,476	252,613	238,126	216,617	210,330
Telephone and Telegraph .....	2,924,558	2,763,786	2,639,734	2,352,809	2,073,449
Travel .....	1,415,827	1,377,134	1,389,248	1,266,114	1,109,790
Other Expense .....	3,834,101	4,146,744	3,967,482	3,938,473	3,537,300
<b>Total Expense Before Interest and</b>					
Federal Income Tax .....	\$ 69,308,678	\$ 65,595,758	\$ 62,825,359	\$ 57,294,976	\$ 48,978,996
<b>Net Income Before Interest and</b>					
Federal Income Tax .....	\$ 50,130,096	\$ 42,148,545	\$ 35,669,412	\$ 33,832,398	\$ 29,166,422
<b>Interest Expense:</b>					
Bona Fide Third Parties .....	9,502,384	7,314,694	5,870,221	5,488,824	4,871,874
Affiliates .....	22,930,828	17,566,911	14,027,022	12,966,606	9,209,077
Total Interest .....	32,433,212	24,881,605	19,897,243	18,455,430	14,080,951
Federal Income Tax .....	4,526,047	4,781,253	5,576,500	4,982,725	4,494,071
<b>Total Expense</b> .....	<u>\$106,267,937</u>	<u>\$ 95,258,616</u>	<u>\$ 88,299,102</u>	<u>\$ 80,733,131</u>	<u>\$ 67,554,018</u>
<b>Net Profit (or Loss)</b> .....	<u>\$ 13,170,837</u>	<u>\$ 12,485,687</u>	<u>\$ 10,195,669</u>	<u>\$ 10,394,243</u>	<u>\$ 10,591,400</u>

**EXHIBIT B-2**

**INCOME AND EXPENSE STATEMENTS  
LENDERS CLASSIFIED AS 17 (a) OR 3.15 LENDERS**

Figures expressed as a percentage of the Gross Income

<b>INCOME</b>	<b>1969</b>	<b>1968</b>	<b>1967</b>	<b>1966</b>	<b>1965</b>
Interest Earned .....	78.66	78.63	79.37	78.08	77.52
Acquisition Charges .....	.31	.32	.45	.44	.42
Installment Account Handling Charges Earned ..	.64	.68	.81	.85	.89
Deferment Charges .....	2.52	2.20	2.19	1.84	1.75
Default Charges .....	3.38	3.16	2.99	3.25	2.54
Collections on Accounts Previously Charged Off .....	.61	.61	.69	.62	.47
Insurance Income .....	13.75	14.32	13.42	14.78	16.22
Other Income from Regulated Loans .....	.13	.08	.08	.14	.19
Total Income .....	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>
<b>EXPENSE</b>					
Advertising .....	2.59	3.04	3.39	3.55	4.09
Auditing .....	.24	.26	.33	.35	.34
Bad Debts:					
Charged Off .....	.60	.65	.77	.72	.55
Additions to Reserves .....	11.42	11.63	12.42	11.77	11.61
Depreciation and Amortization .....	.76	.87	.84	.85	.96
Insurance and Fidelity Bonds .....	.36	.33	.41	.38	.37
Legal Fees and Disbursements .....	.41	.42	.44	.48	.57
Postage and Express .....	1.09	1.18	1.10	1.10	1.17
Printing, Stationery and Supplies .....	.94	.94	1.07	1.04	1.20
Recording and Releasing Fees .....	.09	.05	.05	.06	.08
Rent, Lights, Heat and Janitor Service .....	3.77	4.05	4.28	4.44	4.74
Salaries of Officers, Owners and Partners .....	.85	.91	1.21	1.16	1.56
Salaries of all Other Employees .....	21.50	22.22	22.90	22.16	21.95
Supervision and Administration .....	4.73	4.85	4.62	4.61	3.02
Taxes Other Than Federal Income Tax .....	1.60	1.55	1.60	1.67	1.59
License and Examination Fees .....	.21	.23	.24	.24	.27
Telephone and Telegraph .....	2.45	2.57	2.68	2.58	2.65
Travel .....	1.19	1.28	1.41	1.39	1.42
Other Expense .....	3.21	3.85	4.03	4.32	4.53
Total Expense Before Interest and Federal Income Tax .....	<u>58.01</u>	<u>60.88</u>	<u>63.79</u>	<u>62.87</u>	<u>62.67</u>
Net Income Before Interest and Federal Income Tax .....	<u>41.99</u>	<u>39.12</u>	<u>36.21</u>	<u>37.13</u>	<u>37.33</u>
Interest Expense:					
Bona Fide Third Parties .....	7.96	6.79	5.96	6.02	6.23
Affiliates .....	19.20	16.30	14.24	14.23	11.78
Total Interest .....	27.16	23.09	20.20	20.25	18.01
Federal Income Tax .....	3.79	4.44	5.66	5.47	5.75
Total Expense .....	<u>88.96</u>	<u>88.41</u>	<u>89.65</u>	<u>88.59</u>	<u>86.43</u>
Net Profit (or Loss) .....	<u>11.04%</u>	<u>11.59%</u>	<u>10.35%</u>	<u>11.41%</u>	<u>13.57%</u>

**EXHIBIT B-3**

**INCOME AND EXPENSE STATEMENTS  
LENDERS CLASSIFIED AS 17 (a) OR 3.15 LENDERS**

Figures expressed as a percentage of the Average Net Dollars Outstanding

<b>INCOME</b>	<b>1969</b>	<b>1968</b>	<b>1967</b>	<b>1966</b>	<b>1965</b>
Interest Earned .....	18.58	19.04	19.68	19.69	20.14
Acquisition Charges .....	.07	.08	.11	.11	.11
Installment Account Handling Charges Earned ..	.15	.16	.20	.21	.23
Deferment Charges .....	.60	.53	.54	.46	.46
Default Charges .....	.80	.76	.74	.82	.66
Collections on Accounts Previously Charged Off .....	.15	.15	.17	.16	.12
Insurance Income .....	3.25	3.47	3.33	3.73	4.21
Other Income from Regulated Loans .....	.03	.02	.02	.04	.05
<b>Total Income</b> .....	<u>23.63%</u>	<u>24.21%</u>	<u>24.79%</u>	<u>25.22%</u>	<u>25.98%</u>
 <b>EXPENSE</b>					
Advertising .....	.61	.74	.84	.89	1.06
Auditing .....	.06	.06	.08	.09	.09
Bad Debts:					
Charged Off .....	.14	.16	.19	.18	.14
Additions to Reserves .....	2.70	2.82	3.08	2.97	3.02
Depreciation and Amortization .....	.18	.21	.21	.22	.25
Insurance and Fidelity Bonds .....	.08	.08	.10	.10	.10
Legal Fees and Disbursements .....	.10	.10	.11	.12	.15
Postage and Express .....	.26	.29	.27	.28	.30
Printing, Stationery and Supplies .....	.22	.23	.26	.26	.31
Recording and Releasing Fees .....	.02	.01	.01	.02	.02
Rent, Lights, Heat and Janitor Service .....	.89	.98	1.06	1.12	1.23
Salaries of Officers, Owners and Partners .....	.20	.22	.30	.29	.41
Salaries of all Other Employees .....	5.08	5.38	5.68	5.58	5.70
Supervision and Administration .....	1.12	1.17	1.15	1.16	.78
Taxes Other Than Federal Income Tax .....	.38	.37	.40	.42	.41
License and Examination Fees .....	.05	.06	.06	.06	.07
Telephone and Telegraph .....	.58	.62	.66	.65	.69
Travel .....	.28	.31	.35	.35	.37
Other Expense .....	.76	.93	1.00	1.09	1.18
<b>Total Expense Before Interest and Federal Income Tax</b> .....	<u>13.71</u>	<u>14.74</u>	<u>15.81</u>	<u>15.85</u>	<u>16.28</u>
<b>Net Income Before Interest and Federal Income Tax</b> .....	<u>9.92</u>	<u>9.47</u>	<u>8.98</u>	<u>9.37</u>	<u>9.70</u>
Interest Expense:					
Bona Fide Third Parties .....	1.88	1.64	1.48	1.52	1.62
Affiliates .....	4.54	3.95	3.53	3.59	3.06
Total Interest .....	6.42	5.59	5.01	5.11	4.68
Federal Income Tax .....	.89	1.07	1.40	1.38	1.49
<b>Total Expense</b> .....	<u>21.02</u>	<u>21.40</u>	<u>22.22</u>	<u>22.34</u>	<u>22.45</u>
<b>Net Profit (or Loss)</b> .....	<u>2.61%</u>	<u>2.81%</u>	<u>2.57%</u>	<u>2.88%</u>	<u>3.53%</u>

**EXHIBIT C**  
**BALANCE SHEETS**  
**LENDERS CLASSIFIED AS 17 (b) OR 3.16 LENDERS**

ASSETS	1969	1968	1967	1966	1965
Loans Receivable (Texas Operations only):					
Number .....	289,389	275,355	324,572	303,681	287,510
Gross unpaid Balances .....	\$ 23,843,255	\$ 22,257,202	\$ 25,172,951	\$ 21,902,364	\$ 19,644,240
Unearned Interest and Charges .....	(3,286,096)	(3,053,728)	(3,300,215)	(2,755,810)	(2,557,882)
Net Loans Receivable .....	20,557,159	19,203,474	21,872,736	19,146,554	17,086,358
Reserve for Bad Debts .....	(776,841)	(740,621)	(702,341)	(572,749)	(561,418)
Adjusted Net Loans Receivable .....	19,780,318	18,462,853	21,170,395	18,573,805	16,524,940
Cash on Hand and in Banks .....	1,691,542	1,756,781	2,168,863	1,858,168	1,800,869
Capital Assets:					
Land and Buildings .....	498,109	518,815	671,810	475,192	783,485
Furniture, Fixtures and Equipment .....	1,616,244	1,533,997	1,746,644	1,634,711	1,414,416
Leasehold Improvements .....	82,989	71,329	119,401	115,016	76,042
Gross Capital Assets .....	2,197,342	2,124,141	2,537,855	2,224,919	2,273,943
Allowances for Depreciation and Amortization .....	(953,702)	(862,797)	(911,894)	(806,753)	(698,650)
Net Capital Assets .....	1,243,640	1,261,344	1,625,961	1,418,166	1,575,293
Organizational Expenses (Less Amortization) .....	235,530	23,234	38,376	30,499	56,249
Deferred Charges .....	57,564	63,768	106,794	99,445	104,886
Other Regulated Loan Business Assets .....	1,214,308	1,310,769	1,309,051	1,127,317	1,072,437
Total Regulated Loan Assets .....	<u>\$ 24,222,902</u>	<u>\$ 22,878,749</u>	<u>\$ 26,419,440</u>	<u>\$ 23,107,400</u>	<u>\$ 21,134,674</u>
Other Business Assets .....	5,969,204	6,272,935	9,315,102	8,242,738	7,755,848
<b>TOTAL ASSETS</b> .....	<u><u>\$ 30,192,106</u></u>	<u><u>\$ 29,151,684</u></u>	<u><u>\$ 35,734,542</u></u>	<u><u>\$ 31,350,138</u></u>	<u><u>\$ 28,890,522</u></u>
<b>LIABILITIES AND CAPITAL</b>					
Accounts Payable .....	\$ 403,918	\$ 441,351	\$ 464,451	\$ 469,938	\$ 477,462
Accrued Expenses .....	141,401	147,065	161,292	102,926	89,829
Borrowed Funds:					
Banks .....	3,238,184	3,464,039	4,795,856	4,018,500	3,701,244
Note Brokers .....			2,120,486	2,252,657	2,990,474
Other Creditors .....	4,016,650	4,096,589	3,680,040	3,075,603	2,169,742
Parent Company or Affiliates .....	1,287,645	1,229,827	1,466,533	1,721,595	1,424,010
Total Borrowed Funds .....	8,542,479	8,790,455	12,062,915	11,068,355	10,285,470
Bonds and Debentures .....	218,546	143,252	247,785	222,710	101,250
Other Liabilities .....	528,968	490,104	640,780	689,770	805,331
Total Liabilities .....	<u>\$ 9,835,312</u>	<u>\$ 10,012,227</u>	<u>\$ 13,577,223</u>	<u>\$ 12,553,699</u>	<u>\$ 11,759,342</u>
CAPITAL: Individual Owners and Partnerships .....	13,742,060	12,656,996	15,158,576	12,262,202	11,525,821
CAPITAL: Corporations .....	6,614,734	6,482,461	6,998,743	6,534,237	5,605,359
<b>TOTAL LIABILITIES AND CAPITAL</b> .....	<u><u>\$ 30,192,106</u></u>	<u><u>\$ 29,151,684</u></u>	<u><u>\$ 35,734,542</u></u>	<u><u>\$ 31,350,138</u></u>	<u><u>\$ 28,890,522</u></u>

**EXHIBIT C-1**  
**INCOME AND EXPENSE STATEMENTS**  
**LENDERS CLASSIFIED AS 17 (b) OR 3.16 LENDERS**

<b>INCOME</b>	<b>1969</b>	<b>1968</b>	<b>1967</b>	<b>1966</b>	<b>1965</b>
Interest Earned	\$ 910,037	\$ 897,469	\$ 807,720	\$ 818,825	\$ 855,901
Acquisition Charges	6,519,273	5,977,576	6,688,610	5,837,749	5,378,913
Installment Account Handling					
Charges Earned	11,109,782	10,336,331	11,931,870	10,911,659	9,806,112
Deferment Charges	34,044	28,456	26,719	36,006	38,952
Default Charges	500,752	399,632	372,932	326,827	309,143
Collections on Accounts Previously					
Charged Off	474,897	441,912	481,422	409,299	396,068
Insurance Income	81,044	92,619	102,508	106,130	117,453
Other Income from Regulated					
Loans	56,996	26,934	57,364	68,487	54,448
<b>Total Income</b>	<u>\$ 19,686,825</u>	<u>\$ 18,200,929</u>	<u>\$ 20,469,145</u>	<u>\$ 18,514,982</u>	<u>\$ 16,956,990</u>
<b>EXPENSE</b>					
Advertising	\$ 423,078	\$ 438,150	\$ 459,143	\$ 440,350	\$ 388,969
Auditing	266,086	268,726	350,883	340,101	321,290
Bad Debts:					
Charged Off	1,390,098	1,140,185	1,421,586	1,476,056	1,352,697
Additions to Reserves	1,048,194	994,536	1,072,670	834,110	747,926
Depreciation and Amortization	254,984	238,294	293,781	261,122	234,841
Insurance and Fidelity Bonds	215,108	213,921	236,533	203,407	198,764
Legal Fees and Disbursements	87,593	84,913	182,094	164,158	155,376
Postage and Express	444,150	461,944	443,229	405,918	351,132
Printing, Stationery and Supplies	474,276	451,464	476,524	433,480	411,102
Recording and Releasing Fees	13,210	9,850	9,984	5,339	8,044
Rent, Lights, Heat and Janitor					
Service	1,057,331	1,017,740	1,182,561	1,064,706	967,127
Salaries of Officers, Owners and					
Partners	2,035,211	1,965,529	2,223,750	1,999,631	1,678,204
Salaries of All Other Employees	5,408,893	4,948,032	5,683,887	5,157,489	4,683,269
Supervision and Administration	532,112	431,640	462,555	404,365	405,258
Taxes Other Than Federal Income					
Tax	408,899	358,894	391,056	346,100	283,691
License and Examination Fees	102,240	90,724	118,881	121,710	104,523
Telephone and Telegraph	457,176	423,307	463,813	416,005	387,885
Travel	333,911	314,070	386,231	352,170	315,714
Other Expense	839,367	737,914	844,849	773,562	803,870
<b>Total Expense Before Interest and</b>					
<b>Federal Income Tax</b>	<u>\$ 15,791,917</u>	<u>\$ 14,589,833</u>	<u>\$ 16,704,010</u>	<u>\$ 15,199,779</u>	<u>\$ 13,799,682</u>
<b>Net Income Before Interest and</b>					
<b>Federal Income Tax</b>	<u>\$ 3,894,908</u>	<u>\$ 3,611,096</u>	<u>\$ 3,765,135</u>	<u>\$ 3,315,203</u>	<u>\$ 3,157,308</u>
<b>Interest Expense:</b>					
Bona Fide Third Parties	661,550	597,740	613,828	544,873	531,627
Affiliates	63,138	41,186	134,258	126,877	132,443
<b>Total Interest</b>	<u>724,688</u>	<u>638,926</u>	<u>748,086</u>	<u>671,750</u>	<u>664,070</u>
Federal Income Tax	874,720	822,042	863,882	747,330	675,527
<b>Total Expense</b>	<u>\$ 17,391,325</u>	<u>\$ 16,050,801</u>	<u>\$ 18,315,978</u>	<u>\$ 16,618,859</u>	<u>\$ 15,139,279</u>
<b>Net Profit (or Loss)</b>	<u>\$ 2,295,500</u>	<u>\$ 2,150,128</u>	<u>\$ 2,153,167</u>	<u>\$ 1,896,123</u>	<u>\$ 1,817,711</u>

**EXHIBIT C-2**

**INCOME AND EXPENSE STATEMENTS  
LENDERS CLASSIFIED AS 17 (b) OR 3.16 LENDERS**

Figures expressed as a percentage of Gross Income

	1969	1968	1967	1966	1965
<b>INCOME</b>					
Interest Earned .....	4.62	4.93	3.95	4.42	5.05
Acquisition Charges .....	33.12	32.84	32.68	31.53	31.72
Installment Account Handling Charges Earned ..	56.44	56.79	58.29	58.93	57.83
Deferment Charges .....	.17	.16	.13	.20	.23
Default Charges .....	2.54	2.19	1.82	1.77	1.82
Collections on Accounts Previously Charged Off .....	2.41	2.43	2.35	2.21	2.34
Insurance Income .....	.41	.51	.50	.57	.69
Other Income from Regulated Loans .....	.29	.15	.28	.37	.32
Total Income .....	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>
<b>EXPENSE</b>					
Advertising .....	2.15	2.41	2.24	2.38	2.29
Auditing .....	1.35	1.48	1.71	1.84	1.89
Bad Debts:					
Charged Off .....	7.06	6.26	6.94	7.97	7.98
Additions to Reserves .....	5.32	5.46	5.24	4.51	4.41
Depreciation and Amortization .....	1.29	1.31	1.43	1.41	1.38
Insurance and Fidelity Bonds .....	1.09	1.17	1.16	1.10	1.17
Legal Fees and Disbursements .....	.44	.47	.89	.89	.92
Postage and Express .....	2.26	2.54	2.17	2.19	2.07
Printing, Stationery and Supplies .....	2.41	2.48	2.33	2.34	2.42
Recording and Releasing Fees .....	.07	.05	.05	.03	.05
Rent, Lights, Heat and Janitor Service .....	5.37	5.59	5.78	5.75	5.70
Salaries of Officers, Owners and Partners .....	10.34	10.80	10.86	10.80	9.90
Salaries of All Other Employees .....	27.48	27.18	27.77	27.86	27.62
Supervision and Administration .....	2.70	2.37	2.26	2.18	2.39
Taxes Other Than Federal Income Tax .....	2.08	1.97	1.91	1.87	1.67
License and Examination Fees .....	.52	.50	.58	.66	.62
Telephone and Telegraph .....	2.32	2.33	2.27	2.25	2.29
Travel .....	1.70	1.73	1.89	1.90	1.86
Other Expense .....	4.26	4.05	4.13	4.17	4.74
Total Expense Before Interest and Federal Income Tax .....	<u>80.21</u>	<u>80.15</u>	<u>81.61</u>	<u>82.10</u>	<u>81.37</u>
Net Income Before Interest and Federal Income Tax .....	<u>19.79</u>	<u>19.85</u>	<u>18.39</u>	<u>17.90</u>	<u>18.63</u>
Interest Expense:					
Bona Fide Third Parties .....	3.36	3.28	3.00	2.94	3.14
Affiliates .....	.32	.23	.65	.69	.78
Total Interest .....	3.68	3.51	3.65	3.63	3.92
Federal Income Tax .....	4.44	4.52	4.22	4.04	3.98
Total Expense .....	<u>88.33</u>	<u>88.18</u>	<u>89.48</u>	<u>89.77</u>	<u>89.27</u>
Net Profit (or Loss) .....	<u>11.67%</u>	<u>11.82%</u>	<u>10.52%</u>	<u>10.23%</u>	<u>10.73%</u>



**EXHIBIT C-3**

**INCOME AND EXPENSE STATEMENTS  
LENDERS CLASSIFIED AS 17 (b) OR 3.16 LENDERS**

Figures expressed as a percentage of the Average Net Dollars Outstanding

<b>INCOME</b>	<b>1969</b>	<b>1968</b>	<b>1967</b>	<b>1966</b>	<b>1965</b>
Interest Earned .....	4.63	5.04	4.06	4.62	5.33
Acquisition Charges .....	33.18	33.58	33.64	32.92	33.53
Installment Account Handling Charges Earned ..	56.54	58.08	60.01	61.53	61.12
Deferment Charges .....	.17	.16	.13	.20	.24
Default Charges .....	2.55	2.25	1.88	1.84	1.93
Collections on Accounts Previously Charged Off .....	2.42	2.48	2.42	2.31	2.47
Insurance Income .....	.41	.52	.52	.60	.73
Other Income from Regulated Loans .....	.29	.15	.29	.39	.34
<b>Total Income</b> .....	<u>100.19%</u>	<u>102.26%</u>	<u>102.95%</u>	<u>104.41%</u>	<u>105.69%</u>
 <b>EXPENSE</b>					
Advertising .....	2.15	2.46	2.31	2.48	2.42
Auditing .....	1.35	1.50	1.76	1.92	2.00
Bad Debts:					
Charged Off .....	7.07	6.41	7.15	8.32	8.43
Additions to Reserves .....	5.33	5.59	5.39	4.70	4.66
Depreciation and Amortization .....	1.30	1.34	1.48	1.47	1.46
Insurance and Fidelity Bonds .....	1.09	1.20	1.19	1.15	1.24
Legal Fees and Disbursements .....	.45	.48	.91	.93	.97
Postage and Express .....	2.26	2.60	2.23	2.29	2.19
Printing, Stationery and Supplies .....	2.41	2.54	2.40	2.44	2.56
Recording and Releasing Fees .....	.07	.06	.05	.03	.05
Rent, Lights, Heat and Janitor Service .....	5.38	5.72	5.95	6.00	6.03
Salaries of Officers, Owners and Partners .....	10.36	11.04	11.18	11.28	10.46
Salaries of All Other Employees .....	27.53	27.80	28.59	29.08	29.19
Supervision and Administration .....	2.71	2.42	2.33	2.28	2.53
Taxes Other Than Federal Income Tax .....	2.08	2.02	1.97	1.95	1.77
License and Examination Fees .....	.52	.51	.60	.69	.65
Telephone and Telegraph .....	2.33	2.38	2.33	2.34	2.42
Travel .....	1.70	1.76	1.94	1.99	1.97
Other Expense .....	4.27	4.14	4.25	4.36	5.01
<b>Total Expense Before Interest and Federal Income Tax</b> .....	<u>80.36</u>	<u>81.97</u>	<u>84.01</u>	<u>85.70</u>	<u>86.01</u>
<b>Net Income Before Interest and Federal Income Tax</b> .....	<u>19.83</u>	<u>20.29</u>	<u>18.94</u>	<u>18.71</u>	<u>19.68</u>
Interest Expense:					
Bona Fide Third Parties .....	3.37	3.36	3.09	3.07	3.31
Affiliates .....	.32	.23	.67	.72	.83
Total Interest .....	3.69	3.59	3.76	3.79	4.14
Federal Income Tax .....	4.45	4.62	4.34	4.21	4.21
<b>Total Expense</b> .....	<u>88.50</u>	<u>90.18</u>	<u>92.11</u>	<u>93.70</u>	<u>94.36</u>
<b>Net Profit (or Loss)</b> .....	<u>11.69%</u>	<u>12.08%</u>	<u>10.84%</u>	<u>10.71%</u>	<u>11.33%</u>





