



**Ling-Temco-Vought, Inc.**  
**Mid-Year Report**  
**1967**

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# Ling-Temco-Vought, Inc.

LTV Research Center

LTV Computing Center

## The Okonite Company

LTV Ownership: 81.7%

### Products:

Power Cable  
Signal Cable  
Telephone Cable  
Control Cable  
Wire Products  
1966 Sales: \$90,252,000  
1966 Net Income: \$7,715,000  
Current Employment: 1,800  
Headquarters: Passaic, N.J.

## LTV Electrosystems, Inc.

LTV Ownership: 67.7%

### Products:

Command and Control  
Systems  
Guidance Systems  
Super-Power Radio/Radar  
Reconnaissance/Surveillance  
Systems  
Navigation Equipment  
1966 Sales: \$123,564,000  
1966 Net Income: \$2,644,000  
Current Employment: 9,400  
Headquarters: Greenville, Texas

## LTV Ling Altec, Inc.

LTV Ownership: 86.1%

### Products:

Commercial/HiFi Sound  
Systems  
Telephone Equipment  
Environmental Test Systems  
Two-Way Radio  
Modulators  
1966 Sales: \$29,242,000  
1966 Net Income: \$859,000  
Current Employment: 1,500  
Headquarters: Anaheim, Calif.

## LTV Aerospace Corporation

LTV Ownership: 74.2%

### Products:

Aircraft  
Missiles  
Ground Vehicles  
Range Management Services  
Electronic Installations  
1966 Sales: \$231,552,000  
1966 Net Income: \$5,809,000  
Current Employment: 18,600  
Headquarters: Dallas, Texas

## Wilson & Co., Inc.

LTV Ownership: 75%\*

### Products:

Food Processing/Meat Packing  
Dairy Products  
Shortening  
Vegetable Oil  
Poultry  
1966 Sales: \$937,170,000  
1966 Net Income: \$8,637,000  
Current Employment: 15,700  
(includes 2,900 foreign)  
Headquarters: Chicago, Illinois

## Wilson Sporting Goods Co.

LTV Ownership: 66.7%\*

### Products:

Sports and Athletic Equipment  
Athletic Clothing  
Plastic Products  
Spring "Hobby" Horses  
1966 Sales: \$82,950,000  
1966 Net Income: \$3,829,000  
Current Employment: 4,800  
(includes 300 foreign)  
Headquarters: River Grove, Ill.

## Wilson Pharmaceutical & Chemical Corp.

LTV Ownership: 72.7%\*

### Products:

Sulfuric Acid  
Organic Chemical Derivatives  
Polyester Resins  
Pharmaceuticals  
Edible Gelatin  
1966 Sales: \$37,190,000  
1966 Net Income: \$1,500,000  
Current Employment: 800  
Headquarters: Chicago, Illinois

\* After giving effect to public offerings completed since June 30 or currently pending.



## Highlights

(Comparisons: 1967 to 1966, Six Months Ended June 30;  
Adjusted for 3-for-2 Stock Split.)

- **Record Operating Results\***
  - Increases:
    - Sales, 279% to \$832,387,000;
    - Net Income, 141% to \$14,949,000;
    - Earnings Per Common Share, 105% to \$4.12
- **Plan for Greatamerica Tender Offer**
  - Approved by Directors of Both Companies
- **Merger of Wilson & Co. into LTV Consummated**
  - New Series A Preferred Distributed
- **Three New Subsidiaries Formed**
  - New Wilson & Co., Wilson Sporting Goods
  - Gain Public Ownership;
  - Wilson Pharmaceuticals & Chemicals
  - Also Registers Public Offering
- **Three-for-two Stock Split Distributed**
- **New Lines-of-Credit Established**
- **Okonite Receives Proceeds**
  - Of \$30 Million Debenture Issue,
  - Agrees to Acquire Jefferson Wire & Cable
- **LTV Electrosystems Acquires Memcor, Inc.,**
  - Receives Proceeds of \$20 Million Debenture Issue
- **Allied Radio to Merge into LTV Ling Altec**
  - Subsidiary Splits Stock 2-for-1,
  - Listed on American Stock Exchange as 'LTL'
- **\$85 Million Facilities Expansion Program Continues,**
  - Research Center Named for Robert McCulloch
- **Outlook:**
  - Sales of \$2.5-\$3 Billion in 1970 Period Foreseen

*\*Including operations of Wilson & Co., Inc., doing business as three subsidiaries, compared to the previously reported LTV results for the first six months of 1966, which did not include Wilson.*

## To The Shareholders of LTV:

Operating results for the first six months of 1967 represent new records in financial achievement, reflecting gains resulting not only from the acquisition of Wilson & Co., Inc., but also significant internal growth in the military electronics, aerospace, power distribution and communications subsidiaries.

The merger of the former Wilson & Co. into LTV became effective June 19 and further diversified LTV's business into meat and food processing; athletic equipment, pharmaceuticals and chemicals. Key elements in the health and welfare of mankind—providing food, recreation and pharmaceuticals—will account for more than half of LTV's 1967 sales.

Last Friday, we and the executive officers of Greatamerica Corporation announced a plan whereby LTV will make a tender offer for any and all of the stock of Greatamerica, the plan having just been approved in principle by the boards of directors of both companies. If all of the stock were tendered, it would be approximately a \$500 million transaction, one of the largest in business history. Under terms of the plan, the transaction could not be concluded before March 31, 1968. The plan will be submitted to the Civil Aeronautics Board (CAB) for approval, since LTV would acquire control of a Greatamerica subsidiary, Braniff Airways, a certified air carrier. Further details of the plan will be given to you at a later date.

A review of the events of the past few months and the role played by Project Redeployment in the Wilson acquisitions is in order. It was the Project Redeployment concept—including the recognition accorded the more visible assets representing LTV's ownership in its subsidiaries and the market value assigned to these assets—that facilitated the parent corporation's acquisition of a company with more than \$1 billion in annual sales and a net worth of \$122 million.

It was the Corporate Technology philosophy discussed in the 1966 Annual Report which led LTV to acquire a 53% interest in Wilson & Co. in January. Subsequently, voting shareholders of both LTV and Wilson & Co. on April 27 overwhelmingly approved a full merger of Wilson into LTV.

This merger was immediately followed by the establishment of three new Wilson companies, each with its own management, assets, facilities and record of success under the predecessor organization.

We have continued the Project Redeployment concept with public offerings of minority interests in the shares of these three new LTV subsidiaries. The first of these offerings was announced June 27, the second on July 10 and the third July 17. One million shares of Wilson & Co. were sold July 27 for \$23 per share and 600,000 shares of Wilson Sporting Goods on Aug. 2 for \$30 per share. A 350,000-share offering of Wilson Pharmaceutical & Chemical Corporation is expected to be made effective in the near future. Wilson & Co. is the nation's third largest meat and food processor; Wilson Sporting Goods, the world's largest producer of sports and athletic equipment, and Wilson Pharmaceutical & Chemical, a respected source of chemicals, pharmaceuticals and food ingredients, including gelatin and other edible products.

Sales of Wilson products, plus growth in our other subsidiaries, contributed to record first half operating results.

### First Half Developments

Although the operating results are impressive, they are far from the complete story. There were many other developments which merit attention in a report to shareholders. These include:

- Certificates for the new LTV Series A Preferred shares were available for distribution June 19 to the former Wilson & Co. shareholders in exchange for their certificates for common stock in the predecessor company. The Series A Preferred has been listed on the New York Stock Exchange since June 19 and the first quarterly cash dividend of \$1.25 per share was paid Aug. 1 to shareholders of record July 20.

- The LTV Board of Directors was expanded to include Roscoe G. Haynie, previously chairman and president of the former Wilson & Co., who is serving as chairman of the board and chief executive officer of each of the three new Wilson companies, and James D. Cooney, retired chairman of the board of the former Wilson & Co., who is serving on the board of each of the three Wilson subsidiaries. Troy V. Post, Greatamerica board chairman, resigned as an LTV director in June. Other officers and headquarters personnel of the former Wilson & Co. have been added to the LTV corporate organization, strengthening management of the enlarged company.

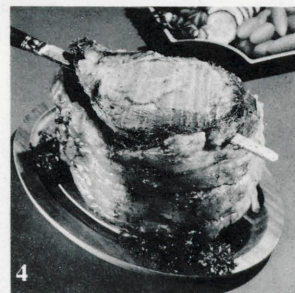
## Mid-Year Summary

### Diversification In Sales & Earnings

### Ling-Temco-Vought, Inc. Subsidiaries



## Wilson & Co., Inc.



1. Fresh processed packaged meats, including bacon, franks, sausages and luncheon meats, are sold under such well-known brand names as Wilson's Certified, Tender Made and Corn King.
2. Boneless Wilson canned and packaged Certified Tender Made and Festival hams are two of the most popular meat products in the Wilson line.
3. Canned meat and food products are another major line of Wilson & Co. In all, the company produces over 600 different food and feed items.
4. Wilson's tender fresh meats are sold in food stores and served in fine restaurants worldwide. From its 36 domestic plants and nine overseas plants, Wilson markets fresh beef and veal, pork, lamb and poultry.

Wilson & Co., is one of three new subsidiaries established when the predecessor company (Wilson & Co., Inc.) was merged into LTV on June 19, 1967.

The new company, formerly Wilson's Meat & Food Products Division, remains one of the nation's top three meat and food processors and continues in the business of processing and marketing meat, poultry, dairy and related food and grocery products: in all, more than 600 different items.

Wilson & Co. has 17 principal plants and 17 branch outlets throughout the U.S. and five foreign plants in Brazil, New Zealand and England.

Wilson & Co. is the successor to a business founded in 1853, is headquartered in Chicago and employs more than 15,700.

On June 27, 1967, the newly incorporated subsidiary filed a registration statement with the Securities and Exchange Commission covering a proposed public offering of 1,000,000 shares of Wilson & Co., Inc., common stock. The offering became effective at a price of \$23 per share on July 27.

In the fiscal year ended October 29, 1966, net sales and other revenue of the predecessor division, including its foreign subsidiaries, were \$938,102,000, compared with fiscal 1965 results of \$790,797,000 in net sales and other revenue.

Some of the better-known Wilson fresh or processed meat brand names include Wilson's Certified, Festival, Wilson's Meat Specialties and Wilson Tidbits. Grocery products include *Wilson's Certified Mor, Bif, and other canned meats; Bake-Rite Pure Shortening; B-V Gravy and Soup Base and Ideal Dog Food.*

Prospects for Wilson & Co. appear to be good for the remainder of 1967. Ample supplies of raw materials and continued high levels of consumer purchasing power are expected to produce a favorable economic climate. The company has planned marketing programs which should continue to capitalize on the opportunities available.