

December 22, 1959

VAN DINH THO.....

Report on Visit to Lockheed Aircraft Company on Monday, November 16, 1959

Person met: Mr. Herman J. Reams
Location : Burbank, California

The Lockheed Aircraft Company is one of the largest companies in the United States. Factories, research centers, test bases and hacking stations spread to 26 locations in the United States and abroad. The company operates offices in another 21 cities and has field service representatives residing at some 50 locations in the United States and 25 in other countries.

At the end of 1958 total employment includes 53,638 and the payroll totaled \$352,536,000. Sales during the year ending December 28, 1958 reached a record of \$962,679,000 from airplanes, missiles, satellites and space parts and from performance of research, development and services. This represents an 11 percent gain over 1957's \$868,315,000. Sales included: 32% Air Force planes, spaces and related work, nine models; 11% Navy planes, spaces and related works, four models; 31% missiles and satellite development work for three United States armed services and two government agencies; 2 % other government research and development; 11% military modernization and services and 13 % on four types of commercial planes, spaces and services.

Net earning of \$18,557,000 or 3.11 a share were 14 percent over 1957 earning of \$16,309,000 or 2.77 a share. Three factors contributed to 1958's improved earnings: the quadrupling in volume of missile satellite work; a 42% reduction in electron development expenses.

Seven eights of Lockheed's 1958 sales were to United States Government and one out of every five of the new prop-jet electrons is destined for foreign airline service. Lockheed planes are used by 15 domestic and overseas airlines and for six years the company provided technical assistance, parts and tooling for manufacture of airplanes to Canada, Japan and Mexico.

December 23, 1959

VAN DINH THO.....

Report on Visit to Capitol Records Distributing Corporation on Tuesday,
November 17, 1959

Person met: Mr. Larry Robbins

Location : 1750 North Vine Street, Hollywood, California

Capitol Records Distributing Corporation was founded in 1942 as a result
of the combination of three specialists:

1. Buddy de Sylva -- top flight executive producer of stage and screen.
2. Johnny Mercer -- one of America's greatest song writers and vocal talents
3. Glenn Wallichs -- one of America's outstanding record retailers

Since its beginning the Company moved forward which made possible the early development of new recording stars and outstanding accomplishments in the entertainment world. Capitol developed recorded entertainment for the tremendous children's market by presenting charming material in unusual ways and became famous as the leading company in the children's field.

Hereunder are some technical accomplishments of the Capitol Records:

- Capitol has always been a leader in the field of recording and manufacturing techniques.
- Capitol was the first recording company to adopt the technique of magnetic tape recording now universally used.
- Capitol was the first record company to release discs in all three record speeds -- 78 rpm, 45 rpm and 33 1/3 rpm.
- Capitol was the first record company to adopt the multi-track recording techniques required to produce the ultimate in monaural and stereophonic records.
- Capitol studio and manufacturing equipment meet today's most exacting scientific standards, and have enabled Capitol to achieve a position of leadership in supplying the current wide demand for high fidelity monaural and stereophonic records and for high fidelity and stereophonic phonographs.

December 23, 1959

VAN DYKE TRO.....

Report on Visit to Los Angeles County on Wednesday, November 18, 1959

Persons met: Messrs. Pratch, William A. Law and Curtis R. Carlson
Location : Spring Street, Los Angeles

When arriving at the Traffic and Lighting Division we met Mr. Pratch. As Mr. Law was in his office he advised the latter to take us to different work places located within the county of Los Angeles. We were joined by Mr. Carlson of the Road Department. On the way Mr. Law showed us a portion of streets which must be cleared and enlarged. All the houses which were old and near to the street curb have to be cleared away and the damages will be paid for by the Los Angeles County. The layer of concrete of the street is generally ten inches in the middle and six inches near the street curb. We were driven to different parts within the County and have seen different cities located within Los Angeles boundaries.

Towards noon we arrived at a detention camp and had our lunch with the sheriff, his assistants and prisoners. Our table was along the dining room whereas the prisoners' tables were across so we could see all of them. All of them commit minor offenses and they were driven to different locations in the mountains where they built retaining walls, made new highways after their lunch. They receive 50 cents a day. On our way back to downtown we stopped at a bridge on construction and a pre-stressed girders yard.

We were back at Los Angeles County at 3:30 p.m. and went to the IBM equipment office. IBM card punches and verifiers, sorters, collators, electronic statistical machines, accounting machines, automatic punches, IBM interpreters, calculating punches and the electronic calculator were in full swing but the electronic calculator was less impressive than the 705 III of the Pentagon and the Lockheed Aircraft Corporation.

December 23, 1959

VAN DINH THO.....

Report on Visit to Golden State Mutual Life Insurance Company on Thursday,
November 19, 1959

Persons met: Mr. Leonard Grimes
Location : 1999 West Adams Boulevard, Los Angeles

Golden State Mutual Life Insurance Company was a tiny office in Los Angeles in 1925 with \$17,800 in capital, three officers, one office clerk and very few representatives.

In three months the company outgrew the first office and moved into a store front and opened a branch office in Oakland, California. With careful business management, the company spread to other Californian cities and was able in 1928 to build a two-story home office where it remains for 20 years.

By 1948 Golden State Mutual Life Insurance Company had spanned California, Texas and Illinois with offices in the major cities. In order to handle the increasing volume of transactions with speed and accuracy, a larger home office had to be built. In 1949 a five-story structure was completed in the heart of Los Angeles at the busy intersection of Western Avenue and Adams Boulevard.

Continued additions of new branches offices and increases in the sales staffs induced Golden State Mutual Life Insurance Company to adopt the general agency system. There are now 34 offices operated by independent businessmen for sales and service of Golden State Mutual Life Insurance Company policies. Under the dual branch office and general agency system, Golden State Mutual has spread to 27 major cities in Illinois, Texas, Washington, Oregon, Arizona and California.