

A Description of the
AMERICAN INSTITUTE FOR ECONOMIC RESEARCH
Great Barrington, Massachusetts

The American Institute for Economic Research was formed in the winter of 1933-34 as a nonpolitical, noncommercial, educational, and scientific organization. Its purpose is to further the scientific advance in the general field of economics by application of the scientific method to specific economic problems. The results of this research are published for the education and benefit of the general public.

No endowment fund was provided, and none is sought, because we believe that, if an organization is supported primarily by contributions from the wealthy, it cannot be expected to have an independent viewpoint. We therefore devote part of our work to studies that will have immediate and practical value to the man of average means. The sale of this material, published inexpensively in booklet form or prepared for individuals at somewhat higher cost, constitutes an important source of income for the Institute. The remainder is provided by several hundred Annual Sustaining Members, each of whom contributes \$35 annually.

Our unusual method of financing has proved practical, and we shall continue it, expanding the scope of our work as funds permit. By making much of our research directly useful to the average man, by giving personal advice at moderate cost, and by presenting the results of our research on important national problems in nontechnical terms, support for the Institute is obtained from those who find our studies useful. All funds received are used for the purposes stated in the Institute's charter. Our books are open to the public.

The work of the Institute is carried on by three divisions:

1. The Research Division conducts research in the field of economics, at this time largely devoting its attention to general economic trends and business-cycle studies. Material that is currently of interest is published in the form of *Research Reports*, issued weekly, which are designed to assist individuals in understanding the larger background of national and international events. The bulletins are nontechnical in character, as is most of our material for general distribution.

2. The Investment Division analyzes industrial growth trends and individual companies in order to give information and advice at low cost by means of bulletins, issued twice monthly. In addition, it makes reports on investments for small investors who have no other inexpensive but adequate source of unbiased information.

3. The Insurance Division has conducted extensive research in the fields of life insurance, accident and health insurance, and annuities. Inasmuch as the Institute has no connection with any insurance company, the client's interests alone determine the nature of the advice given to him.

The American Institute for Economic Research is different from many other educational and scientific institutions in that the Faculty, rather than a board of trustees, has full control. The organizers, in order to insure that advice given and the interpretation of research results would be unbiased, provided that all Faculty members must make known to the Trustee any sources of income other than their salaries from the Institute. No member of the Faculty is permitted to receive fees of any kind from insurance or security-selling agencies.

The accompanying sheet lists all of the current publications of the Institute. We shall, of course, be glad to answer questions concerning any aspect of our work not clear to you. If you wish information from an independent source, we suggest that you inquire at your Better Business Bureau or at your local bank. Our banking connections are with The National Mahaiwe Bank, Great Barrington, Massachusetts.