



CORPORATE PROFILE

Featured this month:

LOGICON, INC. (over-the-counter)

Wells Fargo Bank Building
Del Amo Financial Center
Torrance, Cal. 90503

DIRECTORS: John R. Woodhull, Chairman of the Board and President; John K. Bridgen, Vice President-Treasurer; Vilas D. Henderson, Vice President-Director of the Washington Division; James D. Hogan, Senior Vice President; W. Edgar Jessup, Jr. Attorney, Ervin, Cohen, and Jessup; William E. Killingbeck, Program Manager; Puzant V. Levonian, Hughes Aircraft Corp.; Robert E. Martin, Vice President; Richard N. Southworth, Program Manager; Frank R. Troeger, Secretary; Ramon E. Wolfe, Vice President.

BACKGROUND: Logicon, Inc., was founded in 1961, to perform defense-oriented computer development. The company has steadily grown, at 40% annually or better, and has been profitable for its entire nine year history. It is now diversifying toward commercial applications.

FACILITIES: Logicon maintains its corporate offices in Torrance, Cal. The company's operating divisions are located in Los Angeles, San Diego, and Falls Church, Va.

SERVICES/PRODUCTS: Logicon's revenues continue to be primarily derived from prime contracts with the Department of Defense. This work involves all phases of system development from early conceptual design through delivery and test of equipment and/or computer programs. Missile systems, command control and tactical data systems, and training systems are specific areas which the company emphasizes. Commercial products being developed and marketed at the present time include process control systems for application in the paper industry, interface equipment, and a time-sharing system. The interface unit known as the LI/ON, is a multipurpose peripheral unit which is an accessory to the IBM 1130 computer. It allows the computer to function in new applications of data communications and process control. Ten of these units were installed for commercial users by the end of fiscal 1970 (March 31). Development of similar interface equipment, but aimed at different applications and computers, is in progress.

Substantial commercial development effort is being based upon past success in the area of real-time tactical data systems. The company will

shortly introduce a time-sharing system for computer utilities and large organizations. The system will be called the "Logicon 2+2". Priced at approximately \$600,000, it will offer the capabilities of more expensive systems. Deliveries of this system are expected to begin in 1971.

CURRENT POSITION: First quarter results for the three months ended June 30, 1970 showed continued growth and earnings of \$.12 per share compared with \$.10 per share for the similar period in fiscal 1970. Net income was \$99,974 on revenues of \$2,083,737, up from \$78,076 on revenues of \$1,519,433 for the same period a year earlier.

Logicon completed its first public stock offering in October 1969 through the issuance of 110,000 shares of common stock which were sold at \$10.50 per share. A major portion of the \$1-million raised as a result of this offering is being used to finance the diversification into commercial markets. The current financial condition is unusually good with no long term debt and a current ratio of approximately three.

OUTLOOK: Contrary to the prevailing trend in the industry, Logicon is presently expanding its military business at a rapid rate and expects this rate of growth to continue over at least the next two years. In addition, prospects for commercial business look promising. Some success has already been achieved in marketing the interface equipment line.

FINANCIAL SUMMARY: The following statement of revenues and earnings depicts results of the company's operations for the five years ended March 31, 1970.

YEAR ENDED MARCH 31			
Year	Revenues	Net Income	Net Income Per Share
1970	\$7,138,657	\$318,888	\$.40
1969	5,036,905	238,757	.33
1968	3,787,131	138,509	.20
1967	2,179,475	100,418	.16
1966	1,370,679	13,576	.02