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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) 1988. 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 \$137.0 billion during FY 1988, \$5.5 billion less than in FY 1987. The 100 firms and their subsidiaries receiving the largest amount of DoD contracts in FY 1988 received \$90.1 billion or 65.8 percent of this amount, primarily for aircraft, missile/space systems, ships, and electronics & communications equipment. In FY 1987 the top 100 companies received \$95.4 billion or 66.9 percent of all awards.

Table A below shows that the first five companies received 21.4 percent of the total received by all companies in FY 1988, compared with 21.2 percent during FY 1987. The company ranked as number one during FY 1988, McDonnell Douglas Corp. also ranked as number one last year with awards of \$8.0 billion during FY 1988 as compared with \$7.7 billion last year. The smallest total amount received by a company in the FY 1988 list was \$129 million, compared with \$122 million in FY 1987.

Table A

COMPANY POSITION	Percent of Total			
	FY 1988	FY 1987	FY 1986	FY 1985
1st	5.8%	5.4%	5.5%	5.9%
2nd	4.8	4.9	4.7	4.9
3rd	4.1	4.1	4.5	4.2
4th	3.7	3.9	3.8	3.9
5th	3.0	2.9	3.5	3.6
TOTAL 1-5	21.4	21.2	22.0	22.5
6-10	12.6	12.7	13.1	12.1
11-25	15.7	16.6	14.9	16.4
TOTAL 1-25	49.7	50.5	50.0	51.0
26-50	8.5	9.3	9.8	11.3
51-75	4.7	4.6	4.8	4.7
76-100	2.9	2.5	3.1	3.1
TOTAL 1-100	65.8%	66.9%	67.7%	70.1%

Changes in the Top 100 Companies, FY 1987 To FY 1988

Fifteen 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 27, and the balance between 64 and 100. The companies who appeared on the FY 1987 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 1988 But not in FY 1987	Companies Listed in FY 1987 But not in FY 1988
Black River Constructors Bahrain National Oil Braintree Maritime Corp. Bundesamt Fuer Wehrtechik CRS Sirrine Metcalf & Eddy JV CSX Corp. Daimler Benz North America EG&G, Inc. Emhart Corp. Honeywell Bull, Inc. ITT & Varo JV Phelps, Inc. Royal Ordnance Ammunition PLC Texaco, Inc. Westmark Systems, Inc.	AEL Industries, Inc. BDM International, Inc. <u>1/</u> Bollinger Machine Shop & Shipyard, Inc. Capital Marine Corp. Clabir Corp. Colt Industries, Inc. Cray Research, Inc. Cubic Corp. Duchossois Enterprises, Inc. Gould, Inc. Logicon, Inc. Todd Shipyards, Inc. Mason Co. (The) Tracor, Inc. <u>2/</u> Xerox, Inc. Zenith Electronics Corp.

1/ BDM Corp. was acquired by Ford Motor Co.

2/ Tracor, Inc. was acquired by Westmark Systems, Inc.

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 1988	FY 1987	Change
Aircraft	18	18	-
Missiles	15	13	-2
Ships	6	7	-1
Tank-Automotive	4	5	-1
Ammunition	6	8	-2
Electronics	23	28	-5
Services	13	12	+1
Construction	3	0	+3
Petroleum	10	8	+2
Weapons	1	1	-
Subsistence	0	0	-
All Other	1	0	+1

Top 10 Companies

The top 10 companies during FY 1988 are listed in Table D by rank, along with its FY 1987 rank and the dollar value of the awards it received in both FY 1988 and FY 1987. Table E (page 5) describes the major products of these 10 companies.

Table D

RANK		COMPANY NAME	AWARDS (In Billions)	
1988	1987		1988	1987
1	1	McDonnell Douglas Corp.	\$8.0	\$7.7
2	2	General Dynamics Corp..	6.5	7.0
3	3	General Electric Co.	5.7	5.8
4	13	Tenneco, Inc.	5.1	2.1
5	6	Raytheon Co.	4.1	3.8
6	7	Martin Marietta Corp.	3.7	3.7
7	5	General Motors Corp.	3.6	4.1
8	4	Lockheed Corp.	3.5	5.6
9	8	United Technologies Corp.	3.5	3.6
10	9	Boeing Co.	3.0	3.5

Table E

<u>COMPANY</u>	<u>MAJOR PRODUCTS</u>
1. McDonnell Douglas Corp.	F-18 HORNET, F-15 EAGLE, AH-64 APACHE, and AV-8 HARRIER aircraft. TOMAHAWK and HARPOON missile systems. RDT&E for C-17 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 missile system. F-100, T-700, and F-110 engines. Nuclear reactors for submarines. Underwater sound equipment. RDT&E for missile/space systems, ships, aircraft, and electronics/communication equipment.
4. Tenneco, Inc.	Nuclear aircraft carriers. SSN-688 submarine.
5. Raytheon Co.	PATRIOT, 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.
6. Martin Marietta Corp.	RDT&E for TITAN missile systems. A-64 APACHE aircraft. Miscellaneous aircraft accessories and components. Ammunition.
7. General Motors Corp.	AMRAAM, MAVERICK, PHOENIX, and TOW Missile systems. RDT&E TRIDENT missile system. Components MK-48 Torpedo. Construction of Electronics and Communication Facility.

Table E (Concluded)

<u>COMPANY</u>	<u>MAJOR PRODUCTS</u>
8. Lockheed Corp.	TRIDENT missile system. C-130 HERCULES, P-3 ORION, and M/R of S-3 VIKING. RDT&E for missile/space systems, aircraft, and electronics/ communication equipment.
9. United Technologies Corp.	F-100, J-52, and TF-30 aircraft engines. UH-60 BLACKHAWK, SH-60 SEAHAWK, and CH-53 Sea Stallion helicopters. RDT&E and M/R of aircraft.
10. Boeing Co., Inc. The	RDT&E VSX aircraft, Ballistics Missile Defense System, weapons, and various electronics. M&R, miscellaneous equipment, management services, etc. for A-6 INTRUDER, B-52 STRATOFORTRESS, C-135 STRATOLIFTER, and E-3A aircraft. CH-47 CHINOOK helicopter. MX-missile components and subsystems.

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

FISCAL YEAR 1988

R A N K	PARENT COMPANY	R A N K	PARENT COMPANY
47	AEROSPACE CORPORATION	91	HONEYWELL BULL AG
26	ALLIED SIGNAL INC	16	HONEYWELL INC
30	AMERICAN TELE & TELG COMPANY	20	INTERNATIONAL BUS MCHS CORP
75	AMOCO CORPORATION	86	ITT & VARO JOINT VENTURE
84	ARVIN INDUSTRIES INC	25	ITT CORPORATION
56	ATLANTIC RICHFIELD COMPANY	50	JOHNS HOPKINS UNIVERSITY
29	AVONDALE INDUSTRIES INC	79	KAMAN CORPORATION
72	BAHRAIN NATIONAL OIL	12	LITTON INDUSTRIES INC
37	BELL BOEING JV	8	LOCKHEED CORPORATION
64	BLACK RIVER CONSTRUCTORS	35	LORAL CORPORATION
10	BOEING COMPANY THE	21	LTV CORPORATION
96	BRAINTREE MARITIME CORPORATION	6	MARTIN MARIETTA CORPORATION
99	BUNDESAMT FUER WEHRTECHNIK	40	MASSACHSTTS INST OF TECHNOLOGY
31	CFM INTERNATIONAL INC	1	MC DONNELL DOUGLAS CORPORATION
54	CHEVRON CORPORATION	71	MIP INSTANDSETZUNGSBETRIC
70	CHRYSLER CORPORATION	48	MITRE CORPORATION
69	COASTAL CORPORATION THE	57	MOBIL CORPORATION
46	COMPUTER SCIENCES CORPORATION	82	MORRISON KNUDSEN CORPORATION
66	CONTEL CORP	42	MORTON THIOKOL INC
55	CONTROL DATA CORPORATION	89	MOTOR OILS HELLAS CORINTH REFI
27	CRS SIRRINE METCALF & EDDY JV	44	MOTOROLA INC
87	CSX CORPORATION	32	NORTHROP CORPORATION
88	DAIMLER-BENZ NO AMER	52	OLIN CORPORATION
93	DAY & ZIMMERMANN INC	62	OSHKOSH TRUCK CORPORATION
81	DIGITAL EQUIPMENT CORPORATION	49	PAN AM CORPORATION
77	DRAPER CHARLES STARK LAB INC	53	PENN CENTRAL CORPORATION
39	DYNACORP	94	PHELPS INC
97	E G & G INC	58	PHILIPS GLOEILAMPENFABRIEKEN
60	E-SYSTEMS INC	5	RAYTHEON COMPANY
76	EASTMAN KODAK COMPANY	14	ROCKWELL INTERNATIONAL CORP
68	EATON CORPORATION	83	ROLLS-ROYCE PLC
63	EMERSON ELECTRIC CO	43	ROYAL DUTCH PETROLEUM COMPANY
80	EMHART CORPORATION	95	ROYAL ORDNANCE AMMUNITION PLC
59	EXXON CORPORATION	51	SCIENCE APPLICATIONS INTL CORP
100	FIGGIE INTERNATIONAL INC	67	SEQUA CORPORATION
22	FMC CORPORATION	24	SINGER COMPANY THE
23	FORD MOTOR COMPANY	78	SUNDSTRAND CORPORATION
61	FORSTMANN LITTLE & CO	36	TELEDYNE INC
28	GENCORP INC	4	TENNECO INC
2	GENERAL DYNAMICS CORPORATION	98	TEXACO INC
73	GENERAL ELECTRIC CO P.L.C.	19	TEXAS INSTRUMENTS INCORPORATED
3	GENERAL ELECTRIC COMPANY	17	TEXTRON INC
7	GENERAL MOTORS CORPORATION	92	TIGER INTERNATIONAL INC
41	GIBBONS GREEN VAN AMERONGEN	18	TRW INC
11	GRUMMAN CORPORATION	15	UNISYS CORPORATION
38	GTE CORPORATION	85	UNITED INDUSTRIAL CORPORATION
45	HARRIS CORPORATION	9	UNITED TECHNOLOGIES CORP
34	HARSCO CORPORATION	13	WESTINGHOUSE ELECTRIC CORP
33	HERCULES INCORPORATED	74	WESTMARK SYSTEMS INC
90	HEWLETT-PACKARD COMPANY	65	ZENITH ELECTRONICS CORPORATION

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

FISCAL YEAR 1988

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
	TOTAL	137,049,236	100.00	100.00
	TOTAL, 100 COMPANIES/SUBSIDIARIES	90,129,842	65.76	65.76
1	MC DONNELL DOUGLAS CORPORATION	5,013,158		
	MC DONNELL DOUGLAS AIRCRAFT	2,280,216		
	MC DONNELL DOUGLAS HELICOPTER	584,457		
	MC DONNELL DOUGLAS INCO INC	6,794		
	MCDONNELL DOUGLAS ASTRONAUTICS	107,619		
	MCDONNELL DOUGLAS INFO SYS CO	7,662		
	MCDONNELL DOUGLAS TRAINING SYS	2,438		
	VITEK SYSTEMS INC	397		
	TOTAL	8,002,741	5.83	5.83
2	GENERAL DYNAMICS CORPORATION	6,497,169		
	CESSNA AIRCRAFT COMPANY	24,955		
	TOTAL	6,522,124	4.75	10.59
3	GENERAL ELECTRIC COMPANY	4,493,326		
	CALMA COMPANY	644		
	CANADIAN GENERAL ELECTRIC CO	8,958		
	ELANO CORPORATION	860		
	INTERSIL INC	68		
	MANAGMENT TCHNCAL SVCS CMPNY	7,874		
	NATIONAL BROADCASTING CO INC	99		
	RCA BASE SUPPORT SERVICES	2,654		
	RCA CORPORATION	1,180,289		
	REUTER STOKES CANADA LIMITED	35		
	ROPER CORPORATION	581		
	SADELM I NEW YORK INC	5,247		
	TOTAL	5,700,635	4.15	14.75
4	TENNECO INC	109		
	CASE J I COMPANY	12,657		
	MONROE AUTO EQUIPMENT COMPANY	31		
	NEWPORT NEWS INDUSTRIAL CORP	685		
	NEWPORT NEWS SHPBLDING DRYDOCK	5,044,356		
	PACKAGING CORPORATION OF AMER	84		
	TOTAL	5,057,922	3.69	18.44

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

FISCAL YEAR 1988

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
5	RAYTHEON COMPANY BEECH AEROSPACE SERVICES INC BEECH AIRCRAFT CORPORATION MACHLETT LABORATORIES INC RAYTHEON SERVICE COMPANY RAYTHEON TECH ASST CO RAYTHN MDTRRN SSTMS CMPNY SEDCO SYSTEMS INC SWITCHCRAFT INC UNITED ENGINEERS & CONSTRS TOTAL	3,788,795 96,172 32,522 356 95,333 215 603 751 128 40,471 <hr/> 4,055,346	2.95	21.40
6	MARTIN MARIETTA CORPORATION TOTAL	3,715,106 <hr/> 3,715,106	2.71	24.11
7	GENERAL MOTORS CORPORATION ADAM OPEL AKTIENGESELLSCHAFT ELECTRONIC DATA SYSTEMS CORP GENERAL MOTORS OVERSEAS DIST C HUGHES AIRCRAFT COMPANY TOTAL	513,594 1,097 209,563 911 2,825,015 <hr/> 3,550,180	2.59	26.70
8	LOCKHEED CORPORATION ANALYTYX ELECTRONIC SYSTEMS LOCKHEED AERO PARTS INC LOCKHEED AEROMOD CENTER INC LOCKHEED ELECTRONICS COMPANY LOCKHEED ENGRG & SCIENCES CO LOCKHEED MISSILES & SPACE CO LOCKHEED SHIPBUILDING CO LOCKHEED SPACE OPERATION CO LOCKHEED SYSTEMS CO INC LOCKHEED WESTERN EXPORT CO METIER INC MURDOCK ENGINEERING COMPANY SANDERS ASSOCIATES INC TOTAL	1,075,397 548 458 7,398 92,292 3,718 2,031,916 48,552 1,000 530 94 4,211 1,196 270,348 <hr/> 3,537,658	2.58	29.28
9	UNITED TECHNOLOGIES CORP ADAPTIVE OPTICS ASSOCIATES INC CARRIER CORPORATION HAMILTON STANDARD ELECTRONICS NORDEN SYSTEMS INC OTIS ELEVATOR COMPANY SIKORSKY SUPPORT SERVICES INC U S B I CO UNITED SPACE BOOSTERS INC UNITED TECH AUTO GROUP OPRNS TOTAL	3,265,397 399 1,816 414 138,840 71 93,758 3,730 218 3,412 <hr/> 3,508,055	2.55	31.84

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

FISCAL YEAR 1988

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
10	BOEING COMPANY THE ARGOSYSTEMS INC B E & C ENGINEERS INC BOEING ELECTRONICS CO HYDRAULIC UNITS INCORPORATED TOTAL	3,006,885 8,439 40 112 ----- 2,363 3,017,839	2.20	34.05
11	GRUMMAN CORPORATION GRUMMAN AEROSPACE CORPORATION GRUMMAN DATA SYSTEMS CORP TOTAL	25,718 2,777,135 ----- 44,858 2,847,711	2.07	36.12
12	LITTON INDUSTRIES INC INGALLS SHIPBUILDING INC LITEF (LITTON TECHNISCHE WERKE LITTON SYSTEMS INC TOTAL	99,741 1,824,801 548 ----- 636,231 2,561,321	1.86	37.99
13	WESTINGHOUSE ELECTRIC CORP T S C INC TCOM CORP XETRON CORPORATION TOTAL	2,178,246 6,086 42 ----- 583 2,184,957	1.59	39.59
14	ROCKWELL INTERNATIONAL CORP ALLEN-BRADLEY COMPANY COLLINS INTERNATIONAL SV CO ROCKWELL DEL INC ROCKWELL GRAPHIC SYSTEMS DEL ROCKWELL INTERNATIONAL CORP ROCKWELL TELECOMMUNICATIONS INC TOTAL	1,875,419 915 303,586 279 80 3,548 ----- 48 2,183,875	1.59	41.18
15	UNISYS CORPORATION SPERRY ARABIA LTD SPERRY CORPORATION SYSTEM DEVELOPMENT CORPORATION UNISYS PERIPHERALS CORPORATION TOTAL	430,177 53 842,761 106,468 ----- 58 1,379,517	1.00	42.19
16	HONEYWELL INC HONEYWELL FEDERAL SYSTEMS HYDRO PRODUCTS INC TETRA TECH DATA SYSTEMS INC TOTAL	1,360,124 577 425 ----- 4,704 1,365,830	0.99	43.18

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

FISCAL YEAR 1988

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
17	TEXTRON INC ACE INDUSTRIES INC AIRFOIL FORGING TEXTRON INC AIRFOIL TEXTRON INC AVCO CORPORATION AVCO RESEARCH LABORATORY INC BABCO TEXTRON INC BELL HELICOPTER TEXTRON INC CADILLAC GAGE TEXTRON INC EX-CELL-O CORPORATION FUEL SYSTEMS TEXTRON INC H R TEXTRON INC MICRO PRECISION OPERATIONS MICROMATIC OPERATIONS INC NORWOOD PRECISION PRODS TEXTRN	99,802 82 3,454 7,380 630,836 60,046 4,052 384,945 18,584 17,262 21,998 24,911 60 236 2,344		
	TOTAL	1,275,992	0.93	44.12
18	TRW INC ESL INCORPORATED T R W ELECTRONIC PRODUCTS INC TRW MICROWAVE, INC	1,202,081 38,155 8,867 1,122		
	TOTAL	1,250,225	0.91	45.03
19	TEXAS INSTRUMENTS INCORPORATED TEXAS INSTRUMENTS ASIA LIMITED	1,232,322 100		
	TOTAL	1,232,422	0.89	45.93
20	INTERNATIONAL BUS MCHS CORP I B M WORLD TRADE CORPORATION	1,064,289 359		
	TOTAL	1,064,658	0.77	46.70
21	LTV CORPORATION AM GENERAL CORPORATION LTV AEROSPACE & DEFENSE CO LTV ENERGY PROD	1,960 201,798 737,336 501		
	TOTAL	941,595	0.68	47.39
22	FMC CORPORATION LINK-BELT CONSTRUCTION EQP CO	856,697 5,255		
	TOTAL	861,952	0.62	48.02

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

FISCAL YEAR 1988

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
23	FORD MOTOR COMPANY BDM CORPORATION BDM MANAGEMENT SERVICES CO BDM SERVICES COMPANY FORD AEROSPACE FORD NEW HOLLAND INC SOUTHSIDE FORD TRUCK SALES TOTAL	2,303 145,705 12,066 2,670 627,623 132 54 <hr/> 790,553	0.57	48.60
24	SINGER COMPANY THE ALLEN CORPORATION OF AMERICA HRB-SINGER INC TOTAL	775,258 3,579 5,779 <hr/> 784,616	0.57	49.17
25	ITT CORPORATION FEDERAL ELECTRIC CORPORATION I T T EDUCATIONAL SERVICES ITT BASE SERVICES INC ITT DIALCOM INC ITT INDUSTRIES OF CANADA LTD ITT SYSTEMS INC UNITED STATES TRANSM SYSTEMS TOTAL	526,558 234,357 268 6,561 225 150 66 599 <hr/> 768,784	0.56	49.73
26	ALLIED SIGNAL INC ALLIED SIGNAL AEROSPACE CO BARON BLAKESLEE INC KDI COMPOSITE TECHNOLOGY INC SIGNAL RESEARCH CENTER INC UOP INC TOTAL	180,795 527,601 127 61 377 1,739 <hr/> 710,700	0.51	50.25
27	CRS SIRRINE METCALF & EDDY JV TOTAL	692,002 <hr/> 692,002	0.50	50.75
28	GENCORP INC AEROJET ELECTROSYSTEMS CO AEROJET GENERAL CORPORATION AEROJET ORDNANCE COMPANY AEROJET ORDNANCE TENNESSEE AEROJET SOLID PROPULSION CO AEROJET TAC SYS AEROJET TECHSYSTEMS CO TOTAL	9,967 217,845 166,707 106,381 2,655 135,401 190 299 <hr/> 639,445	0.46	51.22

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

FISCAL YEAR 1988

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
29	AVONDALE INDUSTRIES INC	<u>579,797</u>		
	TOTAL	579,797	0.42	51.64
30	AMERICAN TELE & TELG COMPANY			
	A T & T INFORMATION SYSTEMS	87,835		
	A T & T TECHNOLOGIES INC	104,612		
	BELL TELEPHONE LABS INC	372,288		
	WESTERN ELECTRIC SAUDI ARABI	613		
		<u>66</u>		
	TOTAL	565,414	0.41	52.06
*	31	CFM INTERNATIONAL INC		
		<u>532,707</u>		
	TOTAL	532,707	0.38	52.44
32	NORTHROP CORPORATION			
	NORTHROP WRLDWIDE AIRCRAFT SVC	463,616		
		<u>69,022</u>		
	TOTAL	532,638	0.38	52.83
33	HERCULES INCORPORATED			
	SIMMONDS PRECISION PRODUCTS	470,595		
		<u>28,342</u>		
	TOTAL	498,937	0.36	53.20
34	HARSCO CORPORATION			
		<u>495,916</u>		
	TOTAL	495,916	0.36	53.56
35	LORAL CORPORATION			
	LORAL AMERICAN BERYLLIUM CORP	374,864		
	LORAL CONIC	487		
	LORAL ELECTRO-OPTICAL SYSTEMS	7,626		
	LORAL HYCOR INC	76,419		
	LORAL MICROWAVE FSI	10,932		
	LORAL MICROWAVE NARDA	989		
	LORAL MICROWAVE WAVECOM	2,653		
	LORAL RANDTRON SYSTEMS	28		
	LORAL ROLM MIL-SPEC COMPUTERS	6,340		
	LORAL SYS CO	10,542		
		<u>2,709</u>		
	TOTAL	493,589	0.36	53.92

* A Joint Venture of SNECMA (France) and General Electric Co U.S.A.

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

FISCAL YEAR 1988

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
41	GIBBONS GREEN VAN AMERONGEN BATH IRON WORKS CORPORATION LADISH CO INC TOTAL	0 400,560 <u>60</u> 400,620	0.29	55.78
42	MORTON THIOKOL INC C V D INCORPORATED TOTAL	389,706 <u>1,794</u> 391,500	0.28	56.06
43	ROYAL DUTCH PETROLEUM COMPANY PHIPINAS SHELL PETROLEUM SCALLOP CORP SHELL CO OF HONG KONG LTD THE SHELL CO OF THE ISLANDS SHELL INTERNATIONAL PETROLEUM SHELL OIL COMPANY SHOWA SHELL SEIKYU K K TOTAL	0 507 88,227 176 13,160 2,201 284,644 <u>944</u> 389,859	0.28	56.35
44	MOTOROLA INC CODEX CORPORATION MOTOROLA COMMUNICATIONS & ELEC MOTOROLA COMMUNICATIONS SECTOR MOTOROLA COMPUTER SYSTEMS INC UNIVERSAL DATA SYSTEMS (DEL) TOTAL	344,949 1,783 25,529 120 8,643 <u>256</u> 381,280	0.27	56.63
45	HARRIS CORPORATION LANIER BUSINESS PRODUCTS INC TOTAL	368,762 <u>2,690</u> 371,452	0.27	56.90
46	COMPUTER SCIENCES CORPORATION TOTAL	<u>367,700</u> 367,700	0.26	57.17
47	AEROSPACE CORPORATION TOTAL	<u>367,000</u> 367,000	0.26	57.43
48	MITRE CORPORATION TOTAL	<u>356,840</u> 356,840	0.26	57.70

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

FISCAL YEAR 1988

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
49	PAN AM CORPORATION PAN AM SUPPORT SERVICES INC PAN AM WORLD SERVICES INC PAN AMERICAN WORLD AIRWAYS RANSOME AIRLINES INC T G S TECHNOLOGY INC TOTAL	0 23,039 278,309 38,037 32 <u>17,264</u>	0.26	57.96
50	JOHNS HOPKINS UNIVERSITY TOTAL	<u>354,830</u> 354,830	0.25	58.21
51	SCIENCE APPLICATIONS INTL CORP AMERICAN SYSTEMS ENGRG CORP TOTAL	333,069 <u>10,473</u> 343,542	0.25	58.47
52	OLIN CORPORATION PACIFIC ELECTRO DYNAMICS INC PHYSICS INTERNATIONAL COMPANY RAVENNA ARSENAL INC ROCKET RESEARCH CO TOTAL	303,762 1,297 16,268 9,207 <u>255</u> 330,789	0.24	58.71
53	PENN CENTRAL CORPORATION G & H TECHNOLOGY INC GK TECHNOLOGIES INCORPORATED MARATHON LE TOURNEAU COMPANY MARATHON MFG COMPANY VITRO CORPORATION VITRO SERVICES CORPORATION TOTAL	235 2,447 1,010 49 7,108 285,814 <u>31,907</u> 328,570	0.23	58.95
54	CHEVRON CORPORATION CHEVRON INTERNATIONAL OIL CO CHEVRON U S A INC TOTAL	0 391 <u>327,378</u> 327,769	0.23	59.19
55	CONTROL DATA CORPORATION CONTROL DATA CANADA LIMITED TOTAL	309,466 <u>5,835</u> 315,301	0.23	59.42

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

FISCAL YEAR 1988

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
56	ATLANTIC RICHFIELD COMPANY ARCO METALS COMPANY ARCO PIPE LINE COMPANY ARCO POWER TECHNOLOGY TOTAL	301,988 32 200 <u>987</u> 303,207	0.22	59.64
57	MOBIL CORPORATION MOBIL OIL CORPORATION MOBIL OIL HONG KONG LTD MOBIL OIL SINGAPORE PTE LTD TOTAL	0 302,248 44 <u>41</u> 302,333	0.22	59.86
58	PHILIPS GLOEILAMPENFABRIEKEN AIRPAX CORPORATION AMPEREX ELECTRONIC CORP ANCHOR BRUSH COMPANY INC GENERAL ATRONICS CORP MAGNAVOX COMPANY (INC) MAGNAVOX ELECTRONIC SYSTEMS CO MAGNAVOX GOVT & INDUST ELECTR MAGNAVOX OVRSEAS LTD MEPCO/CENTRALAB INC N A P CONSUMER ELECTRONICS NEW ENGLAND RESEARCH CENTER NORTH AMERICAN PHILIPS CORP PHILIPS E C G INC PHILIPS ELECTRONIC INSTRS PHILIPS LIGHTING CO PHILIPS MEDICAL SYSTEMS N AMER S & H MEDICAL SYSTEMS INC SIGNETICS CORPORATION TOTAL	104 1,674 3,085 130 2,507 242 26,055 236,358 14,595 202 184 85 595 208 990 686 1,030 93 <u>2,479</u> 291,302	0.21	60.07
59	EXXON CORPORATION ESSO AG ESSO INTERNATIONAL SHIPPING CO ESSO STANDARD OIL SA LTD IMPERIAL OIL CO INC ZILOG INC TOTAL	278,720 768- 371 363 3,323 <u>134</u> 282,143	0.20	60.28
60	E-SYSTEMS INC SERV-AIR INC TOTAL	153,939 <u>108,743</u> 262,682	0.19	60.47

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

FISCAL YEAR 1988

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
61	FORSTMANN LITTLE & CO CLEVITE INDUSTRIES INC FL AEROSPACE CORP HYPERION INDUSTRIES CORP LEAR SIEGLER INC PEABODY BARNES INC PEABODY FLOWAY INC PEABODY INTERNATIONAL CORP PEABODY MYERS CORPORATION PTC AEROSPACE PULLMAN COMPANY THE REXON TECHNOLOGY CORP SERVOMEX COMPANY STANADYNE INC STANFORD APPL ENG INC SYBRON CORPORATION	0 3,579 16,782 428 221,543 1,091 106 111 64 145 205 14,778 72 739 316 <u>1,264</u>		
	TOTAL	261,223	0.19	60.66
62	OSHKOSH TRUCK CORPORATION	<u>259,932</u>		
	TOTAL	259,932	0.18	60.85
63	EMERSON ELECTRIC CO AUTOMATIC SWITCH COMPANY BECKMAN INDUSTRIAL CORP CHANCE A B CO ELECTRONIC NAVIGATION INDUSTS FLOW TECHNOLOGY INC HAZELTINE CORPORATION KAY RAY INC PA KRAUTKRAMER-BRANSON LIEBERT CORPORATION THE NATIONAL SONICS CORPORATION ROSEMOUNT INC SOUTHWEST MOBILE SYSTEMS CORP VACCO INDUSTRIES	133,614 1,159 1,407 159 27 399 54,161 863 49 2,541 48 17,179 35,608 <u>5,891</u>		
	TOTAL	253,105	0.18	61.03
64	BLACK RIVER CONSTRUCTORS	<u>250,817</u>		
	TOTAL	250,817	0.18	61.22
65	ZENITH ELECTRONICS CORPORATION VERITECHNOLOGY ELECTRONCS CORP ZENITH DATA SYSTEMS CORP	188,312 37 <u>59,478</u>		
	TOTAL	247,827	0.18	61.40

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

FISCAL YEAR 1988

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
66	CONTEL CORP AMERICAN SATELLITE CORP CONTEL COMPUTER SYSTEMS, INC CONTEL FEDERAL SYSTEMS INC CONTEL OF MISSOURI INC CONTEL OF VIRGINIA CONTINENTAL TELEPHONE CO CAL INDEPENDENT COMMUNICATIONS SPACE COMMUNICATION COMPANY TOTAL	437 138,735 1,066 43,791 26 37 444 1,591 50,661 ----- 236,788	0.17	61.57
67	SEQUA CORPORATION ATLANTIC RESEARCH CORPORATION TOTAL	99,641 119,965 ----- 219,606	0.16	61.73
68	EATON CORPORATION ADDINGTON LABORATORIES INCORPO AMERICAN NUCLEONICS CORP EATON CONSOLIDATED CONTROLS EATON-KENWAY INCORPORATED PACIFIC SIERRA RESEARCH CORP TOTAL	166,717 78- 367 7,961 33,890 9,069 ----- 217,926	0.15	61.89
69	COASTAL CORPORATION THE BELCHER NEW ENGLAND INC BELCHER OIL CO OF NEW YORK BELCHER OIL COMPANY COASTAL EAGLE POINT OIL CO COASTAL REFINING & MARKETING COASTAL TANKSHIPS U S A INC MOUNTAIN INDUSTRIAL GAS CO TOTAL	0 9,344 2,974 12,870 15,477 169,595 1,301 1,807 ----- 213,368	0.15	62.04
70	CHRYSLER CORPORATION ELECTROSPACE SYSTEMS INC GULFSTREAM AEROSPACE CORP DEL PENTASTAR ELECTRONICS INC TOTAL	52,440 135,584 22,758 82 ----- 210,864	0.15	62.20
71	MIP INSTANDSETZUNGSBETRIC TOTAL	198,016 ----- 198,016	0.14	62.34
72	BAHRAIN NATIONAL OIL TOTAL	192,922 ----- 192,922	0.14	62.48

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

FISCAL YEAR 1988

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
73	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 CO LTD PICKER INTERNATIONAL INC TOTAL	0 4,459 101,391 196 1,597 125 57,030 744 26,959 <hr/> 192,501	 0.14	 62.62
74	WESTMARK SYSTEMS INC TRACOR AEROSPACE INC TRACOR APPLIED SCIENCES INC TRACOR FLIGHT SYSTEMS INC TRACOR HYDRONAUTICS INC TRACOR INSTRUMENTS AUSTIN INC TRACOR MARCONI INC TRACOR MARINE INC TRACOR NORTHERN INC TRACOR XRAY INC TOTAL	0 89,098 70,871 17,343 1,296 63 42 12,845 323 78 <hr/> 191,959	 0.14	 62.76
75	AMOCO CORPORATION AMOCO PERFORMANCE PRODUCTS AMOCO TECHNOLOGY CO TOTAL	186,017 1,000 809 <hr/> 187,826	 0.13	 62.90
76	EASTMAN KODAK COMPANY AQUIDNECK DATA CORPORATION AQUIDNECK SYSTEMS INTL CYCLOTOMICS INC D-CON COMPANY INC THE DATATAPE INCORPORATED EASTMAN TECHNOLOGY INC EIKONIX CORPORATION HOLSTON DEFENSE CORPORATION STERLING DRUG INC STERLING PRODUCTS INTL WINTHROP PRODUCTS INC TOTAL	76,934 300 7,452 186 140 6,531 40 121 93,422 42 875 111 <hr/> 186,154	 0.13	 63.04
77	DRAPER CHARLES STARK LAB INC TOTAL	<hr/> 186,011 186,011	 0.13	 63.17

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

FISCAL YEAR 1988

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
78	SUNDSTRAND CORPORATION FALK CORPORATION SIGNATRON INC SULLAIR CORPORATION SUNDSTRAND DATA CONTROL INC SUNDSTRAND SERVICE CORPORATION TOTAL	166,859 300 244 3,545 13,556 343 <hr/> 184,847	0.13	63.31
79	KAMAN CORPORATION KAMAN AEROSPACE CORPORATION KAMAN BEARING & SUPPLY CORP KAMAN INSTRUMENTATION CORP KAMAN SCIENCES CORPORATION KAMATICS CORPORATION LOCUS INC RAYMOND ENGINEERING INC TOTAL	19,988 72,230 55 629 52,056 5,533 9,960 23,316 <hr/> 183,767	0.13	63.44
80	EMHART CORPORATION ADVANCED TECHNOLOGY INC EMHART INDUSTRIES INC PLANNING RESEARCH CORPORATION PRC PUBLIC MANAGEMENT SVS TOTAL	0 76,218 630 103,749 399 <hr/> 180,996	0.13	63.57
81	DIGITAL EQUIPMENT CORPORATION DIGITAL EQUIPMENT GMBH DIGITAL EQUIPMENT INTL TOTAL	174,515 593 148 <hr/> 175,256	0.12	63.70
82	MORRISON KNUDSEN CORPORATION MK-FERGUSON COMPANY MORRISON KNUDSEN COMPANY INC MORRISON KNUDSEN ENGINEERS MORRISON KNUDSEN SERVICES INC MORRISON-KNUDSEN INTL CO MORRISON-KNUDSEN SERVICE INC NATIONAL PROJECTS INC NATIONAL STL SHPBLDING CMPNY NATIONAL STRUCTURES INC WESTERN AIRCRAFT MAINTENANCE TOTAL	0 62 40,270 10,144 32 11,738 581 79,973 27,117 236 85 <hr/> 170,238	0.12	63.83
83	ROLLS-ROYCE PLC ROLLS-ROYCE INC TOTAL	161 168,618 <hr/> 168,779	0.12	63.95

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

FISCAL YEAR 1988

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
84	ARVIN INDUSTRIES INC CALSPAN CORPORATION MAREMONT CORPORATION SCHRAMMER AUTOMOTIVE INC SYSTEMS RESEARCH LABORATORIES TOTAL	0 67,578 17,248 89 <u>81,286</u> 166,201	0.12	64.07
85	UNITED INDUSTRIAL CORPORATION A A I CORPORATION DETROIT STOKER COMPANY TOTAL	68 165,161 <u>70</u> 165,299	0.12	64.19
86	ITT & VARO JOINT VENTURE TOTAL	<u>164,698</u> 164,698	0.12	64.31
87	CSX CORPORATION SEA-LAND SERVICE INC TOTAL	644 <u>160,284</u> 160,928	0.11	64.43
88	DAIMLER-BENZ NO AMER DAIMLER BENZ AG FREIGHTLINER CORPORATION TOTAL	0 12,147 <u>142,833</u> 154,980	0.11	64.54
89	MOTOR OILS HELLAS CORINTH REFI TOTAL	<u>149,629</u> 149,629	0.10	64.65
90	HEWLETT-PACKARD COMPANY HEWLETT PACKARD GMBH VERTRIEBS TOTAL	148,108 <u>631</u> 148,739	0.10	64.76
91	HONEYWELL BULL AG TOTAL	<u>146,991</u> 146,991	0.10	64.87
92	TIGER INTERNATIONAL INC FLYING TIGER LINE INC TOTAL	0 <u>145,192</u> 145,192	0.10	64.97

