

First Eastern Investment Corporation
Red Bank, New Jersey

March 7, 1968

Securities and Exchange Commission
Washington, D.C.

Re: Release #8261

Gentlemen:

In view of increased cost involved in the General Investment Business, increased paperwork which there seems to be no end to, any action taken to reduce the gross income of a security dealer would have a most adverse effect.

With reference to Reciprocal Business, a small to middle size Mutual Fund oriented Investment Firm, would endure a great financial hardship if the receipt of such was discontinued. Reciprocal business, under present conditions, is not the "icing on the cake" it is a necessary item to break even or at best realize a "small" profit.

If you consider the rising cost involved in this business such as rents, postage, clerical and administrative salaries, Registered Representatives continued bargaining for higher commissions, in light of the fact that Dealers Mutual Fund concessions have been much the same for years, you can readily see that any reduction of income would be inconsistent with the times and without question put many small Dealers out of business.

Very truly yours,

Jack Stephen Skakandy
President-Director