



April 4, 1979

Mr. Charles H. Hermann
1306 East Balboa Boulevard
Balboa, California 92661

Dear Mr. Hermann:

Thank you for your letter expressing concern about Control Data's advocacy of expanded trade with communist countries. I'm glad you wrote so that I have a chance to respond.

The enclosed article from DATAMATION Magazine provides information about Control Data's views on this issue.

In a nutshell, it is my belief that the best defense against infiltration or takeover by communists -- or anyone, for that matter -- is to keep America strong from within. This means more timely solutions to the major problems facing us today, such as slowing inflation; ending unemployment and underemployment; less costly and alternate domestic sources of energy; greater energy conservation; less costly food; rebuilding our blighted cities; less costly and better health care. We require more technology (same as knowledge or know-how) to address these massive problems adequately. The Soviet Union is creating more technology (knowledge) than the United States, because they have more scientists engaged in research. By expanding business relationships, we can gain access to their technology.

One example is the current major U.S. expansion in production and processing of sunflower oil, including plans by Cargill, Inc. to build a \$20 million plant to process sunflower oil. About 1,000 jobs are involved as well as a major new source of export earnings for American agriculture. The significant point is that the seeds for producing these products came from plant breeders in the Soviet Union.

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The second example is a seminar on Soviet magnetohydro-dynamics (power generation) technology held in the United States in December 1978. This seminar was sponsored by Control Data and a number of additional ones will be held during 1979 in other fields, including agriculture, health care and weather forecasting. The objective of the seminars is to facilitate the use of Soviet technology (knowledge) by U.S. industry to create new products and services that will help meet some of the needs of our society.

Also enclosed is a copy of Control Data's Social Responsibility Report 1978 to provide additional information on our beliefs and strategy.

If you have further questions, please write.

Sincerely yours,



William C. Norris

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Enc

1306 EAST BALBOA BOULEVARD
BALBOA, CALIFORNIA 92661

March 29, 1979

Mr. William C. Norris
Chairman of the Board
Control Data Corporation
P.O. Box 0
Minneapolis, Mn. 55440

RECEIVED
APR 2
W. C. NORRIS

Dear Mr. Norris,

I am not in accord with Control Data's policy with regard to trade with Communist nations. The Communist are admittedly dedicated to the obliteration of the free enterprise system and the American way of life and our political system.

Accordingly, I certainly can't see how sales of sophisticated technological equipment to the Communists can do other than help them further their objective to "bury us". This is certainly not in the interests of the American people or Control Data.

I hope that you, and your Board of Directors will alter your policies, and refuse to market your products to our enemies.

Sincerely yours,


Charles H. Hermann

1306 East Balboa Blvd.,
Balboa, Ca. 92661