

# Control Data Corp. Reports Revenues Up by 44 Per Cent

Control Data Corp. had revenues of \$24,916,000 from sales, rentals and service for the six months ended Dec. 31, William C. Norris, president, reported to stockholders today. This was a gain of 44 per cent over the same period in 1961.

Net earnings were \$944,166, or 24 cents per share, up from \$626,490, or 16 cents per share, for the first six months of the previous year.

Cash flow, made up of net earnings and depreciation, less dividends on preferred stock, totaled \$4,775,000, or \$1.22 per share for the six months ended Dec. 31. This compared with \$2,584,000, or 68 cents per share, in the previous six months.

Norris said first delivery on the company's newest product, the Control Data 3600 computer system, will be made in April. Orders for several others have been announced.

Other new products being turned out, he reported, are the 606 magnetic tape unit and the medium priced 166 printer, manufactured by Holley Computer Products Co., a jointly owned company.

Norris also said Control Data has delivered nine com-

puters for the Polaris submarine program, and has orders for 11 more.

The company hopes to announce the Control Data 6600, a "super computer system," as a standard product before end of the first year, stockholders were told.

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## Control Data Coming to Aid Of Meissner

### Agrees to Rescue It Just Before Bankruptcy Hearing

BY NICHOLAS SHUMAN  
*Daily News Financial Editor*

Control Data Corp. of Minneapolis, a fast-rising star in the computer business, Tuesday pulled off what appeared to be an 11th-hour rescue of Chicago's Meissner Engineers.

With a bankruptcy hearing against Meissner scheduled in U.S. District Court at 3 p.m., Control Data agreed at 2 p.m. to come to Meissner's aid and keep it in Chicago as an operating entity.

The details of the agreement were still being worked out, but they were subject to provision of additional capital from other sources, which is now being negotiated, and installing a new management at the Meissner operation.

largest consulting engineering firms in the country. In addition, it is working on a computer-plotter with important implications for national defense.

Over the last few weeks, concerted civic efforts have been made to attempt to save Meissner as a potentially strong card in the multi-billion-dollar game to get more defense contracts

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MEISSNER is one of the

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for Chicago in the aerospace age.

The company, though it is well over \$2,000,000 in debt, is still a going engineering concern and says its accounts receivables make it solvent.

Its problem has been a shortage of capital caused by heavy expenditures on research and development of its computer-plotter.

A few weeks ago, it had 260 employees, many of them highly specialized engineers. Unpaid for many weeks, all but about a dozen of them have now left. But it is assumed that a quick infusion of capital can bring most of them back.

CONTROL DATA is the fourth largest company in the data processing field, ranking behind such giants as International Business Machines, which has about 78 per cent of the market.

The firm was organized in 1957 and, almost every year since then, has nearly doubled its sales.

In the fiscal year ended last June 30, it earned \$1,542,622 on volume of \$32,128,792. For the six months ended Dec. 31, it registered sales of \$24,916,998, on which it showed a profit of \$954,291.

Per share earnings rose from 34 cents in the fiscal year ended June 30, 1959, to 55 cents in 1960, 73 cents in 1961 and after a three-for-one stock split—39 cents in 1962.

The company is said to be the only one besides IBM that is earning a profit on data processing operations.

BESIDES making, selling and leasing computers it manufactures instruments and other devices for missiles and military aircraft and telemetering equipment for utility and other companies.

The firm makes the fire control computer for the Navy's Polaris missile and is entering

the market with what is said to be the largest commercially available computer, its model 6300, the first of which will go into operation in April at Michigan State University.

It has orders for the \$2,500,000 devices from such agencies as the Atomic Energy Commission and the Census Bureau.

CONTROL DATA'S stock is now traded over the counter, but an application is pending for listing on the New York Stock Exchange.

The company has computer centers in Minneapolis and Palo Alto, Calif., and will open a third in Washington next month.

It is engaged in an expansion program that will nearly double its space this year. In the Chicago area, it now has only a sales office at 840 Oak Park, Oak Park.