

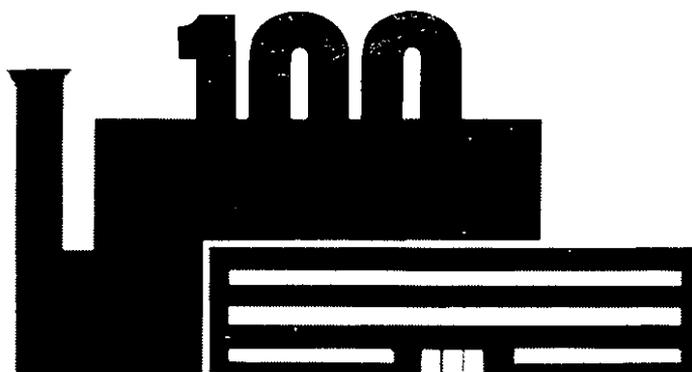
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100 COMPANIES RECEIVING THE LARGEST DOLLAR VOLUME OF PRIME CONTRACT AWARDS Fiscal Year 1987

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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) 1987. 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 \$142.5 billion during FY 1987, \$3.2 billion less than in FY 1986. The 100 firms and their subsidiaries receiving the largest amount of DoD contracts in FY 1987 received \$95.4 billion or 66.9 percent of this amount, primarily for aircraft, missile/space systems, ships, and electronics & communications equipment. In FY 1986 the top 100 companies received \$98.6 billion or 67.7 percent of all awards.

Table A below shows that the first five companies received 21.2 percent of the total received by all companies in FY 1987, compared with 22.0 percent during FY 1986. The company ranked as number one during FY 1987, McDonnell Douglas Corporation, received awards totaling \$7.7 billion, compared with awards totaling \$8.0 billion for the number one company in FY 1986. The smallest total amount received by a company in the FY 1987 list was \$122 million, compared with \$149 million in FY 1986.

Table A

COMPANY POSITION	Percent of Total			
	FY 1987	FY 1986	FY 1985	FY 1984
1st	5.4%	5.5%	5.9%	5.7%
2nd	4.9	4.7	4.9	4.7
3rd	4.1	4.5	4.2	4.5
4th	3.9	3.8	3.9	3.7
5th	2.9	3.5	3.6	3.4
TOTAL 1-5	21.2	22.0	22.5	22.0
6-10	12.7	13.1	12.1	12.4
11-25	16.6	14.9	16.4	16.1
TOTAL 1-25	50.5	50.0	51.0	50.5
26-50	9.3	9.8	11.3	10.5
51-75	4.6	4.8	4.7	5.0
76-100	2.5	3.1	3.1	3.1
TOTAL 1-100	66.9%	67.7%	70.1%	69.1%

Changes in the Top 100 Companies, FY 1986 To FY 1987

Seventeen companies who did not appear on the list last year are among the top 100 companies this year. (See Table B below.) Of these, one appears in position 67, and the balance between 75 and 100. The companies who appeared on the FY 1986 list who do not appear on this year's list are also shown in Table 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.

Table B

Companies Listed in FY 1987 But not in FY 1986	Companies Listed in FY 1986 But not in FY 1987
AEL Industries, Inc. Arvin Industries, Inc. Bollinger Machine Shop & Shipyard, Inc. Capital Marine Corp.. Clabir Corp. Contel Corp. Cray Research, Inc. Cubic Corp. Day & Zimmerman, Inc. Duchossois Enterprises, Inc. Kaman Corp. Logicon, Inc. Mason Co., The Mip Instandsetzungsbetrie Sequa Corp. Tiger International, Inc. Xerox Corp.	Amerada Hess Corp. Ashland Oil, Inc. Bahrain National Oil Brunswick Corp. Burroughs Corp. <u>1/</u> ElectroSpace Systems, Inc. <u>2/</u> Gates Corp., The Goodyear Tire & Rubber Co. <u>3/</u> Holly Corp. IIT & Varo, Joint Venture Lear Siegler Corp. <u>4/</u> Pacific Resources, Inc. Sanders Associates <u>5/</u> Soberbio, Inc. Sperry Corp. <u>1/</u> Steuart Investment Co., Inc. Sun Co., Inc. Texaco, Inc. Transamerica Corp.

1/ Burroughs Corp. acquired Sperry Corp., and the name is now Unisys Corp.

2/ ElectroSpace Systems was acquired by Chrysler Corp.

3/ Goodyear Aerospace, a major subsidiary of Goodyear Tire & Rubber Co. was acquired by Loral Corp.

4/ Lear Siegler was acquired by Forstmann Little & Co.

5/ Sanders Associates was acquired by Lockheed Corp.

Some of other major changes during this year were the acquisition of Bath Iron Works by Gibbons, Green Van Amerongen; the merger of Hazeltine Corp. with Emerson Electric Co.; the divestiture of Reliance Electric Co. by Exxon Corp.; and the name changes of Dynalectron Corp. to Dyncorp, and Sun Chemical Corp. to Sequa 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 Table 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 table, it has been assigned to "Aircraft", the procurement category accounting for its largest dollar volume of DoD contract awards.

Table C

Procurement Category	Number of Companies		
	FY 1987	FY 1986	Change
Aircraft	18	20	-2
Missiles	13	12	+1
Ships	7	5	+2
Tank-Automotive	5	4	+1
Ammunition	8	6	+2
Electronics	28	26	+2
Services	12	7	+5
Construction	0	1	-1
Petroleum	8	17	-9
Weapons	1	1	-
Subsistence	0	0	-
All Other	0	1	-1

Top 10 Companies

The top 10 companies during FY 1987 are listed in Table D by rank, along with its FY 1986 rank and the dollar value of the awards it received in both FY 1986 and FY 1987. Table E (page 5) describes the major products of these 10 companies.

Table D

RANK		COMPANY NAME	AWARDS (In Billions)	
1987	1986		1987	1986
1	3	McDonnell Douglas Corp.	\$7.7	\$6.6
2	1	General Dynamics Corp..	7.0	8.0
3	2	General Electric Co.	5.8	6.8
4	6	Lockheed Corp.	5.6	4.9
5	5	General Motors Corp.	4.1	5.1
6	7	Raytheon Co.	3.8	4.1
7	11	Martin Marietta Corp.	3.7	2.9
8	9	United Technologies Corp.	3.6	3.5
9	8	Boeing Co.	3.5	3.6
10	10	Grumman Corp.	3.4	3.0

Table E

<u>COMPANY</u>	<u>MAJOR PRODUCTS</u>
1. McDonnell Douglas Corp.	F-18 HORNET, F-15 EAGLE, AH-64 APACHE, AV-8 HARRIER, and KC-10 EXTENDER aircraft. TOMAHAWK and HARPOON missile systems. RDT&E for aircraft, missile/space systems and electronics/communication equipment.
2. General Dynamics Corp.	F-16 FALCON fighter aircraft. M-1 tank. Nuclear submarines. TOMAHAWK, SPARROW and RIM-66 standard missile systems. MK-15 close-in weapon system.
3. General Electric Co.	F-100, T-700, F-110, F-111, and TF-39 turbofan and turbojet engines. Nuclear reactors for submarines. MX-Missile. Underwater sound equipment. Transmission components for M-2 infantry fighting vehicles. RDT&E for missile/space systems, ships, aircraft and electronics/communication equipment. Construction-Radar & Navigation, Facilities
4. Lockheed Corp.	C-5 GALAXY, C-130 HERCULES and P-3 ORION aircraft. RDT&E for missile/space systems, aircraft, and electronics/communication equipment.
5. General Motors Corp.	MAVERICK, TOW, PHOENIX, and AMRAAM Missile systems. T-56 aircraft engines. Guided missile systems for F-14 and F-18 fighter aircraft. MATCALs (Marine Air Traffic Control and Landing System). Components MK-48 Torpedo.
6. Raytheon Co.	PATRIOT, HAWK, TRIDENT, AMRAAM, and SPARROW missile systems and components. RDT&E electronics/communication equipment. Underwater Sound Equipment.
7. Martin Marietta Corp.	RDT&E for MX and TITAN missile systems, A-64 APACHE aircraft. Miscellaneous aircraft accessories and components. Ammunition.

Table E (Concluded)

<u>COMPANY</u>	<u>MAJOR PRODUCTS</u>
8. United Technologies Corp.	F-100, J-52 and TF-30 aircraft engines. UH-60 BLACKHAWK, CH-53 SEA STALLION and SH-60 SEAHAWK helicopters. Tech/Representative services for space vehicles.
9. Boeing Co., Inc. The	RDT&E for B 1 and VSX aircraft, Ballistics Missile Defense System, weapons, and various electronics. M&R, miscellaneous equipment, management services, etc. for B-52 STRATOFORTRESS, C-135 STRATOLIFTER, E-3A, and A-6 INTRUDER aircraft. CH-47 CHINOOK helicopter. MX-missile components and subsystems
10. Grumman Corp.	F-14 TOMCAT, E-2 HAWKEYE, A-6 INTRUDER, EA-6B PROWLER, and C-2 GREYHOUND aircraft. RDT&E for aircraft, and electronics/ communication equipment.

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

FISCAL YEAR 1987

R A N K	PARENT COMPANY	R A N K	PARENT COMPANY
99	AEL INDUSTRIES INC	69	HEWLETT-PACKARD COMPANY
51	AEROSPACE CORPORATION THE	15	HONEYWELL INC
25	ALLIED-SIGNAL INC	16	INTERNATIONAL BUS MCHS CORP
33	AMERICAN TELE & TELG COMPANY	24	ITT CORPORATION
85	AMOCO CORPORATION	47	JOHNS HOPKINS UNIVERSITY
81	ARVIN INDUSTRIES INC	67	KAMAN CORPORATION
61	ATLANTIC RICHFIELD COMPANY	14	LITTON INDUSTRIES INC
62	AVONDALE INDUSTRIES INC	4	LOCKHEED CORPORATION
74	BDM INTERNATIONAL, INC	91	LOGICON INC
44	BELL BOEING JV	32	LORAL CORPORATION
9	BOEING COMPANY THE	20	LTV CORPORATION THE
97	BOLLINGER MCH SP & SHIPYARD	7	MARTIN MARIETTA CORPORATION
98	CAPITAL MARINE CORP	87	MASON COMPANY THE
39	CFM INTERNATIONAL INC	41	MASSACHSTTS INST OF TCHNOLOGY
45	CHEVRON CORPORATION	1	MC DONNELL DOUGLAS CORPORATION
63	CHRYSLER CORPORATION	75	MIP INSTANDSETZUNGSBETRIC
93	CLABIR CORPORATION	48	MITRE CORPORATION THE
79	COASTAL CORPORATION	95	MOBIL CORPORATION
92	COLT INDUSTRIES INC	34	MORRISON KNUDSEN CORPORATION
42	COMPUTER SCIENCES CORPORATION	30	MORTON THIOKOL INC
90	CONTEL CORPORATION	83	MOTOR OILS HELLAS CORINTH REFI
66	CONTROL DATA CORPORATION	36	MOTOROLA INC
86	CRAY RESEARCH INC	23	NORTHROP CORPORATION
76	CUBIC CORPORATION	50	OLIN CORPORATION
82	DAY & ZIMMERMANN INC	49	OSHKOSH TRUCK CORPORATION
70	DIGITAL EQUIPMENT CORPORATION	54	PAN AM CORPORATION
71	DRAPER CHARLES STARK LAB INC	55	PENN CENTRAL CORPORATION
78	DUCHOSSOIS ENTERPRISES INC	35	PHILIPS GLOEILAMPENFABRIEKEN
56	DYNACORP (INC)	6	RAYTHEON COMPANY
60	E SYSTEMS INC	12	ROCKWELL INTERNATIONAL CORP
73	EASTMAN KODAK COMPANY	64	ROLLS-ROYCE PLC
38	EATON CORPORATION	40	ROYAL DUTCH PETROLEUM COMPANY
43	EMERSON ELECTRIC CO	59	SCIENCE APPLICATIONS INTL CORP
52	EXXON CORPORATION	88	SEQUA CORPORATION
80	FIGGIE INTERNATIONAL INC	27	SINGER COMPANY THE
28	FMC CORPORATION	100	SUNDSTRAND CORPORATION
37	FORD MOTOR COMPANY	46	TELEDYNE INC
68	FORSTMANN LITTLE & CO	13	TENNECO INC
26	GENCORP INC	22	TEXAS INSTRUMENTS INCORPORATED
2	GENERAL DYNAMICS CORPORATION	18	TEXTRON INC
94	GENERAL ELECTRIC CO P.L.C.	84	TIGER INTERNATIONAL INC
3	GENERAL ELECTRIC COMPANY	96	TODD SHIPYARDS CORPORATION
5	GENERAL MOTORS CORPORATION	65	TRACOR INC
29	GIBBONS GREEN VAN AMERONGEN	21	TRW INC
77	GOULD INC	11	UNISYS CORPORATION
10	GRUMMAN CORPORATION	72	UNITED INDUSTRIAL CORPORATION
19	GTE CORPORATION	8	UNITED TECHNOLOGIES CORP
57	HARRIS CORPORATION	17	WESTINGHOUSE ELECTRIC CORP
58	HARSCO CORPORATION	89	XEROX CORPORATION
31	HERCULES INCORPORATED	53	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 1987

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
	TOTAL	142,482,708	100.00	100.00
	TOTAL, 100 COMPANIES/SUBSIDIARIES	95,354,394	66.92	66.92
1	MC DONNELL DOUGLAS CORPORATION MC DONNELL DOGLS TRNNG SYSTMS MC DONNELL DOUGLAS HELICOPTER MC DONNELL DOUGLAS INCO INC TYMNET MC DNNL DGLS NTWK VITEK SYSTEMS INC	6,820,562 11,074 868,804 14,070 533 200 <hr/> 7,715,243	5.41	5.41
	TOTAL			
2	GENERAL DYNAMICS CORPORATION CESSNA AIRCRAFT COMPANY (INC) HELAVA ASSOCIATES INC	7,016,782 23,934 240 <hr/> 7,040,956	4.94	10.35
	TOTAL			
3	GENERAL ELECTRIC COMPANY CALMA COMPANY CANADIAN GENERAL ELECTRIC CO ELANO CORPORATION GENERAL ELECTRIC CERAMICS INC INTERSIL INC MANAGMENT TCHNCAL SVCS CMPNY RCA BASE SUPPORT SERVICES INC RCA CORPORATION RCA GLOBAL COMMUNICATIONS INC REUTER STOKES CANADA LIMITED REUTER-STOKES INC DEL SADELMI NEW YORK INC	4,641,744 1,329 9,069 721 28 200 11,877 2,254 1,123,825 10,565 33 77 73 <hr/> 5,801,795	4.07	14.42
	TOTAL			
4	LOCKHEED CORPORATION ANALYTYX ELECTRONIC SYSTEMS, LOCKHEED AEROMOD CENTER INC LOCKHEED ELECTRONICS COMPANY LOCKHEED ENGRG & MGT SVCS CO LOCKHEED MISSILES & SPACE CO LOCKHEED SHIPBUILDING CO LOCKPORT MARINE COMPANY METIER INC MURDOCK ENGINEERING COMPANY SANDERS ASSOCIATES INC	2,824,105 2,684 7,091 57,447 3,162 2,227,548 173,833 438 2,791 1,597 272,851 <hr/> 5,573,547	3.91	18.34
	TOTAL			

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

FISCAL YEAR 1987

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
5	GENERAL MOTORS CORPORATION ADAM OPEL AKTIENGESELLSCHAFT 81 ELECTRONIC DATA SYSTEMS CORP 213,999 GENERAL MOTORS OF CANADA LTD 38 HUGHES AIRCRAFT COMPANY 3,177,182 OKINAWA GM CORP 87 TOTAL	690,336 4,081,723	 2.86	 21.20
6	RAYTHEON COMPANY AMANA REFRIGERATION INC 1,038 BEECH AEROSPACE SERVICES INC 65,375 BEECH AIRCRAFT CORPORATION 73,792 CEDAR RAPIDS INC 162 HANGAR ONE INC 355 INDIANA BEECHCRAFT INC 194 MACHLETT LABORATORIES INC 1,235 RAYTHEON GULF SYSTEMS COMPANY 100 RAYTHEON MIDDLE E SYSTEMS CO 75 RAYTHEON SERVICE COMPANY 91,443 RAYTHEON TECH ASST CO 11,485 RAYTHN MDTRRN SSTMS CMPNY 12,546 SEDCO SYSTEMS INC 3,058 SPEED QUEEN COMPANY 48 SWITCHCRAFT INC 426 UNITED ENGINEERS & CONSTRS 20,116 TOTAL	3,538,536 3,819,984	 2.68	 23.88
7	MARTIN MARIETTA CORPORATION TOTAL	3,726,483 3,726,483	 2.61	 26.50
8	UNITED TECHNOLOGIES CORP CARRIER CORPORATION 2,146 CARRIER INTERNATIONAL CORP 90 ELLIOTT TURBOMACHINERY CO INC 2,169 ESSEX GROUP, INC. 966 HAMILTON STANDARD ELECTRONICS 662 HAMILTON STANDARDS STORK BV 261 HAMILTON TEST SYSTEMS INC 148 NORDEN SYSTEMS INC 129,104 OTIS ELEVATOR COMPANY 953 PRATT & WHITNEY CANADA INC 26 SIKORSKY SUPPORT SERVICES INC 100,936 TURBO POWER & MARINE SYSTEMS 566 U S B I BOOSTER PRODUCTION CO 1,400 UNITED SPACE BOOSTERS, INC 914 UNITED TECH AUTO HLDNGS INC 1,352 TOTAL	3,345,329 3,587,022	 2.51	 29.01

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

FISCAL YEAR 1987

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
9	BOEING COMPANY THE ARGOSYSTEMS INC B E & C ENGINEERS INC HYDRAULIC UNITS INCORPORATED TOTAL	3,510,461 35,041 103 <u>1,738</u> 3,547,343	 2.48	 31.50
10	GRUMMAN CORPORATION GRUMMAN AEROSPACE CORPORATION GRUMMAN DATA SYSTEMS CORP TOTAL	13,129 3,368,825 <u>10,760</u> 3,392,714	 2.38	 33.88
11	UNISYS CORPORATION BURROUGHS DEVTSCHCAND GMBH BURROUGHS LTD BURROUGHS MACHINES LTD S D C INTEGRATED SERVICES SPERRY CORPORATION SYSTEM DEVELOPMENT CORPORATION TOTAL	403,080 91 53 70 50 1,741,978 <u>122,589</u> 2,267,911	 1.59	 35.48
12	ROCKWELL INTERNATIONAL CORP ALLEN-BRADLEY COMPANY COLLINS INTERNATIONAL SV CO ROCKWELL GRAPHIC SYSTEMS DEL ROCKWELL TELECOMMUNICATIONS INC TOTAL	1,846,626 984 389,974 85 <u>178</u> 2,237,847	 1.57	 37.05
13	TENNECO INC CASE J I COMPANY MONROE AUTO EQUIPMENT COMPANY NEWPORT NEWS INDUSTRIAL CORP NEWPORT NEWS SHPBLDING DRYDOCK TENNECO OIL COMPANY TENNECO PTE LTD TOTAL	0 45,172 31 1,150 2,006,190 135 <u>263</u> 2,052,941	 1.44	 38.49
14	LITTON INDUSTRIES INC ITEK CORPORATION LITEF (LITTON TECHNISCHE WERKE LITTON ARROW PRODUCTS LITTON INDUSTRIAL PRODUCTS INC LITTON SYSTEMS INC TECHNOGRAPHICS FITCHBURG CO TOTAL	74,980 423,213 785 94 710 1,534,220 <u>1,395</u> 2,035,397	 1.42	 39.92

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

FISCAL YEAR 1987

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
15	HONEYWELL INC HONEYWELL FEDERAL SYSTEMS INC HONEYWELL-TURKI ARABIA LIMITED HYDRO PRODUCTS INC TETRA TECH INC TOTAL	1,778,385 198,859 2,720- 723 32,746 <hr/> 2,007,993	1.40	41.33
16	INTERNATIONAL BUS MCHS CORP I B M WORLD TRADE CORPORATION TOTAL	1,820,936 689 <hr/> 1,821,625	1.27	42.60
17	WESTINGHOUSE ELECTRIC CORP T S C INC TCOM CORP UNIMATION INC XETRON CORPORATION TOTAL	1,574,816 7,391 575 39 1,302 <hr/> 1,684,123	1.18	43.79
18	TEXTRON INC ACE INDUSTRIES INC AIRFOIL TEXTRON INC AVCO CORPORATION BABCO INDUSTRIES INC BELL HELICOPTER TEXTRON INC BRYANT GRINDER CORPORATION CADILLAC GAGE COMPANY EX-CELL-O CORPORATION H R TEXTRON INC NORWOOD PRECISION PRODUCTS INC TOTAL	246,415 629 6,684 914,994 4,195 252,634 271 41,251 44,570 30,693 4,013 <hr/> 1,546,349	1.08	44.87

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

FISCAL YEAR 1987

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
29	GIBBONS GREEN VAN AMERONGEN BATH IRON WORKS CORPORATION LADISH CO INC TOTAL	0 720,277 750 <hr/> 721,027	0.50	52.72
30	MORTON THIKOL INC C V D INCORPORATED TOTAL	705,286 555 <hr/> 705,841	0.49	53.22
31	HERCULES INCORPORATED CHAMPLAIN CABLE CORP HERCULES DEFENSE ELECT SYS INC SIMMONDS INDUSTRIES INC SIMMONDS PRECISION PRODUCTS TOTAL	661,272 120 300 1,690 30,211 <hr/> 693,593	0.48	53.70
32	LORAL CORPORATION CONIC CORPORATION FREQUENCY SOURCES INC FREQUENCY WEST INC LORAL ELECTRO-OPTICAL SYSTEMS LORAL HYCOR INC LORAL RANDTRON SYSTEMS LORAL SOUTHCOM INTERNATIONAL LORAL/ROLM MIL-SPEC COMPUTERS NARDA MICROWAVE CORPORATION TOTAL	548,272 6,552 967 137 85,487 22,028 7,137 42 19,651 1,383 <hr/> 691,656	0.48	54.19
33	AMERICAN TELE & TELG COMPANY A T & T INFORMATION SYSTEMS A T & T TECHNOLOGIES INC A T & T TELETYPE CORP DEL AMERICAN TELE & CONSULTING SV SANDIA CORPORATION WESTERN ELECTRIC SAUDI ARABI TOTAL	163,953 99,473 371,471 2,846 50 2,669 174 <hr/> 640,636	0.44	54.64
34	MORRISON KNUDSEN CORPORATION MK-FERGUSON COMPANY MORRISON KNUDSEN ENGINEERS MORRISON-KNUDSEN COMPANY INC MORRISON-KNUDSEN INTL CO NATIONAL PROJECTS INC NATIONAL STL SHPBLDING CMPNY NATIONAL STRUCTURES INC WESTERN AIRCRAFT MAINTENANCE TOTAL	0 27,164 19,050 46,807 6,271 40,290 473,619 24,043 30 <hr/> 637,274	0.44	55.09

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

FISCAL YEAR 1987

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
40	ROYAL DUTCH PETROLEUM COMPANY PHIPINAS SHELL PETROLEUM SCALLOP CORP SHELL CO OF HONG KONG LTD THE SHELL CO OF THE ISLANDS SHELL EASTERN PETROLEUM PTE LT SHELL INTERNATIONAL PETROLEUM SHELL OIL COMPANY SHOWA SHELL SEIKYU K K TOTAL	0 86 116,046 132 29,683 3,443 2,126 267,430 <u>1,412</u> 420,358	0.29	57.21
41	MASSACHSTTS INST OF TCHNOLOGY TOTAL	<u>411,483</u> 411,483	0.28	57.50
42	COMPUTER SCIENCES CORPORATION TOTAL	<u>389,089</u> 389,089	0.27	57.78
43	EMERSON ELECTRIC CO AUTOMATIC SWITCH COMPANY BECKMAN INDUSTRIAL CORP BRANSON INTL PLASMA CORP CHANCE A B CO COMPUTER POWER SYSTEMS CORP ELECTRONIC NAVIGATION INDUSTS EMERSON POWER TRANSMISSION CO FLOW TECHNOLOGY INC HAZELTINE CORPORATION KAY RAY INC PA KRAUTKRAMER-BRANSON LIEBERT CORPORATION THE NATIONAL SONICS CORPORATION ROSEMOUNT INC SOUTHWEST MOBILE SYSTEMS CORP SWECO INC VACCO INDUSTRIES XOMOX CORPORATION TOTAL	161,388 1,721 2,689 67 152 215 39 70 125 136,203 719 135 1,379 28 12,970 47,938 76 8,991 <u>391</u> 375,296	0.26	58.04
44	BELL BOEING JV TOTAL	<u>375,273</u> 375,273	0.26	58.30
45	CHEVRON CORPORATION CHEVRON INTERNATIONAL OIL CO CHEVRON U S A INC GA TECHNOLOGIES INC TOTAL	976 991 342,720 <u>20,731</u> 365,418	0.25	58.56

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

FISCAL YEAR 1987

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
46	TELEDYNE INC TARGET ROCK CORPORATION TELEDYNE AEROSPACE SYSTEMS TELEDYNE BROWN ENGINEERING TELEDYNE ENERGY SYSTEMS TELEDYNE EXPLORATION COMPANY TELEDYNE HYDRA POWER TELEDYNE INDUSTRIES INC TELEDYNE KINETICS TELEDYNE PHILBRICK TELEDYNE POWDER ALLOYS TELEDYNE REPUBLIC MFG TOTAL	204,621 279 686 160 1,752 274 192 150,909 32 116 61 282 <hr/> 359,364	0.25	58.81
47	JOHNS HOPKINS UNIVERSITY TOTAL	<hr/> 356,007 356,007	0.24	59.06
48	MITRE CORPORATION THE TOTAL	<hr/> 353,360 353,360	0.24	59.31
49	OSHKOSH TRUCK CORPORATION TOTAL	<hr/> 352,728 352,728	0.24	59.56
50	OLIN CORPORATION MARTIN STERN INC OLIN HUNT SPECIALTY PRODUCTS PACIFIC ELECTRO DYNAMICS INC PHYSICS INTERNATIONAL COMPANY RAVENNA ARSENAL INC ROCKCOR INC TOTAL	317,270 49 710 1,974 19,316 11,352 1,386 <hr/> 352,057	0.24	59.80
51	AEROSPACE CORPORATION THE TOTAL	<hr/> 338,926 338,926	0.23	60.04
52	EXXON CORPORATION ESSO SINGAPORE PTE LTD ESSO STANDARD OIL SA LTD ESSO UK P L C HI-SPEED CHECKWEIGHER CO INC IMPERIAL OIL CO INC ZILOG INC TOTAL	323,811 126 881 36 364 11,692 80 <hr/> 336,990	0.23	60.28

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

FISCAL YEAR 1987

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
53	ZENITH ELECTRONICS CORPORATION VERITECHNOLOGY ELCR CORP DEL ZENITH DATA SYSTEMS CORP TOTAL	258,005 313 <u>68,591</u> 336,909	0.23	60.52
54	PAN AM CORPORATION PAN AM SUPPORT SERVICES INC PAN AM WORLD SERVICES INC PAN AMERICAN WORLD AIRWAYS T G S TECHNOLOGY INC TOTAL	0 18,650 235,748 54,485 <u>9,449</u> 318,332	0.22	60.74
55	PENN CENTRAL CORPORATION BUCKEYE GAS PRODUCTS COMPANY G & H TECHNOLOGY INC GK TECHNOLOGIES INCORPORATED MARATHON LE TOURNEAU COMPANY MARATHON MFG COMPANY P C C TECHNICAL INDUSTRIES INC VITRO CORPORATION VITRO SERVICES CORPORATION TOTAL	609 991 1,326 610 2,127 9,787 92,584 207,763 <u>928</u> 316,725	0.22	60.96
56	DYNCORP (INC) C F E SERVICES INC DYN LOGISTICS SERVICES INC DYNSPAN SERVICES COMPANY HELIDYNE SYSTEMS INC PACORD INC SERVAIR CORPORATION TOTAL	290,591 2,033 1,021 12,993 1,117 3,813 <u>616</u> 312,184	0.21	61.18
57	HARRIS CORPORATION HARRIS DATA COMMUNICATIONS INC LANIER BUSINESS PRODUCTS INC TOTAL	297,827 482 <u>4,315</u> 302,624	0.21	61.39
58	HARSCO CORPORATION PATENT SCAFFOLDING CO TOTAL	298,999 <u>126</u> 299,125	0.20	61.60
59	SCIENCE APPLICATIONS INTL CORP AMERICAN SYSTEMS ENGRG CORP INFORMATION DISPLAY SYSTEMS TOTAL	286,108 9,250 <u>62</u> 295,420	0.20	61.81

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

FISCAL YEAR 1987

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
60	E SYSTEMS INC SERV-AIR INC TOTAL	202,572 <u>77,309</u> 279,881	0.19	62.01
61	ATLANTIC RICHFIELD COMPANY ARCO METALS COMPANY ARCO PIPE LINE COMPANY ARCO POWER TECHNOLOGY TOTAL	270,905 27 450 <u>633</u> 272,015	0.19	62.20
62	AVONDALE INDUSTRIES INC TOTAL	<u>269,748</u> 269,748	0.18	62.38
63	CHRYSLER CORPORATION AMERICAN MOTORS LEASING CORP ELECTROSPACE SYSTEMS INC GULFSTREAM AEROSPACE CORP DEL TOTAL	37,823 67 171,387 <u>58,804</u> 268,081	0.18	62.57
64	ROLLS-ROYCE PLC ROLLS-ROYCE INC TOTAL	0 <u>260,613</u> 260,613	0.18	62.76
65	TRACOR INC F S I SERVICES INC FLIGHT SYSTEMS INC TRACOR APPLIED SCIENCES INC TRACOR INSTRUMENTS AUSTIN INC TRACOR MARCON INC TRACOR MARINE INC TRACOR MBA TRACOR NORTHERN INC TRACOR-HYDRONAUTICS, INC TOTAL	107,497 1,934 21,414 57,200 30,403 83 22,145 11,006 122 <u>1,444</u> 253,248	0.17	62.94
66	CONTROL DATA CORPORATION CONTROL DATA CANADA LIMITED TOTAL	227,490 <u>2,127</u> 229,617	0.16	63.10

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

FISCAL YEAR 1987

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
67	KAMAN CORPORATION ELECTROMAGNETIC LAUNCH KAMAN AEROSPACE CORPORATION KAMAN SCIENCES CORPORATION KAMATICS CORPORATION LOCUS INC RAYMOND ENGINEERING INC TOTAL	20,482 1,079 138,663 34,066 817 10,274 16,107 <hr/> 221,488	0.15	63.25
68	FORSTMANN LITTLE & CO LEAR SIEGLER INC MIDLAND-ROSS CORPORATION STANFORD APPL ENG INC SYBRON CORPORATION TOTAL	0 184,674 28,405 94 5,289 <hr/> 218,462	0.15	63.40
69	HEWLETT -PACKARD COMPANY HEWLETT PACKARD GMBH VERTRIEBS HEWLETT PACKARD ITALIANA SPA TOTAL	207,469 609 156 <hr/> 208,234	0.14	63.55
70	DIGITAL EQUIPMENT CORPORATION DIGITAL EQUIPMENT GMBH DIGITAL EQUIPMENT INTL TOTAL	198,401 951 43 <hr/> 199,395	0.13	63.69
71	DRAPER CHARLES STARK LAB INC TOTAL	<hr/> 198,249 198,249	0.13	63.83
72	UNITED INDUSTRIAL CORPORATION A A I CORPORATION TOTAL	125 196,874 <hr/> 196,999	0.13	63.97
73	EASTMAN KODAK COMPANY AQUIDNECK DATA CORPORATION AQUIDNECK SYSTEMS INTL CYCLOTOMICS INC DATATAPE INCORPORATED EIKONIX CORPORATION HOLSTON DEFENSE CORPORATION TOTAL	70,661 283 12,676 53 10,044 76 94,469 <hr/> 188,262	0.13	64.10

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

FISCAL YEAR 1987

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
74	BDM INTERNATIONAL, INC BDM CORPORATION BDM MANAGEMENT SERVICES CO BDM SERVICES COMPANY ZAPEX CORPORATION TOTAL	490 168,041 5,927 10,591 205 <hr/> 185,254	0.13	64.23
75	MIP INSTANDSETZUNGSBETRIC TOTAL	<hr/> 178,211 <hr/> 178,211	0.12	64.36
76	CUBIC CORPORATION CUBIC COMMUNICATIONS INC CUBIC PRECISION INC CUBIC SYSTEMS INC UNITED STATES ELEVATOR CORP TOTAL	164,138 10,424 232 505 598 <hr/> 175,897	0.12	64.48
77	GOULD INC GOULD COMPUTER SYSTEMS INC TOTAL	158,154 17,196 <hr/> 175,350	0.12	64.60
78	DUCHOSSOIS ENTERPRISES INC CHAMBERLAIN MANUFACTURING CORP TOTAL	0 173,866 <hr/> 173,866	0.12	64.72
79	COASTAL CORPORATION BELCHER NEW ENGLAND INC BELCHER OIL CO OF NY INC BELCHER OIL COMPANY COASTAL REFINING & MARKETING COASTAL TANKSHIPS U S A INC MOUNTAIN INDUSTRIAL GAS CO PACIFIC REFINING COMPANY TOTAL	0 13,376 2,712 8,313 131,349 2,566 238 4,555 <hr/> 163,109	0.11	64.84
80	FIGGIE INTERNATIONAL INC HARTMAN ELECTRICAL MFG INTERSTATE ELECTRONICS CORP TOTAL	39,745 7,273 114,144 <hr/> 161,162	0.11	64.95

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

FISCAL YEAR 1987

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
81	ARVIN INDUSTRIES INC CALSPAN CORPORATION MAREMONT CORPORATION SYNERGY INC SYSTEMS RESEARCH LABORATORIES TOTAL	0 68,721 34,760 2,643 <u>50,644</u> 156,768	0.11	65.06
82	DAY & ZIMMERMANN INC SYSTEMS ENGINEERING ASSOC TOTAL	109,660 <u>45,585</u> 155,245	0.10	65.17
83	MOTOR OILS HELLAS CORINTH REFI TOTAL	<u>152,975</u> 152,975	0.10	65.28
84	TIGER INTERNATIONAL INC FLYING TIGER LINE INC TOTAL	0 <u>150,668</u> 150,668	0.10	65.38
85	AMOCO CORPORATION AMOCO OIL COMPANY X M R, INC TOTAL	146,006 450 <u>443</u> 146,899	0.10	65.49
86	CRAY RESEARCH INC CRAY ADVANCED MATERIALS TOTAL	146,431 <u>40</u> 146,471	0.10	65.59
87	MASON COMPANY THE TOTAL	<u>144,085</u> 144,085 *	0.10	65.69
88	SEQUA CORPORATION CHROMALLOY AMERICAN CORP TOTAL	71,801 <u>70,948</u> 142,749	0.10	65.79

* Based on information received after the close of fiscal year 1987, this amount is understated by \$101,073 (thousands).

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

FISCAL YEAR 1987

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
94	GENERAL ELECTRIC CO P.L.C. CANADIAN MARCONI COMPANY CINCINNATI ELECTRONICS CORP CIRCUIT TECHNOLOGY INC DICK, A B COMPANY (DEL) ENGLISH ELECTRIC CORPORATION G E C AVIONICS LTD MARCONI COMMAND&CONTROL SYSLTD MARCONI ELECTRONICS INC PICKER INTERNATIONAL INC TOTAL	0 7,995 18,713 764 2,306 366 76,094 57 1,461 <u>30,322</u> 138,078	 0.09	 66.38
95	MOBIL CORPORATION MOBIL OIL CORPORATION MOBIL OIL HONG KONG LTD MOBIL OIL SINGAPORE PTE LTD TOTAL	0 135,954 31 <u>578</u> 136,563	 0.09	 66.48
96	TODD SHIPYARDS CORPORATION ARO CORPORATION TODD PACIFIC SHIPYARDS CORP TOTAL	24,737 2,308 <u>103,879</u> 130,924	 0.09	 66.57
97	BOLLINGER MCH SP & SHIPYARD TOTAL	<u>130,898</u> 130,898	 0.09	 66.66
98	CAPITAL MARINE CORP PENNSYLVANIA SHPBLDING COMPANY TOTAL	0 <u>124,056</u> 124,056	 0.08	 66.75
99	AEL INDUSTRIES INC AMERICAN ELECTRONIC LABS CROSS SYSTEMS INC TOTAL	197 111,611 <u>11,145</u> 122,953	 0.08	 66.83
100	SUNDSTRAND CORPORATION FALK CORPORATION GLOBAL SYSTEMS INCORPORATED SIGNATRON INC SULLAIR CORPORATION SUNDSTRAND DATA CONTROL INC SUNDSTRAND SERVICE CORPORATION SUNDSTRAND TURBOMACH WULFSBERG ELECTRONICS INC TOTAL	89,761 583 31 4,394 1,276 25,363 508 141 333 122,390	 0.08	 66.92

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