

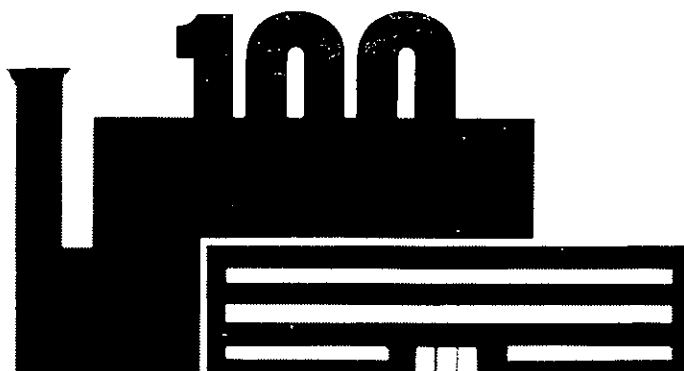
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# 100 COMPANIES RECEIVING THE LARGEST DOLLAR VOLUME OF PRIME CONTRACT AWARDS Fiscal Year 1987

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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. Duchossols Enterprises, Inc. Kaman Corp. Logicon, Inc. Mason Co., The Mip Instandsetzungsbetric 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
	<b>TOTAL</b>	<b>142,482,708</b>	<b>100.00</b>	<b>100.00</b>
	<b>TOTAL, 100 COMPANIES/SUBSIDIARIES</b>	<b>95,354,394</b>	<b>66.92</b>	<b>66.92</b>
1	<b>MC DONNELL DOUGLAS CORPORATION</b> MC DONNELL DOGLS TRNG SYSTMS MC DONNELL DOUGLAS HELICOPTER MC DONNELL DOUGLAS INCO INC TYMNET MC DNML DGLS NTWK VITEK SYSTEMS INC	6,820,562 11,074 868,804 14,070 533 200		
	<b>TOTAL</b>	<b>7,715,243</b>	<b>5.41</b>	<b>5.41</b>
2	<b>GENERAL DYNAMICS CORPORATION</b> CESSNA AIRCRAFT COMPANY (INC) HELAVA ASSOCIATES INC	7,016,782 23,934 240		
	<b>TOTAL</b>	<b>7,040,956</b>	<b>4.94</b>	<b>10.35</b>
3	<b>GENERAL ELECTRIC COMPANY</b> 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		
	<b>TOTAL</b>	<b>5,801,795</b>	<b>4.07</b>	<b>14.42</b>
4	<b>LOCKHEED CORPORATION</b> 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		
	<b>TOTAL</b>	<b>5,573,547</b>	<b>3.91</b>	<b>18.34</b>



**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	<b>BOEING COMPANY THE</b> ARGOSYSTEMS INC B E & C ENGINEERS INC HYDRAULIC UNITS INCORPORATED  TOTAL	3,510,461 35,041 103 1,738 <hr/> 3,547,343	2.48	31.50
10	<b>GRUMMAN CORPORATION</b> GRUMMAN AEROSPACE CORPORATION GRUMMAN DATA SYSTEMS CORP  TOTAL	13,129 3,368,825 10,760 <hr/> 3,392,714	2.38	33.88
11	<b>UNISYS CORPORATION</b> 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 1,741,978 122,589 <hr/> 2,267,911	1.59	35.48
12	<b>ROCKWELL INTERNATIONAL CORP</b> ALLEN-BRADLEY COMPANY COLLINS INTERNATIONAL SV CO ROCKWELL GRAPHIC SYSTEMS DEL ROCKWELL TELECOMMUNICATIONS INC  TOTAL	1,846,626 984 389,974 85 178 <hr/> 2,237,847	1.57	37.05
13	<b>TENNECO INC</b> 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 2,006,190 135 263 <hr/> 2,052,941	1.44	38.49
14	<b>LITTON INDUSTRIES INC</b> 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 1,395 <hr/> 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	<b>HONEYWELL INC</b> 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	<b>INTERNATIONAL BUS MCHS CORP</b> I B M WORLD TRADE CORPORATION  TOTAL	1,820,936 689 <hr/> 1,821,625	1.27	42.60
17	<b>WESTINGHOUSE ELECTRIC CORP</b> 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	<b>TEXTRON INC</b> 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
19	<b>GTE CORPORATION</b> G T E LABORATORIES INC G T E TELECOM INCORPORATED GENERAL TELE CO NORTHWEST GENERAL TELE CO OF CALIFORNIA GENERAL TELE CO OF FLORIDA GENERAL TELE CO OF THE SOUTH GENERAL TELE OF THE SOUTHWEST GENERAL TELEPHONE CO MIDWEST GENERAL TELEPHONE CO OF ALSK GENERAL TELEPHONE CO OF OHIO GTE BUSINESS SUPPLY SYSTEM GTE COMMUNICATION SYSTEMS CORP GTE GESELLSCHAFT FUER TRANSPOR GTE GOVERNMENT SYSTEMS INC GTE MTO INC GTE PRODUCTS CORP DEL CORP GTE SERVICE CORPORATION GTE SPACENET CORPORATION GTE SPRINT COMM CORP GTE SYLVANIA INC GTE TELENET HAWAIIAN TELEPHONE COMPANY U S SPRINT COMMUNICATIONS CO  TOTAL	3,270 2,156 24,792 184 1,360 312 1,965 1,358 91 27 149 37 1,345 66 1,086,476 103 286,910 2,364 356 1,572 357 939 55,754 3,132  <b>1,475,075</b>	1.03	45.91
20	<b>LTV CORPORATION THE</b> AM GENERAL CORPORATION LTV AEROSPACE & DEFENSE CO LTV ENERGY PRODUCTS COMPANY LTV STEEL COMPANY  TOTAL	38,305 543,003 723,365 2,833 167  <b>1,307,673</b>	0.91	46.82
21	<b>TRW INC</b> ESL INCORPORATED T R W ELECTRONIC PRODUCTS INC TRW MICROWAVE, INC  TOTAL	1,033,872 95,513 4,993 660  <b>1,135,038</b>	0.79	47.62
22	<b>TEXAS INSTRUMENTS INCORPORATED</b> TEXAS INSTRUMENTS ASIA LIMITED  TOTAL	1,108,409 968  <b>1,109,377</b>	0.77	48.40
23	<b>NORTHROP CORPORATION</b> NORTHROP SERVICES INC NORTHROP WRLDWIDE AIRCRAFT SVC WILCOX ELECTRIC INC  TOTAL	985,465 17,737 63,900 1,120  <b>1,068,222</b>	0.74	49.15



**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	<b>GIBBONS GREEN VAN AMERONGEN</b> BATH IRON WORKS CORPORATION LADISH CO INC  TOTAL	0 720,277 750 <hr/> 721,027	0.50	52.72
30	<b>MORTON THIKOL INC</b> C V D INCORPORATED  TOTAL	705,286 555 <hr/> 705,841	0.49	53.22
31	<b>HERCULES INCORPORATED</b> 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	<b>LORAL CORPORATION</b> 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	<b>AMERICAN TELE &amp; TELG COMPANY</b> 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	<b>MORRISON KNUDSEN CORPORATION</b> 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	<b>ROYAL DUTCH PETROLEUM COMPANY</b> 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 1,412  420,358	0.29	57.21
41	<b>MASSACHSTTS INST OF TCHNOLOGY</b>  TOTAL	411,483  411,483	0.28	57.50
42	<b>COMPUTER SCIENCES CORPORATION</b>  TOTAL	389,089  389,089	0.27	57.78
43	<b>EMERSON ELECTRIC CO</b> 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 8,991 391  375,296	0.26	58.04
44	<b>BELL BOEING JV</b>  TOTAL	375,273  375,273	0.26	58.30
45	<b>CHEVRON CORPORATION</b> CHEVRON INTERNATIONAL OIL CO CHEVRON U S A INC GA TECHNOLOGIES INC  TOTAL	976 991 342,720 20,731  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	<b>TELEDYNE INC</b> 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	<b>JOHNS HOPKINS UNIVERSITY</b>  TOTAL	<hr/> 356,007  356,007	0.24	59.06
48	<b>MITRE CORPORATION THE</b>  TOTAL	<hr/> 353,360  353,360	0.24	59.31
49	<b>OSHKOSH TRUCK CORPORATION</b>  TOTAL	<hr/> 352,728  352,728	0.24	59.56
50	<b>OLIN CORPORATION</b> 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	<b>AEROSPACE CORPORATION THE</b>  TOTAL	<hr/> 338,926  338,926	0.23	60.04
52	<b>EXXON CORPORATION</b> 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	<b>ZENITH ELECTRONICS CORPORATION</b> VERITECHNOLOGY ELCR CORP DEL ZENITH DATA SYSTEMS CORP  TOTAL	268,005 313 <u>68,591</u>  336,909	0.23	60.52
54	<b>PAN AM CORPORATION</b> 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	<b>PENN CENTRAL CORPORATION</b> 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	<b>DYNCORP (INC)</b> 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	<b>HARRIS CORPORATION</b> HARRIS DATA COMMUNICATIONS INC LANIER BUSINESS PRODUCTS INC  TOTAL	297,827 482 <u>4,315</u>  302,624	0.21	61.39
58	<b>HARSCO CORPORATION</b> PATENT SCAFFOLDING CO  TOTAL	298,999 <u>126</u>  299,125	0.20	61.60
59	<b>SCIENCE APPLICATIONS INTL CORP</b> 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	<b>E SYSTEMS INC</b> SERV-AIR INC  TOTAL	202,572 <u>77,309</u> 279,881	0.19	62.01
61	<b>ATLANTIC RICHFIELD COMPANY</b> 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	<b>AVONDALE INDUSTRIES INC</b>  TOTAL	<u>269,748</u> 269,748	0.18	62.38
63	<b>CHRYSLER CORPORATION</b> AMERICAN MOTORS LEASING CORP ELECTROSPACE SYSTEMS INC GULFSTREAM AEROSPACE CORP DEL  TOTAL	37,923 67 171,387 <u>58,804</u> 268,081	0.18	62.57
64	<b>ROLLS-ROYCE PLC</b> ROLLS-ROYCE INC  TOTAL	0 <u>260,613</u> 260,613	0.18	62.76
65	<b>TRACOR INC</b> 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	<b>CONTROL DATA CORPORATION</b> 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	<b>KAMAN CORPORATION</b> 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	<b>FORSTMANN LITTLE &amp; CO</b> 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	<b>HEWLETT-PACKARD COMPANY</b> HEWLETT PACKARD GMBH VERTRIEBS HEWLETT PACKARD ITALIANA SPA  TOTAL	207,469 609 156 <hr/> 208,234	0.14	63.55
70	<b>DIGITAL EQUIPMENT CORPORATION</b> DIGITAL EQUIPMENT GMBH DIGITAL EQUIPMENT INTL  TOTAL	198,401 951 43 <hr/> 199,395	0.13	63.69
71	<b>DRAPER CHARLES STARK LAB INC</b>  TOTAL	<hr/> 198,249 198,249	0.13	63.83
72	<b>UNITED INDUSTRIAL CORPORATION</b> A A I CORPORATION  TOTAL	125 196,874 <hr/> 196,999	0.13	63.97
73	<b>EASTMAN KODAK COMPANY</b> 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	<b>BDM INTERNATIONAL, INC</b> 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	<b>MIP INSTANDSETZUNGSBETRIC</b>  TOTAL	178,211 <hr/> 178,211	0.12	64.36
76	<b>CUBIC CORPORATION</b> 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	<b>GOULD INC</b> GOULD COMPUTER SYSTEMS INC  TOTAL	158,154 17,196 <hr/> 175,350	0.12	64.60
78	<b>DUCHOSSOIS ENTERPRISES INC</b> CHAMBERLAIN MANUFACTURING CORP  TOTAL	0 173,866 <hr/> 173,866	0.12	64.72
79	<b>COASTAL CORPORATION</b> 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	<b>FIGGIE INTERNATIONAL INC</b> 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	<b>ARVIN INDUSTRIES INC</b> 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	<b>DAY &amp; ZIMMERMANN INC</b> SYSTEMS ENGINEERING ASSOC  TOTAL	109,660 <u>45,585</u>  155,245	0.10	65.17
83	<b>MOTOR OILS HELLAS CORINTH REFI</b>  TOTAL	<u>152,975</u>  152,975	0.10	65.28
84	<b>TIGER INTERNATIONAL INC</b> FLYING TIGER LINE INC  TOTAL	0 <u>150,668</u>  150,668	0.10	65.38
85	<b>AMOCO CORPORATION</b> AMOCO OIL COMPANY X M R, INC  TOTAL	146,006 450 <u>443</u>  146,899	0.10	65.49
86	<b>CRAY RESEARCH INC</b> CRAY ADVANCED MATERIALS  TOTAL	146,431 <u>40</u>  146,471	0.10	65.59
87	<b>MASON COMPANY THE</b>  TOTAL	<u>144,085</u>  144,085 *	0.10	65.69
88	<b>SEQUA CORPORATION</b> 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**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
94	<b>GENERAL ELECTRIC CO P.L.C.</b> 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 30,322  138,078		66.38
95	<b>MOBIL CORPORATION</b> MOBIL OIL CORPORATION MOBIL OIL HONG KONG LTD MOBIL OIL SINGAPORE PTE LTD  TOTAL	0 135,954 31 578  136,563	0.09	66.48
96	<b>TODD SHIPYARDS CORPORATION</b> ARO CORPORATION TODD PACIFIC SHIPYARDS CORP  TOTAL	24,737 2,308 103,879  130,924	0.09	66.57
97	<b>BOLLINGER MCH SP &amp; SHIPYARD</b>  TOTAL	130,898  130,898	0.09	66.66
98	<b>CAPITAL MARINE CORP</b> PENNSYLVANIA SHPBLDING COMPANY  TOTAL	0 124,056  124,056	0.08	66.75
99	<b>AEL INDUSTRIES INC</b> AMERICAN ELECTRONIC LABS CROSS SYSTEMS INC  TOTAL	197 111,611 11,145  122,953	0.08	66.83
100	<b>SUNDSTRAND CORPORATION</b> 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

