

# Minneapolis Tribune

• Industry  
• Markets

FRIDAY, JULY 8, 1966

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## Control Data: Lease Plan Will Aid Profits

Dow Jones News Service

Control Data Corp.'s new plan for handling financing of long-term computer leases is "no cure-all for the basic sales-lease problem," but should help the company operate on a profitable basis in fiscal 1967, treasurer Marvin G. Rogers said in an interview with Dow Jones News Service.

He declined to indicate whether the fiscal 1966 year ended June 30 was on a profitable basis or whether operations remained in the red as they were during the first nine months of the

tion of its largest computer series.

**THE TECHNICAL** difficulties and resulting customer refusals to accept equipment only after lengthy delays in correcting the "problems" made this series "very costly," he said.

Those problems have been resolved, he added, "and both the 6400s and the 6600s are being delivered and, what is more important, are being accepted on schedule by customers."

The 6600 system, if pur-

chased outright, costs the user about \$4 million, he said, "or less than what the official price was earlier."

However, Rogus said, the profit margin to Control Data of such systems has increased despite the lower prices because of a decline in production-costs. The 6400 computer is priced at about \$1.8 million.

Another smaller computer, the 3800, is expected to be ready for marketing in about a year and will cost around \$1.5 million.

THE MINNEAPOLIS STAR

Tuesday, July 12, 1966

## GREEN GIANT RANKED ON TOP 500 SALES LIST

By MARTIN MERRICK  
Minneapolis Star Staff Writer

Green Giant Co., Le Sueur, Minn., joined the 500 largest U.S. industrial corporations with sales totaling \$115,713,000 in 1965, Fortune magazine reported today in its annual ranking of corporations.

first time in 1964, raising from 425th to 371st.

Control Data had sales totaling \$160,473,000 and a net profit of \$7,913,000. It ranked 360th in profit.

### Some Slip

The company became the 11th Minnesota industrial corporation in the 500, with the 3M Co., St. Paul, maintaining the top among the state companies.

Others gaining in position were Land O'Lakes Creameries, 254th to 235th; Bemis Bab Corp., 330th to 315th, and Farmers Union Central Exchange, South St. Paul, 475th to 471st.

The 3M Co. entered the billion-dollar class for the first time, with sales of \$1,000,261,000 and net profits of \$116,439,000, according to the magazine. The company ranked 26th in profit.

Slipping in the ranking were Honeywell, from 89th to 101st; General Mills, 117th to 121st; the Pillsbury Co., 136th to 156th; George A. Hormel Co., 147th to 158th, and Archer Daniels Midland, 211th to 212th.

However, the company slipped one notch in its sales ranking, from 59th to 60th.

### Four Gain

Green Giant took the 481st position. It had net profits of \$3,113,000 and its profit ranking was 475th.

Four Minnesota firms showed a gain in position with Control Data, which entered the 500 circle for the

### Most Active Stocks

N. Y. STOCK EXCHANGE			
Friday, July 8, 1966			
	Volume	Last	Net Chg.
Control Dat	188,800	38 1/4	+ 1 1/8
Sperry Rd	147,200	27 1/2	+ 3/4
Mid So UHL	89,300	25 1/4	+ 1/8
Boeing	82,300	72	- 1 1/4
Det Steel	80,900	19 3/4	+ 1 1/4
Unit Aircraft	80,200	78	+ 4 1/8
Gillette Co	63,700	39 1/2	+ 3/4
Fair Cam	62,100	19 1/2	+ 8
East Kodak	59,600	13 1/2	- 3/4
Amex Corp	53,900	24	+ 3/8
SCM Corp	52,800	81 1/2	+ 1 1/2
US Indust	50,300	20 3/4	+ 7/8
Am Tel Tel	50,100	58 1/2	- 1/2
Mohasco	49,300	20 1/2	- 1/8
Bigelow San	48,400	22 1/4	+ 7/8

New New				
Issues	Adv.	Decl.	Highs	Lows
Yes'day	1,401	617	528	23
July 7	1,422	699	459	459
July 6	1,393	864	320	22

Odd-Lot Transactions				
Thursday, July 7, 1966				
	Short	Other	Total	
Purchases	Sales	Sales	Sales	
Shares	388,362	9,274	416,006	425,280

AMERICAN EXCHANGE			
Active Stocks			
Friday, July 8, 1966			
	Volume	Last	Net Chg.
Synflex Corp	55,800	87 1/2	- 2 1/2
Folochrome Inc	55,100	9 1/2	- 1/2
Sperry Rd (wts)	53,500	10 1/2	+ 3/8
Picks Resources	52,300	4 1/2	+ 1/8
Weslec Corp	46,200	64 1/2	+ 1 1/2

## STOCKS OVERCOME EARLY WEAKNESS

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1 1/2, to 94, and United 1 1/2, to 68 1/2.

American showed the biggest gain among the carriers not struck, rising 1 1/2, to 78 1/2. Western added a point, to close at 52 1/2, and Braniff also rose a point, to 89 1/2. KLM, the Dutch overseas line, jumped 3 1/2, to 135 1/2.

Control Data, the most active stock, with volume of 188,800 shares, rose 1 1/2, to 38 1/2. Marvin G. Rogers, the company's treasurer, said in an interview published in The Wall Street Journal that results in the fourth fiscal quarter ended on June 30 "showed a substantial improvement" over those of the third quarter, when the computer-maker registered a loss of \$1.9-million.

Mr. Rogers did not indicate whether the improvement in the fourth quarter was enough to put the company back in the black. It had a loss of \$1.8-million in the first nine months. He added that Control Data's new plan for financing long-term computer leases would help the company to operate on a profitable basis in fiscal 1967.

SCM climbed 1 1/2, to 81 1/2, in active trading, but other office-equipment issues weakened. Xerox, which announced reduced price schedules for high-volume users of its copying equipment, eased 3/4, to 258 1/2. I.B.M. declined 3 1/2, to 357 1/2; Pitney Bowes dipped a point, to 56 1/2, and National Cash Register slipped 3/4, to 84.

THE NEW YORK TIMES, SATURDAY, JULY 9, 1966.

Twice a Day  
7:05 & 10:20  
WAR  
Morning  
Sunday  
Night and  
Saturday  
Love & Romance  
2 English M

