

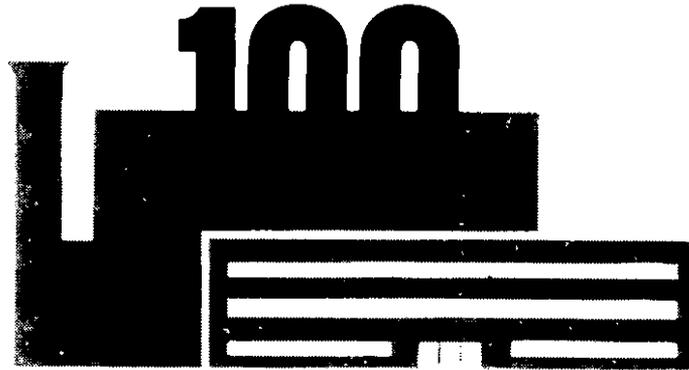
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100 COMPANIES RECEIVING THE LARGEST DOLLAR VOLUME OF PRIME CONTRACT AWARDS Fiscal Year 1989



189



DIRECTORATE FOR INFORMATION
OPERATIONS AND REPORTS (DIOR)

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INTRODUCTION

This report presents summary data on the 100 companies and their subsidiaries receiving the largest dollar volume of Department of Defense (DoD) prime contract awards during fiscal year (FY) 1989. Table 1, (page 7) lists the 100 companies in alphabetical order and gives their associated rank. Table 2 (page 9) identifies the parent companies in rank order, with their subsidiaries, and gives the total net value of awards for both the parent company and its subsidiaries. In many cases the parent company receives no awards itself but appears on the list because of its subsidiaries. Table 2 also shows what percent of the total awards each company's awards represent as well as the cumulative percent represented by all companies.

NOTES ON COVERAGE

Data in this report reflect the net value of both debit and credit procurement actions over \$25,000; e.g. the value of a terminated contract or other downward adjustment to a contract is deducted from a firm's total award amount, while modifications and other positive adjustments are treated as increases. Procurement actions include definitive contracts, the obligated portions of letter contracts, job orders, task orders, delivery orders, and any other orders against existing contracts. Research and development, services, construction, and supply and equipment contracts, worldwide, are included.

The report does not include those parts of indefinite quantity contracts that have not been translated into specific orders to business firms, or those contracts that have not yet become mutually binding agreements between the government and the company. The company totals do not include contracts made by other U.S. Government agencies and financed with Department of Defense funds or contracts awarded in foreign nations through their respective governments.

DATA RELATING TO COMPANIES IN THIS PUBLICATION ARE SUBJECT TO THE ACCURACY OF THE DUN & BRADSTREET CORPORATION'S DATA UNIVERSAL NUMBERING SYSTEM AND ITS ABILITY TO DESCRIBE RELATIONSHIPS OF COMPANIES.

HIGHLIGHTS

Department of Defense prime contract awards over \$25,000 totaled \$129.0 billion during FY 1989, \$8.0 billion less than in FY 1988. The 100 firms and their subsidiaries receiving the largest amount of DoD contracts in FY 1989 received \$85.6 billion or 66.4 percent of this amount, primarily for aircraft, missile/space systems, ships, and electronics & communications equipment. In FY 1988 the top 100 companies received \$90.1 billion or 65.8 percent of all awards.

Exhibit A below shows that the first five companies received 22.3 percent of the total received by all companies in FY 1989, compared with 21.4 percent during FY 1988. The company ranked as number one during FY 1989, McDonnell Douglas Corp., also ranked as number one last year with awards of \$8.6 billion during FY 1989 as compared with \$8.0 billion last year. The smallest total amount received by a company in the FY 1989 Table 2 was \$110 million, compared to \$129 million in FY 1988.

Exhibit A

| COMPANY POSITION | Percent of Total | | | |
|---------------------|------------------|---------|---------|---------|
| | FY 1989 | FY 1988 | FY 1987 | FY 1986 |
| 1st | 6.7% | 5.8% | 5.4% | 5.5% |
| 2nd | 5.3 | 4.8 | 4.9 | 4.7 |
| 3rd | 4.5 | 4.1 | 4.1 | 4.5 |
| 4th | 2.9 | 3.7 | 3.9 | 3.8 |
| 5th | 2.9 | 3.0 | 2.9 | 3.5 |
| TOTAL 1-5 | 22.3 | 21.4 | 21.2 | 22.0 |
| 6-10 | 12.2 | 12.6 | 12.7 | 13.1 |
| 11-25 | 15.1 | 15.7 | 16.6 | 14.9 |
| TOTAL 1-25 | 49.6 | 49.7 | 50.5 | 50.0 |
| 26-50 | 9.4 | 8.5 | 9.3 | 9.8 |
| 51-75 | 4.7 | 4.7 | 4.6 | 4.8 |
| 76-100 | 2.7 | 2.9 | 2.5 | 3.1 |
| TOTAL 1-100 | 66.4% | 65.8% | 66.9% | 67.7% |

Changes in the Top 100 Companies, FY 1988 To FY 1989

Eighteen companies which did not appear on the list last year are among the top 100 companies this year. (See Exhibit B below.) Of these, one appears in position 29, one in position 31, and the balance between 60 and 100. The companies which appeared on the FY 1988 list which did not appear on this year's list are also shown in Exhibit B. Companies are considered as appearing on the list in both years despite mergers, acquisitions, divestitures, and name changes if a major component of a newly constituted company or the newly constituted company itself made the list as a component of a company in the top 100 in the prior year.

Exhibit B

Companies Listed in FY 1989 But not in FY 1988

Astronautics Corp. of America 1/
Bechtel Group, Inc.
Brunswick Corp.
CAE Industries, Ltd. 2/
Continental Maritime Industries
Delta Dental Plan of California
Foundation Health Corp.
General Instrument Corp.
Johnson Controls, Inc. 3/
Logicon, Inc.
Mason Co., The De
McDonnell Douglas,
General Dynamics JV
Montedison SPA
Navcom Defense Electronics, Inc.
Nisshin Service Co. Ltd.
Peterson Builders, Inc.
Philip Morris Companies, Inc.
Smith's Industries, PLC

Companies Listed in FY 1988 But not in FY 1989

Bahrain National Oil
Black River Constructors
Braintree Maritime Corp.
Bundesamt Fuer Wehrtechnik
CRS Sirrinc Metcalf & Eddy JV
Daimler Benz North America
Day and Zimmerman, Inc.
Figgie International, Inc.
General Electric Co. PLC
Honeywell Bull AG
Motor Oil Hellas Corinth Refinery
Pan Am Corp.
Phelps, Inc.
Royal Ordnance Ammunition PLC
Singer Co.
Texaco, Inc.
Tiger International, Inc. 4/
United Industrial Corp.

1/ Astronautics Corp. of America acquired Kearfott Guidance division of The Singer Co.

2/ CAE Industries, Ltd. acquired the Link Simulation division of The Singer Co.

3/ Johnson Controls, Inc. acquired Pan Am World World Services from Pan Am Corp.

4/ Tiger International acquired by Federal Express Corp.

Some of the other major changes during this year were the acquisition of Kraft, Inc. by Philip Morris Companies; acquisition of Fairchild Weston Systems by Loral Corp.; acquisition of Gould, Inc. by Nippon Mining Co., Ltd.; acquisition of Emhart Corp. by Black and Decker Corp; and the name change of Morton Thiokol, Inc. back to Thiokol Corp.

Primary Procurement Categories of the Top 100 Companies

Although the contract work of many companies on the list includes more than one procurement category, each company has been assigned in Exhibit C (below) to the procurement category that accounts for its largest dollar volume of DoD awards; for example, General Electric Co. is a multi-industry company producing electronic and communications equipment and industrial and consumer products. For this exhibit, it has been assigned to "Aircraft", the procurement category accounting for its largest dollar volume of DoD contract awards.

Exhibit C

| Procurement Category | Number of Companies | | |
|----------------------|---------------------|---------|--------|
| | FY 1989 | FY 1988 | Change |
| Aircraft | 16 | 18 | -2 |
| Missiles | 18 | 15 | +3 |
| Ships | 9 | 6 | +3 |
| Tank-Automotive | 3 | 4 | -1 |
| Ammunition | 5 | 6 | -1 |
| Electronics | 24 | 23 | +1 |
| Services | 13 | 13 | - |
| Construction | 2 | 3 | -1 |
| Petroleum | 7 | 10 | -3 |
| Weapons | 0 | 1 | -1 |
| Subsistence | 0 | 0 | - |
| All Other | 3 | 1 | +2 |

Top 10 Companies

The top 10 companies during FY 1989 are listed in Exhibit D by rank, along with its FY 1988 rank and the dollar value of the awards it received in both FY 1989 and FY 1988. Exhibit E (page 5) describes the major products of these 10 companies.

Exhibit D

| RANK | | COMPANY NAME | AWARDS (In Billions) | |
|------|------|---------------------------|-------------------------|-------|
| 1989 | 1988 | | 1989 | 1988 |
| 1 | 1 | McDonnell Douglas Corp. | \$8.6 | \$8.0 |
| 2 | 2 | General Dynamics Corp. | 7.0 | 6.5 |
| 3 | 3 | General Electric Co. | 5.8 | 5.7 |
| 4 | 5 | Raytheon Co. | 3.8 | 4.1 |
| 5 | 7 | General Motors Corp. | 3.7 | 3.6 |
| 6 | 8 | Lockheed Corp. | 3.7 | 3.5 |
| 7 | 9 | United Technologies Corp. | 3.6 | 3.5 |
| 8 | 6 | Martin Marietta Corp. | 3.3 | 3.7 |
| 9 | 10 | Boeing Co., The | 2.9 | 3.0 |
| 10 | 11 | Grumman Corp. | 2.4 | 2.8 |

Exhibit E

| <u>COMPANY</u> | <u>MAJOR PRODUCTS</u> |
|----------------------------|---|
| 1. McDonnell Douglas Corp. | F-18 HORNET, F-15 EAGLE, T-45 GOSHAWK, AH-64 APACHE, and AV-8 HARRIER aircraft. TOMAHAWK and HARPOON missile systems. RDT&E for C17 aircraft, missile/space systems, and electronics/communication equipment. |
| 2. General Dynamics Corp. | F-16 FALCON fighter aircraft. Nuclear submarines. M-1 tank. TOMAHAWK, STINGER, RIM-66 standard missiles, and SPARROW missile systems. MK-15 close-in weapon system. |
| 3. General Electric Co. | AEGIS and Trident missile systems. F-100 and F-110 engines. Nuclear reactors for submarines. Underwater sound equipment. RDT&E for missile/space systems, ships, aircraft, and electronics/communication equipment. |
| 4. Raytheon Co. | PATRIOT, HAWK, TRIDENT, AMRAAM, AEGIS, RIM-66 standard missiles, and PHOENIX missile systems and components. RDT&E electronics/communication equipment and missile and space systems. Underwater Sound Equipment. |
| 5. General Motors Corp. | AMRAAM, MAVERICK, TOW, and PHOENIX missile systems. RDT&E TRIDENT missile system. Components MK-48 Torpedo. Vehicular Power Transmission Components for M-1 Tank. Construction of Electronics and Communication Facility. |

Exhibit E (Concluded)

| <u>COMPANY</u> | <u>MAJOR PRODUCTS</u> |
|------------------------------|--|
| 6. Lockheed Corp. | TRIDENT missile system. C-130 HERCULES, M/R of S-3 VIKING and P-3 ORION aircraft. RDT&E for missile/space systems, aircraft, and electronics/ communication equipment. |
| 7. United Technologies Corp. | F-100, J-52, and F-101 aircraft engines. UH-60 BLACKHAWK, SH-60 SEAHAWK, and CH-53 Sea Stallion helicopters. RDT&E and M/R of aircraft. |
| 8. Martin Marietta Corp. | RDT&E for TITAN missile systems. A-64 APACHE aircraft. HELLFIRE Modular Missile System. Miscellaneous aircraft accessories and components. Ammunition. |
| 9. Boeing Co., Inc. The | VSX and CHINOOK aircraft. M&R, miscellaneous equipment, management services, etc. for B-52 STRATOFORTRESS, C-135 STRATOLIFTER, E-3A and H-46 Sea Knight aircraft. CH-47 CHINOOK helicopter. MX-missile components and subsystems. |
| 10. Grumman Corp. | F-14 TOMCAT, E-2 HAWKEYE, and EA-6B PROWLER aircraft. RDT&E for aircraft, missile and space systems, and electronic and communications equipment. M&R of A-6 INTRUDER aircraft. |

TABLE 1
INDEX OF 100 PARENT COMPANIES WHICH
RECEIVED THE LARGEST DOLLAR VOLUME OF
PRIME CONTRACT AWARDS

FISCAL YEAR 1989

| R A N K | PARENT COMPANY | R A N K | PARENT COMPANY |
|------------------|--------------------------------|------------------|--------------------------------|
| 56 | AEROSPACE CORPORATION | 16 | INTERNATIONAL BUS MCHS CORP |
| 23 | ALLIED SIGNAL INC | 90 | ITT & VARO JV |
| 36 | AMERICAN TELE & TELG COMPANY | 19 | ITT CORPORATION |
| 86 | AMOCO CORPORATION | 48 | JOHNS HOPKINS UNIVERSITY |
| 80 | ARVIN INDUSTRIES INC | 60 | JOHNSON CONTROLS INC |
| 62 | ASTRONAUTICS CORP AMERICA | 76 | KAMAN CORPORATION |
| 46 | ATLANTIC RICHFIELD COMPANY | 15 | LITTON INDUSTRIES INC |
| 24 | AVONDALE INDUSTRIES INC | 6 | LOCKHEED CORPORATION |
| 65 | BATH HOLDING CORPORATION | 88 | LOGICON INC |
| 89 | BECHTEL GROUP INC | 37 | LORAL CORPORATION |
| 32 | BELL BOEING JV | 27 | LTV CORPORATION |
| 73 | BLACK & DECKER CORPORATION THE | 8 | MARTIN MARIETTA CORPORATION |
| 9 | BOEING COMPANY THE | 64 | MASON COMPANY THE |
| 95 | BRUNSWICK CORPORATION | 41 | MASSACHSTTS INST OF TCHNOLOGY |
| 72 | C A E INDUSTRIES LTD | 1 | MC DONNELL DOUGLAS CORPORATION |
| 34 | CFM INTERNATIONAL INC | 31 | MC DONNELL DGLS GEN DYNAMCS JV |
| 55 | CHEVRON CORPORATION | 78 | MIP INSTANDSETZUNGSBETRIC |
| 81 | CHRYSLER CORPORATION | 43 | MITRE CORPORATION |
| 66 | COASTAL CORPORATION THE | 84 | MOBIL CORPORATION |
| 59 | COMPUTER SCIENCES CORPORATION | 71 | MONTEDISON SPA |
| 83 | CONTEL CORPORATION | 42 | MORRISON KNUDSEN CORPORATION |
| 98 | CONTINENTAL MARITIME INDS | 44 | MOTOROLA INC |
| 68 | CONTROL DATA CORPORATION | 92 | NAVCOM DEFENSE ELECTRONICS INC |
| 82 | CSX CORPORATION | 100 | NISSHIN SERVICE CO LTD |
| 94 | DELTA DNTL PLAN OF CALIFORNIA | 30 | NORTHROP CORPORATION |
| 77 | DIGITAL EQUIPMENT CORPORATION | 38 | OLIN CORPORATION |
| 87 | DRAPER CHARLES STARK LAB INC | 45 | OSHKOSH TRUCK CORPORATION |
| 50 | DYNACORP | 47 | PENN CENTRAL CORPORATION |
| 58 | E SYSTEMS INC | 67 | PETERSON BUILDERS INC |
| 85 | EASTMAN KODAK COMPANY | 97 | PHILIP MORRIS COMPANIES INC |
| 54 | EATON CORPORATION | 63 | PHILIPS GLOEILAMPENFABRIEKEN |
| 74 | EG&G INC | 4 | RAYTHEON COMPANY |
| 61 | EMERSON ELECTRIC CO | 12 | ROCKWELL INTERNATIONAL CORP |
| 53 | EXXON CORPORATION | 70 | ROLLS ROYCE PLC |
| 25 | FMC CORPORATION | 52 | ROYAL DUTCH PETROLEUM COMPANY |
| 28 | FORD MOTOR COMPANY | 40 | SCIENCE APPLICATIONS INTL CORP |
| 96 | FORSTMANN LITTLE & CO | 51 | SEQUA CORPORATION |
| 29 | FOUNDATION HEALTH CORPORATION | 79 | SMITHS INDUSTRIES PLC |
| 26 | GENCORP INC | 91 | SUNDSTRAND CORPORATION |
| 2 | GENERAL DYNAMICS CORPORATION | 49 | TELEDYNE INC |
| 3 | GENERAL ELECTRIC CO | 21 | TENNECO INC |
| 99 | GENERAL INSTRUMENT CORP DEL | 20 | TEXAS INSTRUMENTS INCORPORATED |
| 5 | GENERAL MOTORS CORPORATION | 22 | TEXTRON INC |
| 10 | GRUMMAN CORPORATION | 35 | THIOKOL CORPORATION |
| 11 | GTE CORPORATION | 17 | TRW INC |
| 57 | HARRIS CORPORATION | 18 | UNISYS CORPORATION |
| 39 | HARSCO CORPORATION | 7 | UNITED TECHNOLOGIES CORP |
| 33 | HERCULES INCORPORATED | 13 | WESTINGHOUSE ELECTRIC CORP |
| 93 | HEWLETT PACKARD COMPANY | 75 | WESTMARK SYSTEMS INC |
| 14 | HONEYWELL INC | 69 | ZENITH ELECTRONICS CORPORATION |

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TABLE 2
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1989

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|---|---|------------------------|-----------------------------------|
| | TOTAL | 128,958,161 | 100.00 | 100.00 |
| | TOTAL, 100 COMPANIES/SUBSIDIARIES | 85,604,136 | 66.38 | 66.38 |
| 1 | MC DONNELL DOUGLAS CORPORATION MC DONNELL DOUGLAS HELICOPTER MC DONNELL DOUGLAS INCO INC MC DONNELL DOUGLAS INFO SYS CO MC DONNELL DOUGLAS TRNNG SYS MC DONNELL DOUGLAS ASTRONAUTIC | 7,728,306 775,861 5,343 900 39,701 <u>67,091</u> | | |
| | TOTAL | 8,617,202 | 6.68 | 6.68 |
| 2 | GENERAL DYNAMICS CORPORATION CESSNA AIRCRAFT COMPANY INC | 6,875,874 <u>23,335</u> | | |
| | TOTAL | 6,899,209 | 5.34 | 12.03 |
| 3 | GENERAL ELECTRIC CO CANADIAN GENERAL ELECTRIC CO ELANO CORPORATION GELCO CORPORATION GENERAL ELECTRIC BASE SUPPORT MANAGEMENT TECHNICAL SVCS COMPANY REUTER STOKES INC DEL TRANSPORT INTERNATIONAL POOL | 5,760,148 330 1,375 809 1,852 6,129 64 <u>321</u> | | |
| | TOTAL | 5,771,028 | 4.47 | 16.50 |
| 4 | RAYTHEON COMPANY BEECH AEROSPACE SERVICES INC BEECH AIRCRAFT CORPORATION INDIANA BEECHCRAFT INC RAYTHEON SERVICE COMPANY RAYTHEON TECH ASST CO INC RAYTHN MDTRRN SSIMS COMPANY SEDCO SYSTEMS INC SWITCHCRAFT INC UNITED ENGINEERS & CONSTRS | 3,441,868 88,608 104,304 284 95,768 70 5,708 795 614 <u>22,802</u> | | |
| | TOTAL | 3,760,681 | 2.91 | 19.42 |
| 5 | GENERAL MOTORS CORPORATION ADAM OPEL AKTIENGESELLSCHAFT AMI INSTRUMENTS INC DELCO ELECTRONICS CORPORATION ELECTRONIC DATA SYSTEMS CORP G M HUGHES ELECTRONICS CORP HUGHES AIRCRAFT COMPANY M/A-COM TELECOMMUNICATIONS | 486,484 30 200 7,172 175,452 7,195 3,014,936 <u>38</u> | | |
| | TOTAL | 3,691,507 | 2.86 | 22.28 |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1989

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|---|--|------------------------|-----------------------------------|
| 17 | TRW INC ESL INCORPORATED T R W ELECTRONIC PRODUCTS INC TOTAL | 1,224,096 68,247 1,211 <hr/> 1,293,554 | 1.00 | 43.61 |
| 18 | UNISYS CORPORATION SYSTEM DEVELOPMENT CORPORATION TIMEPLEX INC UNISYS CANADA INC UNISYS PERIPHERALS CORPORATION TOTAL | 1,158,189 81,996 3,888 464 84 <hr/> 1,244,621 | 0.96 | 44.57 |
| 19 | ITT CORPORATION FEDERAL ELECTRIC CORPORATION FELEC SERVICES INC ITT ARCTIC SERVICES INC ITT BASE SERVICES INC ITT DIALCOM INC ITT GILFILLAN SHERATON CORPORATION THE TOTAL | 762,986 120,587 127,926 5,083 5,602 100 140,999 39 <hr/> 1,163,322 | 0.90 | 45.48 |
| 20 | TEXAS INSTRUMENTS INCORPORATED TEXAS INSTRUMENTS ASIA LIMITED TOTAL | 945,494 767 <hr/> 946,261 | 0.73 | 46.21 |
| 21 | TENNECO INC CASE J I COMPANY MONROE AUTO EQUIPMENT COMPANY NEWPORT NEWS INDUSTRIAL CORP NEWPORT NEWS SHPBLDING DRYDOCK TOTAL | 25 26,335 26 11 889,496 <hr/> 915,893 | 0.71 | 46.92 |
| 22 | TEXTRON INC AIRFOIL TEXTRON AVCO CORPORATION AVCO RESEARCH LABORATORY INC BABCO INDUSTRIES INC BELL HELICOPTER INTERNATIONAL BELL HELICOPTER TEXTRON INC CADILLAC GAGE TEXTRON INC EX CELL O CORPORATION H R TEXTRON INC NORWOOD PRECISION PDTS TEXTRON TEXTRON LYCOMING TOTAL | 94,596 2,716 394,593 34,134 2,511 2,647 331,258 12,852 12,769 18,608 956 813 <hr/> 908,453 | 0.70 | 47.62 |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1989

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|--|--|------------------------|-----------------------------------|
| 23 | ALLIED SIGNAL INC ALLIED SIGNAL AEROSPACE CO SIGNAL RESEARCH CENTER INC UOP INC TOTAL | 199,539 705,444 555 101 <hr/> 905,639 | 0.70 | 48.33 |
| 24 | AVONDALE INDUSTRIES INC AVONDALE GULFPORT MARINE TOTAL | 832,161 46,816 <hr/> 878,977 | 0.68 | 49.01 |
| 25 | FMC CORPORATION LINK BELT CONSTRUCTION EQP CO TOTAL | 793,953 1,875 <hr/> 795,828 | 0.61 | 49.63 |
| 26 | GENCORP INC AEROJET AEROJET ELECTRO SYSTEMS AEROJET ORDNANCE AEROJET TECHSYSTEMS TOTAL | 199,525 306,208 280,990 531 1,480 <hr/> 788,734 | 0.61 | 50.24 |
| 27 | LTV CORPORATION AM GENERAL CORPORATION LTV AEROSPACE & DEF CO LTV ENERGY PROD TOTAL | 7,311 215,095 533,167 1,461 <hr/> 757,034 | 0.58 | 50.82 |
| 28 | FORD MOTOR COMPANY BDM CORPORATION BDM INTERNATIONAL INC BDM MANAGEMENT SERVICES CO BDM SERVICES COMPANY FORD AEROSPACE COMMCTIONS CORP TOTAL | 1,474 8,678 154,902 10,516 11,739 566,702 <hr/> 754,011 | 0.58 | 51.41 |
| 29 | FOUNDATION HEALTH CORPORATION TOTAL | 639,309 <hr/> 639,309 | 0.49 | 51.90 |
| 30 | NORTHROP CORPORATION NORTHROP WRLDWIDE AIRCRAFT SVC TOTAL | 556,112 74,967 <hr/> 631,079 | 0.48 | 52.39 |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1989

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|---|--|------------------------|-----------------------------------|
| 31 | MC DONNELL DGLS GEN DYNAMCS JV | <u>620,000</u> | | |
| | TOTAL | 620,000 | 0.48 | 52.87 |
| 32 | BELL BOEING JV | <u>552,173</u> | | |
| | TOTAL | 552,173 | 0.42 | 53.30 |
| 33 | HERCULES INCORPORATED SIMMONDS PRECISION PRODUCTS | 504,280 <u>32,995</u> | | |
| | TOTAL | 537,275 | 0.41 | 53.72 |
| 34 | CFM INTERNATIONAL INC | <u>517,276</u> | | |
| | TOTAL | 517,276 | 0.40 | 54.12 |
| 35 | THIOL CORPORATION OMNECO INC | 513,797 <u>192</u> | | |
| | TOTAL | 513,989 | 0.39 | 54.52 |
| 36 | AMERICAN TELE & TELG COMPANY A T & T COMMUNICATIONS INC A T & T GUILFORD CENTER A T & T INFORMATION SYSTEMS A T & T PARADYNE CORP A T & T TECHNOLOGIES INC BELL TELEPHONE LABS INC WESTERN ELECTRIC SAUDI ARABI | 49,537 4,184 25 36,582 2,039 397,713 60 <u>69</u> | | |
| | TOTAL | 490,209 | 0.38 | 54.90 |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1989

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|--|---|------------------------|-----------------------------------|
| 42 | MORRISON KNUDSEN CORPORATION MK FERGUSON COMPANY MORRISON KNUDSEN COMPANY INC MORRISON KNUDSEN ENGINEERS MORRISON KNUDSEN INTL CO MORRISON KNUDSEN SERVICES INC NATIONAL PROJECTS INC NATIONAL STL SHPBLDING CMPANY WESTERN AIRCRAFT MAINTENANCE TOTAL | 0 183 27,413 7,820 15,524 1,070 5,656 331,719 145 <hr/> 389,530 | 0.30 | 56.87 |
| 43 | MITRE CORPORATION TOTAL | 388,517 <hr/> 388,517 | 0.30 | 57.17 |
| 44 | MOTOROLA INC CODEX CORPORATION MOTOROLA COMMUNICATIONS & ELEC MOTOROLA INFORMATION SYSTEMS TEGAL CORPORATION UNIVERSAL DATA SYSTEMS DEL TOTAL | 362,262 3,358 10,827 1,348 357 102 <hr/> 378,254 | 0.29 | 57.46 |
| 45 | OSHKOSH TRUCK CORPORATION TOTAL | 360,478 <hr/> 360,478 | 0.27 | 57.74 |
| 46 | ATLANTIC RICHFIELD COMPANY ARCO METALS COMPANY ARCO POWER TECHNOLOGY TOTAL | 336,894 27 493 <hr/> 337,414 | 0.26 | 58.00 |
| 47 | PENN CENTRAL CORPORATION G & H TECHNOLOGY INC GK TECHNOLOGIES INCORPORATED MARATHON MFG COMPANY VITRO CORPORATION VITRO SERVICES CORPORATION TOTAL | 182 1,603 1,882 6,532 281,004 42,275 <hr/> 333,478 | 0.25 | 58.26 |
| 48 | JOHNS HOPKINS UNIVERSITY TOTAL | 328,231 <hr/> 328,231 | 0.25 | 58.52 |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1989

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|--|---|------------------------|-----------------------------------|
| 49 | TELEDYNE INC TELEDYNE EXPLORATION CO TELEDYNE INDUSTRIES INC TOTAL | 2,287 52 317,615 ----- 319,964 | 0.24 | 58.77 |
| 50 | DYNCORP DYNAIR AVIATION GROUP DYNAIR SYSTEM SERVICES DYNASPAN SERVICES COMPANY DYNCORP APPLIED TECHNOLOGY ITS INTERNATIONAL SERVICE GMBH SEA MOBILITY INC TOTAL | 250,703 857 1,052 22,913 22,199 5,607 8,772 ----- 312,103 | 0.24 | 59.01 |
| 51 | SEQUA CORPORATION ATLANTIC RESEARCH CORPORATION CHROMALLOY GAS TURBINE CORP CHROMALLOY PRECISION PRODUCTS JANUS SYSTEMS TOTAL | 131,091 123,139 55,502 68 ----- 310,858 | 0.24 | 59.25 |
| 52 | ROYAL DUTCH PETROLEUM COMPANY PHIPINAS SHELL PETROLEUM SCALLOP CORP SHELL EASTERN PETROLEUM PTE LT SHELL INTERNATIONAL PETROLEUM SHELL NEDERLAND RAFFINADERE SHELL OIL COMPANY SHOWA SHELL SEIKYU K K TOTAL | 0 90 37,055 54 173 26,038 240,665 2,170 ----- 306,245 | 0.23 | 59.49 |
| 53 | EXXON CORPORATION ESSO AG ESSO STANDARD OIL SA LTD EXXON SHIPPING CO IMPERIAL OIL CO INC TOTAL | 282,196 7,009 460 176 ----- 306,219 | 0.23 | 59.72 |
| 54 | EATON CORPORATION ADDINGTON LABORATORIES INCORPO AMERICAN NUCLEONICS CORP EATON CONSOLIDATED CONTROLS EATON KENWAY INCORPORATED PACIFIC SIERRA RESEARCH CORP TOTAL | 291,732 41- 645 1,592 429 ----- 304,494 | 0.23 | 59.96 |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1989

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|---|--|------------------------|-----------------------------------|
| 55 | CHEVRON CORPORATION CHEVRON U S A INC TOTAL | 0 <u>303,250</u> 303,250 | 0.23 | 60.20 |
| 56 | AEROSPACE CORPORATION TOTAL | <u>301,430</u> 301,430 | 0.23 | 60.43 |
| 57 | HARRIS CORPORATION INTERSIL INC LANIER BUSINESS PRODUCTS INC LANIER WORLDWIDE INC TOTAL | 277,186 3,528 3,144 <u>2,309</u> 286,167 | 0.22 | 60.65 |
| 58 | E SYSTEMS INC SERV AIR INC TOTAL | 206,288 <u>77,747</u> 284,035 | 0.22 | 60.87 |
| 59 | COMPUTER SCIENCES CORPORATION TOTAL | <u>249,550</u> 249,550 | 0.19 | 61.06 |
| 60 | JOHNSON CONTROLS INC TOTAL | <u>245,922</u> 245,922 | 0.19 | 61.26 |
| 61 | EMERSON ELECTRIC CO AUTOMATIC SWITCH COMPANY BECKMAN INDUSTRIAL CORP ELECTRONIC NAVIGATION INDS EMERSON POWER TRANSMISSION CO FLOW TECHNOLOGY INC HAZELTINE CORPORATION KRAUTKRAMER BRANSON INC LIEBERT CORPORATION MIDWEST COMPONENTS INC RANTEC DIV EMERSON ELEC CO ROSEMOUNT INC ROSEMOUNT OFFICE SYSTEMS INC SOUTHWEST MOBILE SYSTEMS CORP VACCO INDUSTRIES TOTAL | 139,125 357 401 457 109 257 45,276 100 3,183 86 36 15,387 637 32,710 <u>2,831</u> 240,952 | 0.18 | 61.44 |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1989

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|--|---|------------------------|-----------------------------------|
| 62 | ASTRONAUTICS CORP AMERICA KEARFOTT GUIDANCE NAVIG CORP TOTAL | 31,139 <u>193,765</u> 224,904 | 0.17 | 61.62 |
| 63 | PHILIPS GLOEILAMPENFABRIEKEN AIRPAX CORP GENERAL ATRONICS CORP MAGNAVOX COMPANY INC MAGNAVOX GOVT & INDSTR ELCTR MAGNAVOX OVERSEAS LTD NEW ENGLAND RESEARCH CENTER NORTH AMERICAN PHILIPS CORP PHILIPS COMPNTS DSCRTE PRD DIV PHILIPS CONSUMER ELECTRONICS PHILIPS ELECTRONIC INSTRUMENTS PHILIPS INFORMATION SYSTEMS CO PHILIPS INTERNATIONAL BV PHILIPS LIGHTING CO PHILIPS MEDICAL SYS NO AMERICA SIGNETICS CO TOTAL | 29 1,376 2,499 307 204,371 203 650 551 239 82 5,046 36 798 994 3,164 <u>141</u> 220,486 | 0.17 | 61.79 |
| 64 | MASON COMPANY THE MASON & HANGER ENGINEERING MASON CHAMBERLAIN INC MASON HANGER SILAS MASN INC WV TOTAL | 0 2,051 138,905 <u>77,636</u> 218,592 | 0.16 | 61.96 |
| 65 | BATH HOLDING CORPORATION BATH IRON WORKS CORPORATION TOTAL | 0 <u>217,783</u> 217,783 | 0.16 | 62.13 |
| 66 | COASTAL CORPORATION THE BELCHER NEW ENGLAND INC BELCHER OIL CO OF NEW YORK BELCHER OIL COMPANY COASTAL EAGLE PT OIL COMPANY COASTAL REFINING & MARKETING MOUNTAIN INDUS GAS COMPANY PACIFIC REFINING COMPANY TOTAL | 0 9,527 4,800 4,278 3,436 183,909 1,981 <u>6,470</u> 214,401 | 0.16 | 62.29 |
| 67 | PETERSON BUILDERS INC TOTAL | <u>212,854</u> 212,854 | 0.16 | 62.46 |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1989

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|---|--|------------------------|-----------------------------------|
| 68 | CONTROL DATA CORPORATION CONTROL DATA CANADA LIMITED TOTAL | 207,982 <u>3,044</u> 211,026 | 0.16 | 62.62 |
| 69 | ZENITH ELECTRONICS CORPORATION VERITECHNOLOGY ELECTRONICS ZENITH DATA SYSTEMS CORP TOTAL | 165,893 5,021 <u>37,708</u> 208,622 | 0.16 | 62.78 |
| 70 | ROLLS ROYCE PLC ROLLS ROYCE INC TOTAL | 823 <u>206,755</u> 207,578 | 0.16 | 62.94 |
| 71 | MONTEDISON SPA INTERMARINE U S A SELM SERVIZI ELETTRICI MONTEDI TOTAL | 0 111,482 <u>85,005</u> 196,487 | 0.15 | 63.10 |
| 72 | C A E INDUSTRIES LTD ALLEN CORPORATION OF AMERICA TOTAL | 181,617 <u>2,741</u> 184,358 | 0.14 | 63.24 |
| 73 | BLACK & DECKER CORPORATION THE ADVANCED TECHNOLOGY INC EMHART INDUSTRIES INC PLANNING RESEARCH CORPORATION TOTAL | 0 95,234 113 <u>87,108</u> 182,455 | 0.14 | 63.38 |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1989

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|--|--|------------------------|-----------------------------------|
| 78 | MIP INSTANDSETZUNGSBETRIC TOTAL | <u>165,467</u> 165,467 | 0.12 | 64.03 |
| 79 | SMITHS INDUSTRIES PLC AERO ELECTRIC CONNECTOR CO THE SIMS INC SMITHS INDUSTRIES INC USA TIMES MICROWAVE SYSTEMS INC TOTAL | 0 165 42 162,402 <u>731</u> 163,340 | 0.12 | 64.16 |
| 80 | ARVIN INDUSTRIES INC CALSPAN CORPORATION SYSTEMS RESEARCH LABORATORIES TOTAL | 0 80,960 <u>81,185</u> 162,145 | 0.12 | 64.29 |
| 81 | CHRYSLER CORPORATION ACUSTAR INC CHRYSLER MOTORS CORPORATION CHRYSLER TECHNOLOGIES ARBRN SY GULFSTREAM AEROSPACE CORP DEL GULFSTREAM AEROSPACE CORP GA PENTASTAR ELECTRONICS INC TOTAL | 0 64 412 127,974 293 20,972 <u>10,789</u> 160,504 | 0.12 | 64.41 |
| 82 | CSX CORPORATION JEFFBOAT INCORPORATED SEA-LAND SERVICE INC TOTAL | 0 89 <u>159,820</u> 159,909 | 0.12 | 64.53 |
| 83 | CONTEL CORPORATION AMERICAN SATELLITE COMPANY CONTEL FEDERAL SYSTEMS INC CONTEL OF CALIFORNIA INC INDEPENDENT COMMUNICATIONS TOTAL | 7,075 104,725 46,014 373 <u>1,563</u> 159,750 | 0.12 | 64.66 |
| 84 | MOBIL CORPORATION MOBIL OIL HONG KONG LTD MOBIL OIL ITALIANA SPA TOTAL | 159,445 92 <u>58</u> 159,595 | 0.12 | 64.78 |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1989

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|---|---|--|---|
| 85 | EASTMAN KODAK COMPANY CYCLOTOMICS INC DATATAPE INCORPORATED EASTMAN TECHNOLOGY INC EIKONIX CORPORATION HOLSTON DEFENSE CORPORATION STERLING DRUG INC STERLING PRODUCTS INTL WINTHROP PRODUCTS INC TOTAL | 51,109 29 5,843 50 69 96,980 149 1,228 57 <hr/> 155,514 | 0.12 | 64.90 |
| 86 | AMOCO CORPORATION AMOCO PERFORMANCE PRODUCTS AMOCO TECHNOLOGY CO SOLAREX CORP TOTAL | 148,459 792 200 52- <hr/> 149,399 | 0.11 | 65.02 |
| 87 | DRAPER CHARLES STARK LAB INC TOTAL | <hr/> 140,640 | 0.10 | 65.13 |
| 88 | LOGICON INC EAGLE TECHNOLOGY INC R & D ASSOCIATES TOTAL | 73,997 22,039 41,716 <hr/> 137,752 | 0.10 | 65.23 |
| 89 | BECHTEL GROUP INC BECHTEL CONSTRUCTION CORP BECHTEL NATIONAL INC BECHTEL OPERATING SVCS CORP BECHTEL SOFTWARE INC BECON SERVICES CORPORATION PMB SYSTEMS ENGINEERING INC TOTAL | 27,828 20,629 86,047 287 62 951 46 <hr/> 135,850 | 0.10 | 65.34 |
| 90 | ITT & VARO JV TOTAL | <hr/> 133,436 | 0.10 | 65.44 |
| 91 | SUNDSTRAND CORPORATION FALK CORPORATION THE SIGNATRON INC SULLAIR CORPORATION SUNDSTRAND DATA CONTROL INC SUNDSTRAND SERVICE CORPORATION TOTAL | 123,308 40 1,378 1,267 5,500 244 <hr/> 131,737 | 0.10 | 65.55 |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1989

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|---|---|------------------------|-----------------------------------|
| 92 | NAVCOM DEFENSE ELECTRONICS INC | <u>127,904</u> | | |
| | TOTAL | 127,904 | 0.09 | 65.64 |
| 93 | HEWLETT PACKARD COMPANY HEWLETT PACKARD GMBH VERTRIEBS | <u>122,749</u> 405 | | |
| | TOTAL | 123,154 | 0.09 | 65.74 |
| 94 | DELTA DNTL PLAN OF CALIFORNIA | <u>120,508</u> | | |
| | TOTAL | 120,508 | 0.09 | 65.83 |
| 95 | BRUNSWICK CORPORATION | <u>120,422</u> | | |
| | TOTAL | 120,422 | 0.09 | 65.93 |
| 96 | FORSTMANN LITTLE & CO FL AEROSPACE CORP HYPERION INDUSTRIES CORP LEAR SIEGLER DVERSPED HOLDINGS PEABODY BARNES INC PEABODY FLOWAY INC PTC AEROSPACE PULLMAN COMPANY THE | 0 <u>18,152</u> 657 99,329 580 238 165 243 | | |
| | TOTAL | 119,364 | 0.09 | 66.02 |
| 97 | PHILIP MORRIS COMPANIES INC ALL AMERICAN GOURMET CO THE GENERAL FOODS CORPORATION KRAFT INC MAYER OSCAR FOODS CORPORATION | 63,943 69 <u>36,955</u> 7,497 9,625 | | |
| | TOTAL | 118,089 | 0.09 | 66.11 |
| 98 | CONTINENTAL MARITIME INDS CONTINENTAL MARITIME OF SAN DIEGO | 33,818 <u>82,791</u> | | |
| | TOTAL | 116,609 | 0.09 | 66.20 |
| 99 | GENERAL INSTRUMENT CORP DEL E M SYSTEMS INC | 113,338 <u>1,865</u> | | |
| | TOTAL | 115,203 | 0.08 | 66.29 |

TABLE 2 (CONCLUDED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1989

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|-------------------------------|----------------------------|------------------------|-----------------------------------|
| 100 | NISSHIN SERVICE CO LTD | <u>109,861</u> | | |
| | TOTAL | 109,861 | 0.08 | 66.38 |