



Department of Justice

FOR IMMEDIATE RELEASE
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The Department of Justice filed a civil antitrust suit today to require Crowell Collier and Macmillan, Inc. to divest itself of C. G. Conn, Ltd. and Uniforms by Ostwald, Inc.

Attorney General John N. Mitchell said the suit was filed in United States District Court in New York City, where Crowell has its headquarters.

The suit said Crowell's acquisition of Conn on May 19, 1969, eliminated potential competition in the manufacture and sale of wind instruments, and the acquisition of all of the capital stock of Ostwald on December 27, 196⁸~~9~~, eliminated actual and potential competition in the manufacture and sale of band uniforms.

As a result, the suit said, Conn and Ostwald will be entrenched in substantial positions in their respective markets, barriers to entry will be heightened, and concentration in those already concentrated markets may increase, in violation of section 7 of the Clayton Act.

The suit asked that the acquisitions be declared unlawful, that Crowell be required to divest itself of all of its interests in Conn and Ostwald, and that Crowell be enjoined for five years from acquiring any manufacturer of wind instruments or of band uniforms, without the approval of the Justice Department or the court.

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Assistant Attorney General Richard W. McLaren, head of the Antitrust Division, said Crowell is a major publisher and, through recent acquisitions, has become prominent in the music education field.

Crowell was the 315th largest industrial concern in the United States in 1968, with sales of \$265,623,000.

Conn had net sales of \$28.9 million during the fiscal year ending April 30, 1968, and, on a unit basis, had the second largest share of retail sales of wind instruments.

Ostwald had sales of \$6.3 million in 1968 and, on a dollar basis, had the largest share of sales of band uniforms.

About 85 percent of all band uniforms sold in the United States are purchased by educational institutions and about 85 percent of all wind instruments sold in this country are bought by educational institutions or by students for use in their music programs.