100 COMPANIES

RECEIVING THE LARGEST DOLLAR VOLUME
OF PRIME CONTRACT AWARDS

Fiscal Year 1990
100 COMPANIES RECEIVING THE LARGEST DOLLAR VOLUME OF PRIME CONTRACT AWARDS

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FOREWORD

100 Companies Receiving the Largest Dollar Volume of Prime Contract Awards is published annually. This report contains summary data on the 100 companies, including their subsidiaries, which were awarded the largest total dollar volume of Department of Defense prime contract awards during Fiscal Year 1990.
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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) 1990. 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 $130.8 billion during FY 1990, $1.8 billion more than in FY 1989. The 100 firms and their subsidiaries receiving the largest amount of DoD contracts in FY 1990 received $86.7 billion or 66.3 percent of this amount, primarily for aircraft, missile/space systems, ships, and electronics & communications equipment. In FY 1989 the top 100 companies received $85.6 billion or 66.4 percent of all awards.
Exhibit A below shows that the first five companies received 21.6 percent of the total received by all companies in FY 1990, compared with 22.3 percent during FY 1989. The company ranked as number one during FY 1990, McDonnell Douglas Corp., also ranked as number one last year with awards of $8.2 billion during FY 1990 as compared with $8.6 billion last year. The smallest total amount received by a company in the FY 1990 Table 2 was $119 million, compared to $110 million in FY 1989.

<table>
<thead>
<tr>
<th>COMPANY POSITION</th>
<th>Percent of Total</th>
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<tbody>
<tr>
<td>1st</td>
<td>6.3%</td>
</tr>
<tr>
<td>2nd</td>
<td>4.8</td>
</tr>
<tr>
<td>3rd</td>
<td>4.3</td>
</tr>
<tr>
<td>4th</td>
<td>3.1</td>
</tr>
<tr>
<td>5th</td>
<td>3.1</td>
</tr>
<tr>
<td>TOTAL 1-5</td>
<td>21.6</td>
</tr>
<tr>
<td>6-10</td>
<td>11.5</td>
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<tr>
<td>11-25</td>
<td>15.9</td>
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<tr>
<td>TOTAL 1-25</td>
<td>49.0</td>
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<tr>
<td>26-50</td>
<td>9.8</td>
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<tr>
<td>51-75</td>
<td>4.6</td>
</tr>
<tr>
<td>76-100</td>
<td>2.9</td>
</tr>
<tr>
<td>TOTAL 1-100</td>
<td>66.3%</td>
</tr>
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</table>

Exhibit A
Changes in the Top 100 Companies, FY 1989 To FY 1990

Seventeen companies which did not appear on the list last year are among the top 100 companies this year. (See Exhibit B below.) Of these, one appears in position 47, one in position 57, and the balance between 60 and 100. The companies which appeared on the FY 1989 list which did not appear on this year's list are also shown in Exhibit B. Companies are considered as appearing on the list in both years despite mergers, acquisitions, divestitures, and name changes if a major component of a newly constituted company or the newly constituted company itself made the list as a component of a company in the top 100 in the prior year.

Exhibit B

<table>
<thead>
<tr>
<th>Companies Listed in FY 1990 But not in FY 1989</th>
<th>Companies Listed in FY 1989 But not in FY 1990</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amerada Hess Corp.</td>
<td>Atlantic Richfield Co.</td>
</tr>
<tr>
<td>Arco Products Co.</td>
<td>Bechtel Group, Inc.</td>
</tr>
<tr>
<td>Bollinger Machine Shop &amp; Shipyard</td>
<td>Bell Boeing JV</td>
</tr>
<tr>
<td>Bolt, Beranek &amp; Newman, Inc.</td>
<td>Brunswick Corp.</td>
</tr>
<tr>
<td>Crowley Maritime Corp.</td>
<td>Continental Maritime Industries</td>
</tr>
<tr>
<td>CRS Sirrine Metcalf &amp; Eddy JV</td>
<td>Delta Dental Plan of California</td>
</tr>
<tr>
<td>Day &amp; Zimmerman</td>
<td>Draper, Charles Stark Lab., Inc.</td>
</tr>
<tr>
<td>Duchessois Enterprises, Inc.</td>
<td>EG&amp;G, Inc.</td>
</tr>
<tr>
<td>Fed Ex Pan Am Northwest et al JV 1/</td>
<td>General Instrument Corp. (Del) 3/</td>
</tr>
<tr>
<td>General Electric Co., PLC</td>
<td>ITT &amp; Varo JV</td>
</tr>
<tr>
<td>Goodyear Tire &amp; Rubber Co., The</td>
<td>Mason Co., The</td>
</tr>
<tr>
<td>International Marine Carriers</td>
<td>Montedison SPA</td>
</tr>
<tr>
<td>International Shipholding Corp.</td>
<td>Navcom Defense Electronics, Inc.</td>
</tr>
<tr>
<td>Ram Systems GMBH</td>
<td>Nisshin Services Co., Ltd.</td>
</tr>
<tr>
<td>Talley Industries, Inc.</td>
<td>Smiths Industries, PLC</td>
</tr>
<tr>
<td>Varian Associates, Inc.</td>
<td>Sundstrand Corp.</td>
</tr>
<tr>
<td>World Rosen Key Amer et al JV 2/</td>
<td>Zenith Electronics Corp.</td>
</tr>
</tbody>
</table>

1/ Federal Express, Northwest Airlines, Pan Am World Airways, Tower Air, and United Parcel Service Joint Venture.

2/ World Airways, Rosenbalm Aviation, Key Airlines, American Airlines, Evergreen International Airlines, and Emery Worldwide Joint Venture.

3/ General Instrument Corp. acquired by Forstmann Little & Co.

Two other major changes during this year were the acquisition of Plessey Co., PLC by GEC Siemens (General Electric Co., PLC and Siemens AG) and the name change of Singer Co. to Bicoastal Corp.
Primary Procurement Categories of the Top 100 Companies

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

Exhibit C

<table>
<thead>
<tr>
<th>Procurement Category</th>
<th>Number of Companies</th>
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<tbody>
<tr>
<td></td>
<td>FY 1990</td>
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<tr>
<td>Aircraft</td>
<td>16</td>
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<tr>
<td>Missiles</td>
<td>11</td>
</tr>
<tr>
<td>Ships</td>
<td>8</td>
</tr>
<tr>
<td>Tank-Automotive</td>
<td>4</td>
</tr>
<tr>
<td>Ammunition</td>
<td>8</td>
</tr>
<tr>
<td>Electronics</td>
<td>25</td>
</tr>
<tr>
<td>Services</td>
<td>17</td>
</tr>
<tr>
<td>Construction</td>
<td>0</td>
</tr>
<tr>
<td>Petroleum</td>
<td>8</td>
</tr>
<tr>
<td>Weapons</td>
<td>1</td>
</tr>
<tr>
<td>Subsistence</td>
<td>1</td>
</tr>
<tr>
<td>All Other</td>
<td>1</td>
</tr>
</tbody>
</table>

Top 10 Companies

The top 10 companies during FY 1990 are listed in Exhibit D by rank, along with its FY 1989 rank and the dollar value of the awards it received in both FY 1990 and FY 1989. Exhibit E (page 5) describes the major products of these 10 companies.

Exhibit D

<table>
<thead>
<tr>
<th>RANK</th>
<th>COMPANY NAME</th>
<th>AWARDS (In Billions)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>1990</td>
</tr>
<tr>
<td>1</td>
<td>McDonnell Douglas Corp.</td>
<td>$8.2</td>
</tr>
<tr>
<td>2</td>
<td>General Dynamics Corp.</td>
<td>6.3</td>
</tr>
<tr>
<td>3</td>
<td>General Electric Co.</td>
<td>5.6</td>
</tr>
<tr>
<td>4</td>
<td>General Motors Corp.</td>
<td>4.1</td>
</tr>
<tr>
<td>5</td>
<td>Raytheon Co.</td>
<td>4.1</td>
</tr>
<tr>
<td>6</td>
<td>Lockheed Corp.</td>
<td>3.6</td>
</tr>
<tr>
<td>7</td>
<td>Martin Marietta Corp.</td>
<td>3.5</td>
</tr>
<tr>
<td>8</td>
<td>United Technologies Corp.</td>
<td>2.9</td>
</tr>
<tr>
<td>9</td>
<td>Grumman Corp.</td>
<td>2.7</td>
</tr>
<tr>
<td>10</td>
<td>Tenneco, Inc.</td>
<td>2.4</td>
</tr>
<tr>
<td>COMPANY</td>
<td>MAJOR PRODUCTS</td>
<td></td>
</tr>
<tr>
<td>------------------------------</td>
<td>--------------------------------------------------------------------------------------------------------------------------------------------------</td>
<td></td>
</tr>
<tr>
<td>1. McDonnell Douglas Corp.</td>
<td>F-15 EAGLE, F-18 HORNET, AH-64 APACHE, C-17 cargo transport, AV-8 HARRIER, T-45 GOSHAWK, and TTTS aircraft. TOMAHAWK and HARRIER missile systems.</td>
<td></td>
</tr>
<tr>
<td>4. General Motors Corp.</td>
<td>AMRAAM, MAVERICK, PHOENIX, TOW, and TRIDENT missile systems. Vehicular power transmission components for M-1 Tank. Construction of electronics/communication facility.</td>
<td></td>
</tr>
<tr>
<td>5. Raytheon Co.</td>
<td>PATRIOT, AMRAAM, NATO SEA SPARROW, TRIDENT, HAWK, and AEGIS missile systems and components. Relocatable Over the Horizon Radar (ROHR). RDT&amp;E for electronics/communication equipment and missile/space systems. Underwater sound equipment.</td>
<td></td>
</tr>
<tr>
<td>COMPANY</td>
<td>MAJOR PRODUCTS</td>
<td></td>
</tr>
<tr>
<td>----------------------</td>
<td>-------------------------------------------------------------------------------------------------------------------------------------------------</td>
<td></td>
</tr>
<tr>
<td>6. Lockheed Corp.</td>
<td>TRIDENT missile system&lt;br&gt;C-130 HERCULES, P-3 ORION, C-141 STARLIFTER, and C-5 GALAXY aircraft. &lt;br&gt;RDT&amp;E for missile/space systems, aircraft, and electronics/communication equipment.</td>
<td></td>
</tr>
<tr>
<td>7. Martin Marietta Corp.</td>
<td>RDT&amp;E for TITAN missile system&lt;br&gt;A-64 APACHE aircraft&lt;br&gt;MK-41 guided missile launch&lt;br&gt;Miscellaneous aircraft accessories and components&lt;br&gt;Operation of ammunition facility</td>
<td></td>
</tr>
<tr>
<td>8. United Technologies Corp.</td>
<td>F-100, TF-30, and TF-33 aircraft engines.&lt;br&gt;UH-60 BLACKHAWK, SH-60 SEAHAWK, and CH-53 SEA STALLION helicopters&lt;br&gt;RDT&amp;E and M/R of aircraft</td>
<td></td>
</tr>
<tr>
<td>9. Grumman Corp.</td>
<td>F-14 TOMCAT, E-2 HAWKEYE, and EA6B PROWLER aircraft.&lt;br&gt;RDT&amp;E for aircraft, missile/space systems, and electronics/communications equipment.&lt;br&gt;M&amp;R of A-6 INTRUDER aircraft</td>
<td></td>
</tr>
<tr>
<td>10. Tenneco, Inc.</td>
<td>M/R aircraft carriers.&lt;br&gt;Nuclear submarines.</td>
<td></td>
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## TABLE 1
INDEX OF 100 PARENT COMPANIES WHICH RECEIVED THE LARGEST DOLLAR VOLUME OF PRIME CONTRACT AWARDS

### FISCAL YEAR 1990

<table>
<thead>
<tr>
<th>Rank</th>
<th>Parent Company</th>
<th>Rank</th>
<th>Parent Company</th>
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<tr>
<td>43</td>
<td>AEROSPACE CORPORATION</td>
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<td>HEWLETT PACKARD COMPANY</td>
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<tr>
<td>28</td>
<td>ALLIED SIGNAL INC</td>
<td>15</td>
<td>HONEYWELL INC</td>
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<tr>
<td>95</td>
<td>AMF ADAMS HESS CORPORATION</td>
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<td>INTERNATIONAL BUS MCHS CORP</td>
</tr>
<tr>
<td>33</td>
<td>AMERICAN TELEPHONE &amp; TELECO</td>
<td>68</td>
<td>INTERNATIONAL MARINE CARRIERS</td>
</tr>
<tr>
<td>72</td>
<td>AMOCO CORPORATION</td>
<td>87</td>
<td>INTERNATIONAL SHIPHOLDING CORP</td>
</tr>
<tr>
<td>47</td>
<td>ARCO PRODUCTS COMPANY</td>
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<td>ITT CORPORATION</td>
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<td>93</td>
<td>ARVIN INDUSTRIES INC</td>
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<td>JOHNS HOPKINS UNIVERSITY</td>
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<td>79</td>
<td>ASTRONAUTICS CORP AMERICA</td>
<td>59</td>
<td>JOHNSON CONTROLS INC</td>
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<td>LITTON INDUSTRIES INC</td>
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<td>27</td>
<td>BATH HOLDING CORPORATION</td>
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<td>LOCKHEED CORPORATION</td>
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<td>81</td>
<td>BLACK &amp; DECKER CORPORATION</td>
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<td>11</td>
<td>BOEING COMPANY THE</td>
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<td>LORAL CORPORATION</td>
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<td>80</td>
<td>BOLLINGHAM MACHINE SHOP SHIPYARD</td>
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<td>LTV CORPORATION</td>
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<tr>
<td>92</td>
<td>BOLT BERANEK &amp; NEUMAN INC</td>
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<td>MARTIN MARIETTA CORPORATION</td>
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<td>74</td>
<td>CAE ENGINEERIES LTD</td>
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<td>MASSACHUSETTS INST OF TECHNOLOGY</td>
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<td>CFM INTERNATIONAL INC</td>
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<td>CHEVRON CORPORATION</td>
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<td>MCDONELL DOUGLAS CORPORATION</td>
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<td>MIP INSTANDSETZUNGSBETRICK</td>
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<td>CONTROL DATA CORPORATION</td>
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<td>CRSS SITRENE METCALF &amp; EDDY JV</td>
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<td>CSX CORPORATION</td>
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<td>FENN CENTRAL CORPORATION</td>
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<td>TALLEY INDUSTRIES INC</td>
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<td>FOUNDATION HEALTH CORPORATION</td>
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<td>TELEDYNE INC</td>
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<td>GENCORE INC</td>
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<td>GRUMMAN CORPORATION</td>
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<td>18</td>
<td>HERCULES INCORPORATED</td>
<td>84</td>
<td>WORLD ROSEN KEY AMER ETAL JV</td>
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# TABLE 2
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT AWARDS

## FISCAL YEAR 1990

<table>
<thead>
<tr>
<th>RANK</th>
<th>COMPANIES</th>
<th>THOUSANDS OF DOLLARS</th>
<th>PERCENT OF TOTAL</th>
<th>CUMULATIVE PERCENT OF TOTAL</th>
</tr>
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<tbody>
<tr>
<td></td>
<td><strong>TOTAL</strong></td>
<td>130,758,093</td>
<td>100.00</td>
<td>100.00</td>
</tr>
<tr>
<td></td>
<td>TOTAL, 100 COMPANIES/SUBSIDIARIES</td>
<td>86,670,694</td>
<td>66.28</td>
<td>66.26</td>
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<tr>
<td>1</td>
<td>MCDONNELL DOUGLAS CORPORATION</td>
<td>6,631,362</td>
<td>6.27</td>
<td>6.27</td>
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<tr>
<td></td>
<td>MCDONnell DOUGLAS ASTRONAUTICS</td>
<td>57,453</td>
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<td>5.21</td>
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<td></td>
<td>MCDONnell DOUGLAS HLCPTR CO</td>
<td>1,433,102</td>
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<td>11.10</td>
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## TABLE 2 (CONTINUED)
### 100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT AWARDS

#### FISCAL YEAR 1990

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

**FISCAL YEAR 1990**

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### TABLE 2 (CONTINUED)

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

**FISCAL YEAR 1990**

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12
### TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT AWARDS

**FISCAL YEAR 1990**

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<th>RANK</th>
<th>COMPANIES</th>
<th>THOUSANDS OF DOLLARS</th>
<th>PERCENT OF TOTAL</th>
<th>CUMULATIVE PERCENT OF TOTAL</th>
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| 21   | GENCORP INC  
AEROJET | 170,021 
962,798 | 0.86 | 46.22 |
|      | TOTAL     | 1,132,819            |                  |                             |
| 22   | TRW INC   
ESL INCORPORATED  
TRW ELECTRONIC PRODUCTS INC | 972,881 
108,529 
5,885 | 0.83 | 47.05 |
|      | TOTAL     | 1,087,295            |                  |                             |
| 23   | AMERICAN TELEPHONE & TELG CO   
A T & T COMMUNICATIONS INC  
A T & T PARADYNE CORP  
BELL TELEPHONE LABS INC  
WESTERN ELECTRIC SAUDI ARABI | 911,743  
4,155  
889  
76  
267 | 0.70 | 47.75 |
|      | TOTAL     | 917,130              |                  |                             |
| 24   | ITT CORPORATION  
FELEC SERVICES INC  
ITT BASE SERVICES INC  
ITT DIALCOM INC  
ITT FEDERAL SERVICES CORP  
ITT GILFILLAN | 632,669  
104,891  
6,317  
50  
118,395  
7,866 | 0.66 | 48.42 |
|      | TOTAL     | 870,228              |                  |                             |
| 25   | FORD MOTOR COMPANY  
BDM INTERNATIONAL INC  
BDM MANAGEMENT SERVICES CO  
BDM SERVICES COMPANY  
FORD AEROSPACE CORPORATION  
FORD MICROELECTRONICS INC  
UNITED STATES INSTR RENTALS  
UNITED STATES LEASING INTL | 144,219  
7,181  
4,141  
612,823  
97  
89  
205 | 0.58 | 49.01 |
|      | TOTAL     | 768,835              |                  |                             |
| 26   | NORTHROP CORPORATION  
NORTHROP WORLDWIDE AIRCRAFT SVC | 674,111  
72,328 | 0.57 | 49.58 |
|      | TOTAL     | 746,439              |                  |                             |
| 27   | BATH HOLDING CORPORATION  
BATH IRON WORKS CORPORATION | 733,856 | 0.56 | 50.14 |
<p>|      | TOTAL     | 733,856              |                  |                             |</p>
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### TABLE 2 (CONTINUED)
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1990**

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<th>RANK</th>
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### TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT AWARDS

**FISCAL YEAR 1990**

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<th>RANK</th>
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### TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT AWARDS

**FISCAL YEAR 1990**

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TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT AWARDS
FISCAL YEAR 1990

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

#### FISCAL YEAR 1990

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

**FISCAL YEAR 1990**

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

FISCAL YEAR 1990

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

**FISCAL YEAR 1990**

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<th>Cumulative Percent of Total</th>
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TABLE 2 (CONCLUDED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT AWARDS
FISCAL YEAR 1990

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<td>119,328</td>
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