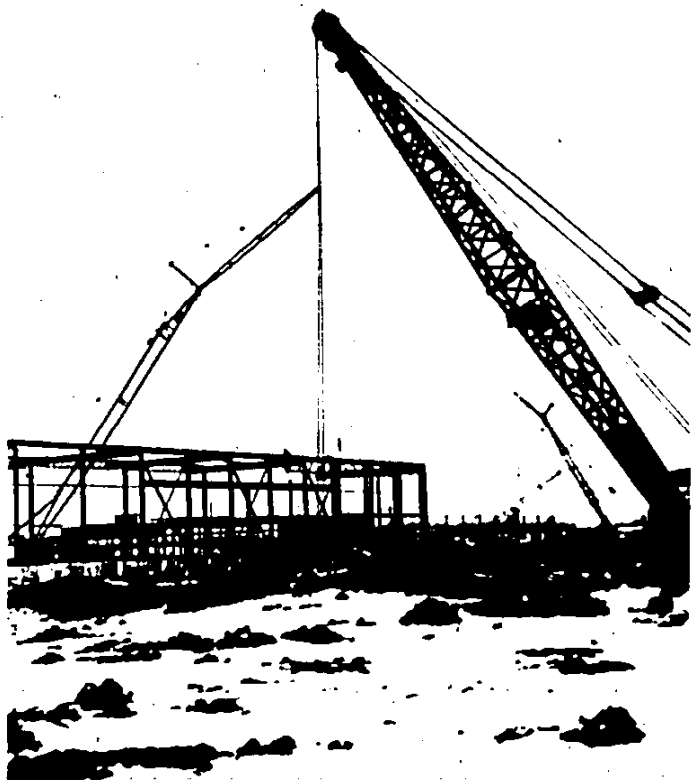


GOING UP is the new \$33 million Allied Market complex in Livonia. These pictures show some of the buildings currently under construction on the site on Plymouth Road near Merriman. The project is the largest going up in the entire Observerland area.



## Burroughs Earnings Set Record

Ray W. Macdonald, President of Burroughs Corporation, reported record earnings and revenue for 1967. Incoming orders and year-end backlogs were the highest in the Company's history.

Audited net earnings from worldwide operations for 1967, after a provision for foreign operations of \$1,250,000, were \$34,830,000. This is a 16 percent increase over 1966 operating earnings of \$29,950,000 after deducting \$1,035,000 profit from the non-recurring sale of land in 1966.

NET EARNINGS per share for 1967 were \$4.26 on 8,178,367 average shares outstanding for the year. In 1966 net earnings per share were \$3.72 from operations and \$3.85 per share including the land sale on 8,047,241 average shares outstanding.

Estimated United States and foreign income taxes in 1967 were \$29,310,000 compared with \$28,380,000 last year.

Worldwide revenue for the year was \$553,886,000, a 12 percent increase over 1966 revenue of \$493,778,000.

1967 fourth quarter net earnings were \$15,644,000 or \$1.91 per share in spite of a five week work stoppage at the Corporation's Detroit area plants. 1966 fourth quarter earnings were \$13,924,000 or \$1.72 per share.

## Lincoln-Mercury Sales Are Sparing

Lincoln-Mercury sales of 9,776 during Jan. 1-10 were the highest for the period in division history and marked the third consecutive 10 day period that a record has been established. Total sales were up 36 per cent over the same period a year ago and the average daily selling rate of 1,222 was 19 per cent higher than a year ago.

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