100 COMPANIES

COMPANIES RECEIVING THE LARGEST DOLLAR VOLUME
OF PRIME CONTRACT AWARDS

FISCAL YEAR 1979

DEPARTMENT OF DEFENSE
WASHINGTON HEADQUARTERS SERVICES
DIRECTORATE FOR INFORMATION
OPERATIONS AND REPORTS
100 LARGEST DEFENSE CONTRACTORS
AND THEIR SUBSIDIARY CORPORATIONS
FISCAL YEAR 1979

FOREWORD

This report presents summary data on Department of Defense military prime contracts awarded to the leading 100 companies and their subsidiary corporations during fiscal year 1979.

The data include debit and credit procurement actions over $10,000, worldwide, under military supply, service, and construction contracts. Procurement actions include definitive contracts, the obligated portions of letter contracts, job orders, task orders, delivery orders, and any other orders against existing contracts. The data neither include that part of indefinite quantity contracts that have not been translated into specific orders on business firms, nor do they include purchase commitments on pending cancellations 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.

The assignment of subsidiaries to parent companies is based on stock ownership of 50 percent or more by the parent company, as indicated by data published in standard industrial reference sources.

The company names and corporate structures are those in effect as of September 30, 1979, and for purposes of this report company names have been retained unless specific knowledge was available that a company has been merged into the parent or absorbed as a division with loss of company identity. Only those subsidiaries are shown for which procurement actions have been reported.

Issued Annually by the
Department of Defense
Washington Headquarters Services
Directorate for Information
Operations and Reports
MAY 1, 1980
100 COMPANIES AND THEIR SUBSIDIARY CORPORATIONS
LISTED ACCORDING TO NET VALUE OF MILITARY
PRIME CONTRACT AWARDS

FISCAL YEAR 1979

Department of Defense military prime contract awards
over $10,000 for research and development, services, construc-
tion, and supplies and equipment awarded during fiscal year
1979 totaled $63.3 billion, $3.7 billion more than in fiscal
year 1978. Large awards for aircraft, missile and space
systems, electronics and communications, and ships, which
are dominated by large contractors, resulted in $42.0 billion
or 66.4 percent of total procurement being awarded to these
100 companies which, together with their subsidiaries,
received the largest dollar volume of prime contracts over
$10,000. In fiscal year 1978, the top 100 companies received
$40.8 billion or 68.5 percent of the volume of all awards.

The following table shows that the first five companies
received 20.7 percent of the total received by all companies
in fiscal year 1979, compared with 22.5 percent during
fiscal year 1978. The largest company in fiscal year 1979
received awards totalling $3.5 billion compared with $4.2
billion for the largest company in fiscal year 1978. To get
on the list in fiscal year 1979 required 76 million in
awards, as opposed to $61 million in fiscal year 1978.

<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td>1st</td>
<td>5.9%</td>
<td>5.1%</td>
<td>7.0%</td>
<td>5.5%</td>
</tr>
<tr>
<td>2nd</td>
<td>3.6</td>
<td>3.3</td>
<td>4.8</td>
<td>5.1</td>
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<tr>
<td>3rd</td>
<td>3.5</td>
<td>3.2</td>
<td>4.0</td>
<td>4.0</td>
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<tr>
<td>4th</td>
<td>3.2</td>
<td>3.1</td>
<td>3.7</td>
<td>3.2</td>
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<tr>
<td>5th</td>
<td>3.3</td>
<td>2.9</td>
<td>3.0</td>
<td>3.0</td>
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<tr>
<td>TOTAL - 1-5</td>
<td>19.1%</td>
<td>17.7%</td>
<td>22.5%</td>
<td>20.7%</td>
</tr>
<tr>
<td>6-10</td>
<td>12.3%</td>
<td>12.7%</td>
<td>11.9%</td>
<td>10.8%</td>
</tr>
<tr>
<td>11-25</td>
<td>17.0%</td>
<td>16.9%</td>
<td>14.3%</td>
<td>14.6%</td>
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<tr>
<td>TOTAL - 1-25</td>
<td>48.4%</td>
<td>47.3%</td>
<td>48.7%</td>
<td>46.1%</td>
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<tr>
<td>26-50</td>
<td>11.7%</td>
<td>11.6%</td>
<td>11.1%</td>
<td>11.0%</td>
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<tr>
<td>51-75</td>
<td>5.5</td>
<td>5.3</td>
<td>5.4</td>
<td>5.8</td>
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<tr>
<td>76-100</td>
<td>3.4</td>
<td>3.5</td>
<td>3.3</td>
<td>3.5</td>
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<tr>
<td>TOTAL - 1-100</td>
<td>66.0%</td>
<td>67.7%</td>
<td>68.5%</td>
<td>66.4%</td>
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</table>
Eighteen contractors who did not appear on the list last year are among the top 100 companies this year. Of these, one appears in position 36, one in position 45, one in position 48, and the balance between positions 50 and 100.

<table>
<thead>
<tr>
<th>COMPANIES LISTED IN FY 1979 BUT NOT IN FY 1978</th>
<th>COMPANIES LISTED IN FY 1978 BUT NOT IN FY 1979</th>
</tr>
</thead>
<tbody>
<tr>
<td>Al Huseini</td>
<td>Atlantic Richfield Co.</td>
</tr>
<tr>
<td>Bautechnik Akuengesellschaft</td>
<td>British Petroleum Co., Ltd.</td>
</tr>
<tr>
<td>Coastal Dry Dock &amp; Repair</td>
<td>Charles Stark Draper Labs., Inc.</td>
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<tr>
<td>Dynalectron Corp.</td>
<td>Cubic Corp.</td>
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<tr>
<td>Eaton Corp.</td>
<td>Day &amp; Zimmerman, Inc.</td>
</tr>
<tr>
<td>Felec Services, Inc.</td>
<td>Engelhard Minerals &amp; Chemicals Corp.</td>
</tr>
<tr>
<td>H B H JV</td>
<td>International Harvester Co.</td>
</tr>
<tr>
<td>Hyun Dai Construction Co., Ltd.</td>
<td>Loral Corp.</td>
</tr>
<tr>
<td>Kaiser Industries Corp.</td>
<td>Mason &amp; Hanger, Silas Mason Co.</td>
</tr>
<tr>
<td>Morrison-Knudsen Co., Inc.</td>
<td>Natomas Co.</td>
</tr>
<tr>
<td>Motor Oil Hellas</td>
<td>Ogden Corp.</td>
</tr>
<tr>
<td>Rolls Royce, Ltd.</td>
<td>Petroleou Mexicanos</td>
</tr>
<tr>
<td>Summa Corp.</td>
<td>Ret Ser Engineering Co.</td>
</tr>
<tr>
<td>Texaco, Inc.</td>
<td>Transamerica Corp.</td>
</tr>
<tr>
<td>Tracor, Inc.</td>
<td>U.S. &amp; South American Enterprises</td>
</tr>
<tr>
<td>Xerox Corp.</td>
<td>United Industrial Corp.</td>
</tr>
</tbody>
</table>

Of the 82 companies appearing on the list in both fiscal year 1978 and 1979, 35 advanced their position, 36 are in a lower position, and 11 showed no change. 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.

Although the contract work of many companies on the list include more than one procurement category, each company has been assigned in the following table to the procurement category that accounts for its largest dollar volume of defense awards; for example, International Telephone and Telegraph Corporation is a multi-industry company producing electronic and communications equipment and industrial and consumer products. For this table, it is assigned to "Electronics," the procurement category accounting for its largest dollar volume of DoD contract.
awards. On this basis, companies producing "aircraft" and "construction" each increased by three, "ships" increased by two, while "petroleum" decreased by three.

**NUMBER OF COMPANIES**

<table>
<thead>
<tr>
<th>Procurement Category</th>
<th>FY 1979</th>
<th>FY 1978</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aircraft</td>
<td>18</td>
<td>15</td>
<td>+3</td>
</tr>
<tr>
<td>Missiles</td>
<td>11</td>
<td>13</td>
<td>-2</td>
</tr>
<tr>
<td>Ships</td>
<td>8</td>
<td>6</td>
<td>+2</td>
</tr>
<tr>
<td>Tank Automotive</td>
<td>5</td>
<td>5</td>
<td>0</td>
</tr>
<tr>
<td>Ammunition</td>
<td>9</td>
<td>11</td>
<td>-2</td>
</tr>
<tr>
<td>Electronics</td>
<td>16</td>
<td>17</td>
<td>-1</td>
</tr>
<tr>
<td>Services</td>
<td>12</td>
<td>12</td>
<td>0</td>
</tr>
<tr>
<td>Construction</td>
<td>4</td>
<td>1</td>
<td>+3</td>
</tr>
<tr>
<td>Petroleum</td>
<td>15</td>
<td>18</td>
<td>-3</td>
</tr>
<tr>
<td>Weapons</td>
<td>1</td>
<td>1</td>
<td>0</td>
</tr>
<tr>
<td>Subsistence</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>All Other</td>
<td>1</td>
<td>1</td>
<td>0</td>
</tr>
</tbody>
</table>

During fiscal year 1979, ten companies received prime contract awards totaling $1 billion or more. The ten companies and a brief description of their work are as follows:

<table>
<thead>
<tr>
<th>RANK</th>
<th>1979</th>
<th>1978</th>
<th>COMPANY NAME</th>
<th>AWARDS (Billions)</th>
<th>1979</th>
<th>1978</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>1</td>
<td>General Dynamics Corp.</td>
<td>$3.5</td>
<td>$4.2</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>2</td>
<td>McDonnell Douglas Corp.</td>
<td>3.2</td>
<td>2.9</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>3</td>
<td>3</td>
<td>United Technologies Corp.</td>
<td>2.6</td>
<td>2.4</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>5</td>
<td>5</td>
<td>General Electric Co.</td>
<td>2.0</td>
<td>1.8</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>4</td>
<td>4</td>
<td>Lockheed Corp.</td>
<td>1.8</td>
<td>2.2</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>8</td>
<td>7</td>
<td>Hughes Aircraft Co.</td>
<td>1.6</td>
<td>1.5</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>7</td>
<td>7</td>
<td>Boeing Co.</td>
<td>1.5</td>
<td>1.5</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>10</td>
<td>9</td>
<td>Grumman Corp.</td>
<td>1.4</td>
<td>1.2</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>9</td>
<td>9</td>
<td>Raytheon Co.</td>
<td>1.2</td>
<td>1.3</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>25</td>
<td>25</td>
<td>Tenneco, Inc.</td>
<td>1.1</td>
<td>.5</td>
<td></td>
</tr>
</tbody>
</table>

General Dynamics Corporation, with a total of $3.5 billion in DoD prime contract awards, heads the list for the second consecutive year. Its 1979 percentage share was 5.5 compared to 7.0 last year. Major contracts continue to be for the F16 fighter aircraft, nuclear submarines, and R&D for missile and space systems.

McDonnell Douglas Corporation continued in number two position during fiscal year 1979 with awards of $3.2 billion and 5.1 percent of the total. Major contracts were for the F-4 Phantom, F-15 EAGLE, and F-18 fighter aircraft, and missile and space systems.
United Technologies Corporation remained in third place even though their awards increased by $154 million during fiscal year 1979. Major defense contracts were for the engines associated with the F-14 aircraft, J-57 turbojet engines, TF-30 and F-100 turbofan engines, and the CH-53 'SEA STALLION and UH-60 UTTAS helicopters.

General Electric Company, with increased awards of $256 million, moved from fifth to fourth place during fiscal year 1979. Major awards were for turbojet and turbofan engines, F-18 fighter aircraft engines, UH-60 UTTAS helicopter engines, missile components, and R&D for ships and miscellaneous hard goods.

Lockheed Corporation, in fourth place last year, moved into fifth place with awards of $1.8 billion, or 2.8 percent of total. Major awards were for the TRIDENT missile, services for the POLARIS missile, C-130 HERCULES aircraft, modification of the C-141 STARLIFTER aircraft, and R&D for electronics and communications equipment.

Hughes Aircraft Company, in eighth place during fiscal year 1978, appeared in sixth place this year even without Summa Corporation. Major awards were R&D for missile and space systems, TOW missile system, radar and navigational aids, and the guided missile remote control system for the F-14 aircraft.

Boeing Company remained in seventh place this year while its total awards also remained the same ($1.5 billion). The largest awards were for R&D on missile and space systems, modification of equipment and weapons, airframe structural components, and the Airborne Warning and Control System (AWACS).

Grumman Corporation, in tenth place last year, moved into eighth place this year, with $1.4 billion and 2.2 percent of total. Largest contracts were for the F-14, E-2, A-6, and EA-6B aircraft, and electronic equipment for the F-111 aircraft.

Raytheon Company remained in ninth place again this year even though awards decreased by $57 million. Major awards were for the HAWK, SPARROW, TRIDENT, and SIDEWINDER missiles and components.

Tenneco, Inc., in twenty-fifth place during fiscal year 1978, moved into tenth place this year with awards of $1.1 billion, an increase of 168 percent over last year's awards of $.5 billion. Major defense work was accomplished by their Newport News Shipbuilding & Dry Dock subsidiary on nuclear submarines, aircraft carriers, and guided missile cruisers.
Other changes concerning companies on this year's list were mergers of E S L Corporation into T R W, Inc., and Cutler Hammer into Eaton Corp.; name change of General Cable Corporation to "G K TECHNOLOGIES", and the divestiture of Summa Corporation from Hughes Aircraft Co.
## INDEX OF 100 PARENT COMPANIES WHICH WITH THEIR SUBSIDIARIES RECEIVED THE LARGEST DOLLAR VOLUME OF MILITARY PRIME CONTRACT AWARDS IN FISCAL YEAR 1979

<table>
<thead>
<tr>
<th>RANK</th>
<th>PARENT COMPANY</th>
<th>RANK</th>
<th>PARENT COMPANY</th>
</tr>
</thead>
<tbody>
<tr>
<td>67.</td>
<td>AEROSPACE CORP (N)</td>
<td>19.</td>
<td>INTERNATIONAL BUSINESS MACHINES CORP</td>
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<tr>
<td>69.</td>
<td>AGIP S.P.A</td>
<td>37.</td>
<td>INTERNATIONAL TELEPHONE + TELEGRAPH CORP</td>
</tr>
<tr>
<td>45.</td>
<td>ALHUSENI</td>
<td>31.</td>
<td>JOHNS HOPKINS UNIVERSITY (N)</td>
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<tr>
<td>40.</td>
<td>AMERADA HESS CORP</td>
<td>48.</td>
<td>KISER INDUSTRIES CORP</td>
</tr>
<tr>
<td>36.</td>
<td>AMERICAN MOTORS CORP</td>
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<td>LTV CORP</td>
</tr>
<tr>
<td>16.</td>
<td>AMERICAN TELEPHONE + TELEGRAPH CO</td>
<td>92.</td>
<td>LEAR SIEGLER INC</td>
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<tr>
<td>65.</td>
<td>AVCO CORP</td>
<td>11.</td>
<td>LITTON INDUSTRIES, INC</td>
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<td>77.</td>
<td>BAUTECHNIK AKTIENGESELLSCHAFT</td>
<td>5.</td>
<td>LOCKHEED CORP</td>
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<td>98.</td>
<td>BEECH AIRCRAFT CORP</td>
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<td>MARTIN MARIETTA CORP</td>
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<tr>
<td>35.</td>
<td>BENOX CORP</td>
<td>46.</td>
<td>NORTH AMERICAN PHILIPS CORP</td>
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<td>90.</td>
<td>BETHLEHEM STEEL CORP</td>
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<td>MOTOROLA INC</td>
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<td>7.</td>
<td>BOEING CO</td>
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<td>NOBLE AIRCRAFT CORP</td>
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<td>CHAMBERLAIN MFG CORP</td>
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<td>NORTHROP CORP</td>
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<td>54.</td>
<td>COASTAL CORP</td>
<td>76.</td>
<td>PACIFIC RESOURCES INC</td>
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<td>100.</td>
<td>COASTAL DRY DOCK REPAIR</td>
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<td>PAN AMERICAN WORLD AIRWAYS INC</td>
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<td>79.</td>
<td>COMPUTER SCIENCES CORP</td>
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<td>R C A CORP</td>
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<tr>
<td>34.</td>
<td>CONSOLIAUM CORP</td>
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<td>RAYTHEON CO</td>
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<td>CONTROL DATA CORP</td>
<td>91.</td>
<td>REYNOLDS (RJ) INDUSTRIES, INC</td>
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<td>81.</td>
<td>DUNCAN &amp; DE MEMOURS &amp; CO</td>
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<td>ROCKWELL INTERNATIONAL CORP</td>
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<td>DYNAMITE CORP</td>
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<td>52.</td>
<td>E SYSTEMS, INC</td>
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<td>ROYAL DUTCH SHELL GROUP</td>
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<td>74.</td>
<td>EASTMAN KODAK CO</td>
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<td>SANDERS ASSOCIATES INC</td>
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<td>99.</td>
<td>EATON CORP</td>
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<td>SIGNAL COMPANIES INC (THE)</td>
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<td>56.</td>
<td>EMERSON ELECTRIC CO</td>
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<td>SINGER CO</td>
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<tr>
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<td>EXXON CORP</td>
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<td>SPERRY CORP</td>
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<td>30.</td>
<td>F.M.C CORP</td>
<td>39.</td>
<td>STANDARD OIL CO OF CALIF</td>
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<td>21.</td>
<td>FAIRCHILD INDUSTRIES, INC</td>
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<td>STANDARD OIL OF INDIANA</td>
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<td>FLEEC SERVICES INC</td>
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<td>SUMMA CORP</td>
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<td>FORD MOTOR CO</td>
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<td>SUNOCO INC</td>
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<td>G &amp; F TECHNOLOGIES INC</td>
<td>71.</td>
<td>SVERDRUP + PARCEL + ASSOCS INC</td>
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<tr>
<td>1.</td>
<td>GENERAL DYNAMICS CORP</td>
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<td>SWANNA L A OIL CO</td>
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<td>4.</td>
<td>GENERAL ELECTRIC CO</td>
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<td>T &amp; W INC</td>
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<td>25.</td>
<td>GENERAL MOTORS CORP</td>
<td>28.</td>
<td>TELEDYNE INC</td>
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<tr>
<td>41.</td>
<td>GENERAL TELEPHONE &amp; ELECTRONICS CORP</td>
<td>10.</td>
<td>TENNECO INC</td>
</tr>
<tr>
<td>42.</td>
<td>GENERAL TIRE &amp; RUBBER CO</td>
<td>84.</td>
<td>TEXACO INC</td>
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<tr>
<td>44.</td>
<td>GOOD YEAR TIRE &amp; RUBBER CO</td>
<td>29.</td>
<td>TEXAS INSTRUMENTS INC</td>
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<td>GOULD, INC</td>
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<td>TEXTRON INC</td>
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<td>GRUMMAN CORP</td>
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<td>TIDW SHIPYARDS CORP</td>
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<td>UNITED TECHNOLOGIES CORP</td>
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<td>HARRIS CORP</td>
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<td>VENDT CORPORATION</td>
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<td>43.</td>
<td>HARNCO CORP</td>
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<td>WESTINGHOUSE ELECTRIC CORP</td>
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<td>47.</td>
<td>HERCULES, INC</td>
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<td>XEROX CORP</td>
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<tr>
<td>67.</td>
<td>HEWLETT PACKARD CO</td>
<td>78.</td>
<td>XEROX CORP</td>
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### 100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO NET VALUE OF MILITARY PRIME CONTRACT AWARDS

**FISCAL YEAR 1979**

*(1 OCT 1978 - 30 SEP 1979)*

<table>
<thead>
<tr>
<th>Rank</th>
<th>Companies</th>
<th>Thousands of Dollars</th>
<th>Percent of U.S. Total</th>
<th>Cumulative Percent of U.S. Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TOTAL</strong></td>
<td></td>
<td><strong>$63,252,114</strong></td>
<td><strong>100.00</strong></td>
<td><strong>100.00</strong></td>
</tr>
<tr>
<td><strong>TOTAL, 100 COMPANIES + THEIR SUBSIDIARIES</strong></td>
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(a) Stock ownership is equally divided between Standard Oil Company of California and Texaco, Inc.
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