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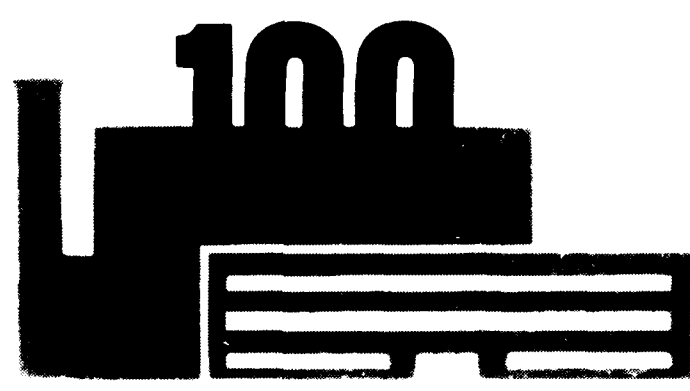
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100 COMPANIES

RECEIVING THE LARGEST DOLLAR VOLUME
OF PRIME CONTRACT AWARDS

Fiscal Year 1991



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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 1991.

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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) 1991. 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 \$136.7 billion during FY 1991, \$5.9 billion more than in FY 1990. The 100 firms and their subsidiaries receiving the largest amount of DoD contracts in FY 1991 received \$85.0 billion or 62.2 percent of this amount, primarily for aircraft, missile/space systems, ships, and electronics & communications equipment. In FY 1990 the top 100 companies received \$86.7 billion or 66.3 percent of all awards.

Exhibit A below shows that the first five companies received 21.4 percent of the total received by all companies in FY 1991, compared with 21.6 percent during FY 1990. The company ranked as number one during FY 1991, McDonnell Douglas Corp., also ranked as number one last year with awards of \$8.1 billion during FY 1991 as compared with \$8.2 billion last year. The smallest total amount received by a company in the FY 1991 Table 2 was \$142 million, compared to \$119 million in FY 1990.

Exhibit A

COMPANY POSITION	Percent of Total			
	FY 1991	FY 1990	FY 1989	FY 1988
1st	5.9%	6.3%	6.7%	5.8%
2nd	5.7	4.8	5.3	4.8
3rd	3.6	4.3	4.5	4.1
4th	3.2	3.1	2.9	3.7
5th	3.0	3.1	2.9	3.0
TOTAL 1-5	21.4	21.6	22.3	21.4
6-10	10.1	11.5	12.2	12.6
11-25	13.3	15.9	15.1	15.7
TOTAL 1-25	44.9	49.0	49.6	49.7
26-50	9.3	9.8	9.4	8.5
51-75	4.9	4.6	4.7	4.7
76-100	3.1	2.9	2.7	2.9
TOTAL 1-100	62.2%	66.3%	66.4%	65.8%

Changes in the Top 100 Companies, FY 1990 To FY 1991

Twenty four 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 25, one in position 55, and the balance between 62 and 100. The companies which appeared on the FY 1990 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

Companies Listed in FY 1991 But not in FY 1990

Alliant Techsystems, Inc. 1/
 American President Companies, Ltd.
 American Trans Air Kalitta JV
 Bahrain National Oil
 Bell Boeing JV
 Boeing Co., & Silorsky Aircraft JV
 Booz Allen & Hamilton
 Caltex Petroleum Corp.
 Carlyle Group 4/
 DuPont E.I. Demours & Co.
 EG&G, Inc.
 Esco Electronics Corp. 3/
 Halliburton Co.
 Hensel Phelps Construction Co.
 Motor Oil Hellas Corinth Refining
 National Steel & Shipbuilding Co.
 Norfolk Shipbuilding & Drydock Corp.
 Shore Management, Inc.
 Ssangyong Oil Refining Co., Ltd
 Sun Company, Inc.
 Trinity Industries, Inc.
 Unaka Co., Ltd
 United Industrial Corp.
 Vinnell Corp.

Companies Listed in FY 1990 But not in FY 1991

Arvin Industries, Inc.
 Bollinger Machine Shop & Shipyard
 Bolt Beranek & Newman, Inc.
 Contel Corp. 2/
 Control Data Corp.
 Crowley Maritime Corp.
 CRS Sistine Metcalf & Eddy JV
 Day & Zimmerman, Inc.
 Digital Equipment Corp.
 Duchossois Enterprises, Inc.
 Eastman Kodak Co.
 Emerson Electric Co. 3/
 Ford Motor Co. 4/
 Forstmann Little & Co.
 Goodyear Tire & Rubber Co., The
 Hewlett Packard Co.
 International Marine Carriers
 McDonnell Douglas Gen. Dynamics JV
 Morrison Knudson Corp.
 Peterson Builders, Inc.
 Philip Morris Companies, Inc.
 Ram Systems GMBH
 Talley Industries, Inc.
 Varian Associates Inc.

1/ Honeywell, Inc. sold the Defense Systems Group, Signal Analysis Center, Test Instrument division and Marine Systems Division to Alliant Techsystems, Inc.

2/ Contel Corp. acquired by GTE Corp.

3/ Emerson Electric Co., sold Electronics & Space Corp., Hazeltine Corp., Rantec Microwave & Electronics Corp., Southwest Mobile Systems, & Vacco Industries, Inc., to ESCO Electronics Corp.

4/ Ford Aerospace Corp. acquired by Loral Corp., Loral sold BDM Corp., which was part of Ford Aerospace, to Carlyle Group.

Two other major changes during this year was the acquisition of NCR Corp., by American Telephone & Telegraph Corp., and the name change of Banner Industries to Fairchild 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

Procurement Category	Number of Companies		
	FY 1991	FY 1990	Change
Aircraft	18	16	+2
Missiles	12	11	+1
Ships	7	8	-1
Tank-Automotive	3	4	-1
Ammunition	4	8	-4
Electronics	18	25	-7
Services	21	17	+4
Construction	2	0	+2
Petroleum	13	8	+5
Weapons	0	1	-1
Subsistence	1	1	0
All Other	1	1	0

Top 10 Companies

The top 10 companies during FY 1991 are listed in Exhibit D by rank, along with its FY 1990 rank and the dollar value of the awards it received in both FY 1991 and FY 1990. Exhibit E (page 5) describes the major products of these 10 companies.

Exhibit D

RANK		COMPANY NAME	AWARDS (In Billions)	
1991	1990		1991	1990
1	1	McDonnell Douglas Corp.	\$8.1	\$8.2
2	2	General Dynamics Corp.	7.9	6.3
3	3	General Electric Co.	4.9	5.6
4	4	General Motors Corp.	4.4	4.1
5	5	Raytheon Co.	4.1	4.1
6	26	Northrop Corp.	3.3	.7
7	8	United Technologies Corp.	2.8	2.9
8	7	Martin Marietta Corp.	2.7	3.5
9	6	Lockheed Corp.	2.7	3.6
10	9	Grumman Corp.	2.4	2.7

Exhibit E

COMPANY

MAJOR PRODUCTS

1. McDonnell Douglas Corp.
F-15 EAGLE, F-18 HORNET,
C-17 cargo transport, AV-8 HARRIER,
T-45 GOSHAWK, and AH-64 APACHE aircraft.
TOMAHAWK and HARPOON missile systems.
2. General Dynamics Corp.
F-16 FALCON fighter aircraft.
Nuclear submarines.
M-1 tank.
TOMAHAWK, STINGER and RIM-66 missiles.
MK-15 close-in weapon system.
Marine charter.
3. General Electric Co.
TOW, AEGIS and TRIDENT missile system
components.
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. General Motors Corp.
AMRAAM, TOW, TRIDENT, and MAVERICK
missile systems.
Components MK-48 torpedo.
Vehicular power transmission
components for M-1 Tank.
Construction of electronics/
communication facility.
Miscellaneous Electronics/
communications equipment.
5. Raytheon Co.
PATRIOT, AMRAAM, MAVERICK,
TRIDENT, and HAWK
missile systems and components.
Miscellaneous Fire Control
equipment.
RDT&E for electronics/communication
equipment and missile/space systems.
Underwater sound equipment.

Exhibit E (Concluded)

<u>COMPANY</u>	<u>MAJOR PRODUCTS</u>
3. Northrop Corp.	B-2 STEALTH, Advanced Tactical Fighter, and F-15 EAGLE aircraft. Various electronics/communications equipment. RDT&E for electronics/communications equipment, and missile/space systems.
7. United Technologies Corp.	F-100, TF-30, and TF-33 aircraft engines. UH-60 BLACKHAWK, SH-60 SEAHAWK, and CH-53 SEA STALLION helicopters. RDT&E and M/R of aircraft.
8. Martin Marietta Corp.	RDT&E for TITAN missile system. A-64 APACHE aircraft equipment and other miscellaneous aircraft accessories and components. Operation of ammunition facility.
9. Lockheed Corp.	TRIDENT missile system, Advanced Tactical Fighter, C-130 HERCULES, C-141 STARLIFTER, and C-5 GALAXY aircraft. RDT&E for missile/space systems, aircraft, and electronics/communication equipment.
10. Grumman Corp.	F-14 TOMCAT, E-2 HAWKEYE, and EA6B PROWLER aircraft. RDT&E for aircraft, missile/space systems, and electronics/communications equipment. M&R of A-6 INTRUDER aircraft.

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

FISCAL YEAR 1991

R A N K	PARENT COMPANY	R A N K	PARENT COMPANY
46	AEROSPACE CORPORATION	27	INTERNATIONAL BUS MCHS CORP
25	ALLIANT TECHSYSTEMS INC	87	INTERNATIONAL SHIPHOLDING CORP
29	ALLIED SIGNAL INC	22	ITT CORPORATION
84	AMERADA HESS CORPORATION	44	JOHNS HOPKINS UNIVERSITY
93	AMERICAN PRESIDENT CMPNIES LTD	59	JOHNSON CONTROLS INC
28	AMERICAN TELEPHONE & TELG CO	70	KAMAN CORPORATION
69	AMERICAN TRANS AIR KALITTA JV	13	LITTON INDUSTRIES INC
65	AMOCO CORPORATION	9	LOCKHEED CORPORATION
40	ARCO PRODUCTS COMPANY	96	LOGICON INC
73	ASTRONAUTICS CORP OF AMERICA	16	LORAL CORPORATION
53	AVONDALE INDUSTRIES INC	17	LTV CORPORATION
67	BAHRAIN NATIONAL OIL	8	MARTIN MARIETTA CORPORATION
23	BATH HOLDING CORPORATION	45	MASSACHSTTS INST OF TCHNOLOGY
76	BELL BOEING JV	1	MCDONNELL DOUGLAS CORPORATION
79	BLACK & DECKER CORPORATION	100	MIP INSTANDSETZUNGSBETRIC
63	BOEING CO & SIKORSKY ACFT JV	41	MITRE CORPORATION
18	BOEING COMPANY THE	64	MOBIL CORPORATION
75	BOOZ ALLEN & HAMILTON INC	74	MOTOR OILS HELLAS CORINTH REFI
97	CAE INDUSTRIES LTD	57	MOTOROLA INC
94	CALTEX PETROLEUM CORPORATION	78	NATIONAL STEEL & SHPBLDING CO
88	CARLYLE GROUP	99	NORFOLK SHPBLDING DRYDOCK CORP
56	CFM INTERNATIONAL INC	6	NORTHROP CORPORATION
66	CHEVRON CORPORATION	31	OLIN CORP
61	CHRYSLER CORPORATION	39	OSHKOSH TRUCK CORPORATION
48	COASTAL CORPORATION	54	PENN CENTRAL CORPORATION
43	COMPUTER SCIENCES CORPORATION	72	PHILIPS GLJELAMPENFABRIEKEN
52	CSX CORPORATION	5	RAYTHEON COMPANY
91	DU PONT E I DE NEMOURS & CO	12	ROCKWELL INTERNATIONAL CORP
38	DYNACORP	68	ROLLS ROYCE PLC
32	E SYSTEMS INC	49	ROYAL DUTCH SHELL GROUP OF COS
90	EATON CORPORATION	36	SCIENCE APPLICATIONS INTL CORP
77	EG&G INC	82	SEQUA CORPORATION
55	ESCO ELECTRONICS CORPORATION	71	SHORE MANAGEMENT INC
33	EXXON CORPORATION	83	SSANGYONG OIL REFINING CO LTD
24	FED EX PAN AM NORTHWEST ET AL	92	SUN COMPANY INC
14	FMC CORPORATION	37	TELEDYNE INC
42	FOUNDATION HEALTH CORPORATION	51	TENNECO INC
34	GENCORP INC	21	TEXAS INSTRUMENTS INC
2	GENERAL DYNAMICS CORPORATION	20	TEXTRON INC
80	GENERAL ELECTRIC CO PLC THE	60	THIOKOL CORPORATION
3	GENERAL ELECTRIC COMPANY	89	TRACOR INC
4	GENERAL MOTORS CORPORATION	95	TRINITY INDUSTRIES INC
10	GRUMMAN CORPORATION	19	TRW INC
26	GTE CORPORATION	62	UNAKA COMPANY INCORPORATED
81	HALLIBURTON COMPANY	15	UNISYS CORPORATION
58	HARRIS CORPORATION	98	UNITED INDUSTRIAL CORPORATION
30	HARSCO CORPORATION	7	UNITED TECHNOLOGIES CORP
86	HENSEL PHELPS CONSTRUCTION CO	85	VINNELL CORPORATION
50	HERCULES INCORPORATED	11	WESTINGHOUSE ELECTRIC CORP
35	HONEYWELL INC	47	WORLD ROSEN KEY AMER ETAL JV

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

FISCAL YEAR 1991

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
	TOTAL	136,640,307	100.00	100.00
	TOTAL, 100 COMPANIES/SUBSIDIARIES	84,963,299	62.18	62.18
1	MCDONNELL DOUGLAS CORPORATION DOUGLAS AIRCRAFT COMPANY MCDONNELL AIRCRAFT COMPANY MCDONNELL DOUGLAS ELECTRON SYS MCDONNELL DOUGLAS HELICOPTER MCDONNELL DOUGLAS MSL SYS CO MCDONNELL DOUGLAS SPACE SYS CO MCDONNELL DOUGLAS SYS INTEG CO MCDONNELL DOUGLAS TRNGING SYS	5,226,540 1,353,668 383,637 29,162 446,908 57,288 522,355 2,657 <u>35,099</u>		
	TOTAL	8,057,307	5.89	5.89
2	GENERAL DYNAMICS CORPORATION BRAINTREE MARITIME CORPORATION CESSNA AIRCRAFT COMPANY	7,694,646 129,242 <u>24,353</u>		
	TOTAL	7,848,241	5.74	11.64
3	GENERAL ELECTRIC COMPANY CANADIAN GENERAL ELECTRIC CO ELANO CORPORATION GE MOBILE COMMUNICATIONS DIST GELCO CORPORATION GENERAL ELECTRIC GMBH & CO KG GENSTAR CONTAINER CORP MANAGEMENT & TECHNICAL SVCS CO REUTER STOKES CANADA LIMITED REUTER STOKES INC DEL TRANSPORT INTL POOL INC	4,845,879 1,299 1,610 14,823 365 75 67 1,802 115 94 <u>359</u>		
	TOTAL	4,866,488	3.56	15.20
4	GENERAL MOTORS CORPORATION AMI INSTRUMENTS INC DELCO ELECTRONICS CORPORATION ELECTRONIC DATA SYSTEMS CORP G M HUGHES ELECTRONICS CORP GENERAL MOTORS OF CANADA LTD HUGHES AIRCRAFT COMPANY HUGHES DANBURY OPTICAL SYSTEMS HUGHES TRAINING SYS INC	1,353,540 38 9,194 445,594 6,697 593 2,547,123 42,151 <u>22,239</u>		
	TOTAL	4,427,169	3.24	18.44

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

FISCAL YEAR 1991

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 INDIANA BEECHCRAFT INC RAYTHEON MDTRRN SSIMS CMPNY RAYTHEON SERVICE COMPANY RAYTHEON SUPPORT SERVICES CO RAYTHEON TECH ASST CO INC SWITCHCRAFT INC UNITED ENGINEERS & CONSTRS TOTAL	3,705,026 168,244 45,889 396 199 53,113 23,966 303- 164 93,067 4,089,761	 2.99	 21.43
6	NORTHROP CORPORATION NORTHROP WRLDWIDE AIRCRAFT SVC TOTAL	3,243,235 75,980 3,319,215	 2.42	 23.86
7	UNITED TECHNOLOGIES CORP ADAPTIVE OPTICS ASSOCIATES CARRIER CORPORATION HAMILTON STANDARD ELECTRONICS INTERNATIONAL FUEL CELLS CORP NORDEN SYSTEMS INC OTIS ELEVATOR COMPANY SIKORSKY INTERNATIONAL PRODUCT UNITED TECHNOLOGIES AT HLDNGS USBI CO TOTAL	2,763,489 718 1,480 13,305 513 38,860 140 5,709 220 700 2,825,134	 2.06	 25.93
8	MARTIN MARIETTA CORPORATION TORRANCE ADVANCED METALS CORP TOTAL	2,683,270 5,936 2,689,206	 1.96	 27.89
9	LOCKHEED CORPORATION LOCKHEED AEROMOD CENTER INC LOCKHEED AERONAUTICAL SYS CO LOCKHEED AEROPARTS INC LOCKHEED AIRCRAFT SERVICE CO LOCKHEED ENGINEERING & SCIENCE LOCKHEED MISSILES & SPACE CO LOCKHEED SANDERS INC LOCKHEED SPACE OPERATIONS CO LOCKHEED SUPPORT SYSTEMS INC LOCKHEED SYSTEMS COMPANY INC LOCKHEED WESTERN EXPORT CO TOTAL	182,230 37,390 494,760 470 63,906 8,484 1,510,639 269,960 1,064- 96,805 356 2,637 2,666,573	 1.95	 29.85

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

FISCAL YEAR 1991

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
10	GRUMMAN CORPORATION GRUMMAN AEROSPACE CORPORATION GRUMMAN DATA SYSTEMS CORP TOTAL	0 2,293,181 <u>70,298</u> 2,363,479	 1.72	 31.58
11	WESTINGHOUSE ELECTRIC CORP PERCEPTICS CORPORATION SCIENTIFIC ECOLOGY GROUP INC SHAW WALKER CO T S C INC WESTINGHOUSE ENVIR GEO SER WESTINGHOUSE FURNITURE SYSTEMS XETRON CORPORATION TOTAL	1,786,954 75 42 1,090 7,520 355 13,028 <u>2,600</u> 1,811,664	 1.32	 32.90
12	ROCKWELL INTERNATIONAL CORP ALLEN BRADLEY COMPANY INC COLLINS INTERNATIONAL SVC CO ROCKWELL GRAPHIC SYSTEMS INC ROCKWELL POWER SYSTEMS TOTAL	1,458,561 122 229,742 455 <u>18,899</u> 1,707,779	 1.24	 34.15
13	LITTON INDUSTRIES INC INGALLS SHIPBUILDING INC LITTON SYSTEMS INC MENUMASTER INC U S E C O TOTAL	2,701 990,053 605,229 40 <u>2,931</u> 1,600,954	 1.17	 35.32
14	FMC CORPORATION TOTAL	<u>1,466,587</u> 1,466,587	 1.07	 36.40
15	UNISYS CORPORATION TOTAL	<u>1,378,865</u> 1,378,865	 1.00	 37.41
16	LORAL CORPORATION LORAL ROLM MIL SPEC COMPUTERS TOTAL	1,280,260 <u>2,658</u> 1,282,918	 0.93	 38.34

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

FISCAL YEAR 1991

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
17	LTV CORPORATION AM GENERAL CORPORATION LTV AEROSPACE & DEFENSE CO LTV ENERGY PRODUCTS CO TOTAL	464 358,003 895,662 667 <hr/> 1,254,796	 0.91	 39.26
18	BOEING COMPANY THE ARGOSYSTEMS INC BOEING AEROSPACE & ELECTRONICS BOEING COMPUTER SUPPORT SVCS BOEING ELECTRONICS INC BOEING LOUISIANA INC U T L CORPORATION TOTAL	669,483 5,683 435,755 42,542 225 11,476 1,285 <hr/> 1,166,449	 0.85	 40.12
19	TRW INC ESL INCORPORATED TRW ELECTRONIC PRODUCTS INC TOTAL	958,175 132,266 1,922 <hr/> 1,092,363	 0.79	 40.92
20	TEXTRON INC ACE INDUSTRIES INC AIRFOIL TEXTRON AVCO CORPORATION AVCO RESEARCH LABORATORY INC BABCO TEXTRON INC BELL HELICOPTER INTERNATIONAL BELL HELICOPTER TEXTRON INC CADILLAC GAGE TEXTRON INC EX CELL O CORPORATION H R TEXTRON INC NORWOOD PRECISION PDTS TEXTRON TOTAL	289,200 530 10,474 306,622 11,446 2,686 3,991 344,075 20,671 1,233 13,897 74 <hr/> 996,917	 0.72	 41.65
21	TEXAS INSTRUMENTS INC TEXAS INSTRUMENTS ASIA LTD TOTAL	973,929 8,149 <hr/> 982,078	 0.71	 42.36
22	ITT CORPORATION FELEC SERVICES INC ITT BASE SERVICES INC ITT FEDERAL SERVICES CORP ITT GILFILLAN SHERATON CORPORATION THE TOTAL	679,477 90,586 9,964 157,722 9,728 45 <hr/> 947,522	 0.69	 43.06

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

FISCAL YEAR 1991

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
23	BATH HOLDING CORPORATION BATH IRON WORKS CORPORATION TOTAL	0 <u>872,381</u> 872,381	0.63	43.70
24	FED EX PAN AM NORTHWEST ET AL TOTAL	<u>828,585</u> 828,585	0.60	44.30
25	ALLIANT TECHSYSTEMS INC TOTAL	<u>826,640</u> 826,640	0.60	44.91
26	GTE CORPORATION AG COMMUNICATION SYSTEMS CORP CONTEL CORPORATION CONTEL OF THE WEST INC GTE CALIFORNIA INC GTE CUSTOMER NETWORKS INC GTE GOVERNMENT SYSTEMS CORP GTE HAWAIIAN TELEPHONE CO GTE INTERNATIONAL INC GTE MOBILNET GTE NORTH INC GTE PRODUCTS CORP GTE SOUTH INCORPORATED GTE SPACENET CORPORATION GTE SYLVANIA COM PRODUCTS GTE TELECOM INC GTE TELEPHONE OPERATIONS SW GTE VALENITE CORP TOTAL	5,125 107 284,098 572 702 578 424,314 44,128 614 50 54 4,703 1,883 12,296 16,802 3,465 1,590 <u>344</u> 801,425	0.58	45.49
27	INTERNATIONAL BUS MCHS CORP TOTAL	<u>773,363</u> 773,363	0.56	46.06
28	AMERICAN TELEPHONE & TELG CO A T & T COMMUNICATIONS INC A T & T PARADYNE CORP NCR COMTEN INC NCR CORPORATION NCR JAPAN LTD WESTERN ELECTRIC SAUDI ARABIA TOTAL	642,141 35,733 752 6,665 13,085 258 <u>429</u> 699,063	0.51	46.57
29	ALLIED SIGNAL INC ALLIED SIGNAL AEROSPACE CO TOTAL	129,941 <u>558,614</u> 688,555	0.50	47.08

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

FISCAL YEAR 1991

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
30	HARSCO CORPORATION	<u>621,366</u>		
	TOTAL	621,366	0.45	47.53
31	OLIN CORP	136,407		
	OLIN FABRICATED METAL PRODUCTS	4,656		
	OLIN ORDNANCE	449,292		
	OLIN WINCHESTER	11,149		
	PACIFIC ELECTRO DYNAMICS INC	1,795		
	PHYSICS INTERNATIONAL COMPANY	11,932		
	ROCKET RESEARCH CO	<u>460</u>		
	TOTAL	615,691	0.45	47.98
32	E SYSTEMS INC	263,350		
	HRB SYSTEMS INC	1,904		
	SERV AIR INC	<u>338,188</u>		
	TOTAL	603,442	0.44	48.42
33	EXXON CORPORATION	195,661		
	ESSO AG	2,145		
	ESSO NEDERLAND B V	23,196		
	ESSO STANDARD OIL SA LTD	1,051		
	EXXON COMPANY USA	<u>327,017</u>		
	TOTAL	549,070	0.40	48.82
34	GENCORP INC	41,138		
	AEROJET	<u>506,213</u>		
	TOTAL	547,351	0.40	49.23
35	HONEYWELL INC	318,907		
	HONEYWELL FEDERAL SYSTEMS INC	194,531		
	HONEYWELL LTD	61		
	TETRA TECH DATA SYSTEMS INC	<u>354</u>		
	TOTAL	513,853	0.37	49.60
36	SCIENCE APPLICATIONS INTL CORP	462,922		
	AMERICAN SYSTEMS ENGRG CORP	19,819		
	FALCON ASSOCIATES	5,843		
	SAIC ENGINEERING INC	<u>24,842</u>		
	TOTAL	513,426	0.37	49.98

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

FISCAL YEAR 1991

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
37	TELEDYNE INC TELEDYNE INDUSTRIES INC TOTAL	357 <u>476,361</u> 476,718	0.34	50.33
38	DYNCORP AEROTHERM CORPORATION DYNCORP ITS INTERNATIONAL SERVICE GMBH SEA MOBILITY INC TOTAL	452,945 1,502 829 3,685 <u>1,284</u> 460,245	0.33	50.66
39	OSHKOSH TRUCK CORPORATION TOTAL	<u>455,144</u> 455,144	0.33	51.00
40	ARCO PRODUCTS COMPANY ARCO POWER TECHNOLOGY TOTAL	439,406 <u>701</u> 440,107	0.32	51.32
41	MITRE CORPORATION TOTAL	<u>436,052</u> 436,052	0.31	51.64
42	FOUNDATION HEALTH CORPORATION TOTAL	<u>433,279</u> 433,279	0.31	51.95
43	COMPUTER SCIENCES CORPORATION INFONET SERVICES CORPORATION TOTAL	401,991 <u>3,884</u> 405,875	0.29	52.25
44	JOHNS HOPKINS UNIVERSITY TOTAL	<u>404,203</u> 404,203	0.29	52.55
45	MASSACHSTTS INST OF TCHNOLOGY TOTAL	<u>401,525</u> 401,525	0.29	52.84
46	AEROSPACE CORPORATION TOTAL	<u>395,136</u> 395,136	0.28	53.13

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

FISCAL YEAR 1991

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
47	WORLD ROSEN KEY AMER ETAL JV	<u>388,552</u>		
	TOTAL	388,552	0.28	53.41
48	COASTAL CORPORATION	0		
	COASTAL EAGLE PT OIL COMPANY	122,547		
	COASTAL FUELS MARKETING INC	2,453		
	COASTAL MART INC	3,549		
	COASTAL OIL NEW ENGLAND INC	89		
	COASTAL OIL NEW YORK INC	86		
	COASTAL REFINING & MARKETING	251,835		
	COSCOL MARINE CORPORATION	<u>4,208</u>		
	TOTAL	384,767	0.28	53.70
49	ROYAL DUTCH SHELL GROUP OF COS	0		
	SHELL CO W I LIMITED	31		
	SHELL GUAM INC	38,409		
	SHELL MARKETS MIDDLE EAST	3,187		
	SHELL OIL COMPANY	333,939		
	SHOWA SHELL SEIKYU K K	<u>1,188</u>		
	TOTAL	376,754	0.27	53.97
50	HERCULES INCORPORATED	<u>365,393</u>		
	TOTAL	365,393	0.26	54.24
51	TENNECO INC	0		
	ALBRIGHT & WILSON AMERICAS	554		
	CASE J I COMPANY	8,882		
	MONROE AUTO EQUIPMENT COMPANY	4,088		
	NEWPORT NEWS INDUSTRIAL CORP	102		
	NEWPORT NEWS SHPBLDING DRYDOCK	334,391		
	PACKAGING CORPORATION AMERICA	133		
	SPERRY MARINE INC	14,835		
	TENNESSEE GAS PIPELINE CO	<u>30</u>		
	TOTAL	363,015	0.26	54.50
52	CSX CORPORATION	0		
	AMERICAN COMMERCIAL LINES INC	63		
	CSX TRANSPORTATION INC	90		
	SEA LAND SERVICE INC	<u>357,394</u>		
	TOTAL	357,547	0.26	54.77
53	AVONDALE INDUSTRIES INC	341,405		
	AVONDALE GULFPORT MARINE	<u>2,116</u>		
	TOTAL	343,521	0.25	55.02

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

FISCAL YEAR 1991

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
54	PENN CENTRAL CORPORATION CAROL CABLE CO INC G & H TECHNOLOGY INC G K TECHNOLOGIES INCORPORATED MARATHON MFG COMPANIES INC VITRO CORPORATION TOTAL	56 207 1,088 532 2,262 <u>317,299</u> 321,444	0.23	55.25
55	ESCO ELECTRONICS CORPORATION ELECTRONICS & SPACE CORP HAZELTINE CORPORATION RANTEC MICROWAVE & ELECTRONICS SOUTHWEST MOBILE SYSTEMS CORP VACCO INDUSTRIES TOTAL	0 50,923 222,186 11,677 32,769 <u>2,454</u> 320,009	0.23	55.49
56	CFM INTERNATIONAL INC TOTAL	<u>316,499</u> 316,499	0.23	55.72
57	MOTOROLA INC CODEX CORPORATION MOTOROLA COMMUNICATIONS & ELEC TOTAL	290,923 9,670 <u>12,715</u> 313,308	0.22	55.95
58	HARRIS CORPORATION EXECUTIVE CONFERENCE-CENTER LANIER WORLDWIDE INC TOTAL	292,076 469 <u>5,246</u> 297,791	0.21	56.17
59	JOHNSON CONTROLS INC TOTAL	<u>297,208</u> 297,208	0.21	56.38
60	THIOKOL CORPORATION TOTAL	<u>276,171</u> 276,171	0.20	56.59
61	CHRYSLER CORPORATION CHRYSLER TECHNOLOGIES ARBRN SY ELECTROSPACE SYSTEMS INC PENTASTAR ELECTRONICS INC PENTASTAR SUPPORT SERVICES TOTAL	0 137,138 85,579 44,227 <u>82</u> 267,026	0.19	56.78

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

FISCAL YEAR 1991

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
62	UNAKA COMPANY INCORPORATED SOUTHERN PACKAGING & STOR CO TOTAL	0 <u>265,117</u> 265,117	0.19	56.98
63	BOEING CO & SIKORSKY ACFT JV TOTAL	<u>256,592</u> 256,592	0.18	57.16
64	MOBIL CORPORATION TOTAL	<u>255,275</u> 255,275	0.18	57.35
65	AMOCO CORPORATION AMOCO CHEMICAL CO TOTAL	233,247 <u>4,660</u> 237,907	0.17	57.52
66	CHEVRON CORPORATION CHEVRON INTERNATIONAL OIL CO CHEVRON U S A INC TOTAL	0 86- <u>233,726</u> 233,640	0.17	57.70
67	BAHRAIN NATIONAL OIL TOTAL	<u>228,402</u> 228,402	0.16	57.86
68	ROLLS ROYCE PLC ROLLS ROYCE INC TOTAL	449- <u>222,016</u> 221,567	0.16	58.02
69	AMERICAN TRANS AIR KALITTA JV TOTAL	<u>212,689</u> 212,689	0.15	58.18
70	KAMAN CORPORATION ELECTROMAGNETIC LAUNCH RESRCH KAMAN AEROSPACE CORPORATION KAMAN INSTRUMENTATION CORP KAMAN SCIENCES CORPORATION KAMATICS CORPORATION LOCUS INC RAYMOND ENGINEERING INC TOTAL	5,884 7,541 111,311 1,165 59,720 1,485 13,563 <u>10,843</u> 211,512	0.15	58.33

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

FISCAL YEAR 1991

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
71	SHORE MANAGEMENT INC LYKES BROS STEAMSHIP CO INC TOTAL	0 <u>210,445</u> 210,445	0.15	58.49
72	PHILIPS GLOEILAMPENFABRIEKEN AIRPAX CORPORATION ANCHOR ADVANCED PRODUCTS INC MAGNAVOX GOVT & INDUSTRIAL ELCTR MAGNAVOX OVERSEAS LTD NORTH AMERICAN PHILIPS CORP PHILIPS CONSUMER ELECTRONICS PHILIPS ELECTRONIC INSTRUMENTS PHILIPS MEDICAL SYS NO AMERICA TOTAL	0 1,724 103 199,541 86 1,969 33 38 <u>6,310</u> 209,804	0.15	58.64
73	ASTRONAUTICS CORP OF AMERICA KEARFOTT GONCE NAVIGATION CORP TOTAL	19,549 <u>190,232</u> 209,781	0.15	58.80
74	MOTOR OILS HELLAS CORINTH REFI TOTAL	<u>209,493</u> 209,493	0.15	58.95
75	BOOZ ALLEN & HAMILTON INC TOTAL	<u>200,793</u> 200,793	0.14	59.10
76	BELL BOEING JV TOTAL	<u>194,431</u> 194,431	0.14	59.24
77	EG&G INC EG&G ASTROPHYSICS RESCH CORP EG&G DYNATREND EG&G ELECTRONIC COMPONENTS EG&G FREQUENCY PRODUCTS EG&G GEOMETRICS INC EG&G GMBH EG&G INTERTECH EG&G MARINE INSTRUMENTS EG&G POWER SYSTEMS INC EG&G PRESSURE SCIENCE CENTER EG&G ROTRON EG&G SEALOL INC EG&G SPECIAL PROJECTS EG&G WASHINGTON ANALYTICAL SVC EG&G WRIGHT COMPONENTS INC TOTAL	100,061 707 663 42 37 44 41 1,951 161 1,178 856 761 6,230 14,800 63,007 <u>443</u> 190,982	0.13	59.38

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

FISCAL YEAR 1991

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
78	NATIONAL STEEL & SHPBLD'NG CO	<u>189,074</u>		
	TOTAL	189,074	0.13	59.52
79	BLACK & DECKER CORPORATION PRC INC	7,094 <u>181,504</u>		
	TOTAL	188,598	0.13	59.65
80	GENERAL ELECTRIC CO PLC THE	0		
	A B D HOLDINGS INCORPORATED	1,909		
	CANADIAN MARCONI COMPANY	8,703		
	CINCINNATI ELECTRONICS CORP	10,660		
	CIRCUIT TECHNOLOGY INC	40		
	G E C AVIONICS LTD	23,300		
	G E C INCORPORATED	9,581		
	G E C MARCONI CO LTD	1,452		
	G E C MARCONI MATERIAL	2,495		
	G E C PLESSEY AEROSPACE LTD	749		
	G E C PLESSEY AERO PRECISION	5,240		
	G E C PLESSEY MICROSYSTEMS LTD	1,080		
	G E C PLESSEY NAVAL SYSTEMS	245		
	G E C PLESSEY RESEARCH CASWELL	603		
	G E C SENSORS LTD	11,111		
	GEC FERRANTI DEF SYSTEMS INC	5,243		
	GEC MARCONI ELECT SYS	82,716		
	GEC PLESSEY SEMICONDUCTORS	525		
	LEAR ASTRONICS CORP	2,363		
	MARCONI CIRCUIT TECHNOLOGY	36		
	MARCONI COMMAND & CTRL SYS LTD	4,977		
	MARCONI INSTRUMENTS INC	26		
	PICKER INTERNATIONAL INC	<u>12,654</u>		
	TOTAL	185,628	0.13	59.79
81	HALLIBURTON COMPANY	0		
	ALASKA CONSTRUCTORS INC	488		
	BROWN & ROOT INC	82,327		
	BROWN & ROOT INTERNATIONAL	38,717		
	BROWN & ROOT SERVICES CORP	46,803		
	JET RESEARCH CENTER INC	1,260		
	NUS CORPORATION	<u>13,977</u>		
	TOTAL	183,572	0.13	59.92
82	SEQUA CORPORATION	44,327		
	ATLANTIC RESEARCH CORPORATION	80,195		
	CHROMALLOY GAS TURBINE CORP	57,345		
	IANUS SYSTEMS	<u>430</u>		
	TOTAL	182,297	0.13	60.06

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

FISCAL YEAR 1991

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
83	SSANGYONG OIL REFINING CO LTD TOTAL	<u>181,823</u> 181,823	0.13	60.19
84	AMERADA HESS CORPORATION HESS OIL VIRGIN ISLANDS CORP TOTAL	<u>31,603</u> <u>148,410</u> 180,013	0.13	60.32
85	VINNELL CORPORATION TOTAL	<u>178,184</u> 178,184	0.13	60.45
86	HENSEL PHELPS CONSTRUCTION CO TOTAL	<u>178,058</u> 178,058	0.13	60.58
87	INTERNATIONAL SHIPHOLDING CORP CENTRAL GULF LINES INC WATERMAN STEAMSHIP CORPORATION TOTAL	<u>0</u> <u>70,245</u> <u>101,253</u> 171,498	0.12	60.71
88	CARLYLE GROUP BDM INTERNATIONAL INC TOTAL	<u>0</u> <u>167,756</u> 167,756	0.12	60.83
89	TRACOR INC TRACOR AEROSPACE INC TRACOR APPLIED SCIENCES INC TRACOR FLIGHT SERVICES INC TOTAL	<u>31,272</u> <u>31,642</u> <u>96,173</u> <u>4,359</u> 163,446	0.11	60.95
90	EATON CORPORATION AMERICAN NUCLEONICS CORP EATON KENWAY INCORPORATED TOTAL	<u>160,568</u> <u>1,154</u> <u>269</u> 161,991	0.11	61.07

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

FISCAL YEAR 1991

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
91	DU PONT E I DE NEMOURS & CO CONOCO INC CROSFIELD ELECTRONICS INC DU PONT DE NEMOURS DEUTSCHLAND DU PONT SPECIALTY IMAGING MEDIA REMINGTON ARMS CO INC TOTAL	15,176 59,743 961 29 1,455 <u>80,135</u> 157,499	 0.11	 61.19
92	SUN COMPANY INC PUERTO RICO SUN OIL CO INC SUN PIPE LINE COMPANY SUN REFINING & MARKETING CO TOTAL	0 52,853 612 <u>103,234</u> 156,699	 0.11	 61.30
93	AMERICAN PRESIDENT CMPNIES LTD AMERICAN PRESIDENT LINES LTD TOTAL	0 <u>154,501</u> 154,501	 0.11	 61.41
94	CALTEX PETROLEUM CORPORATION CALTEX OIL PHILIPPINES INC CALTEX OIL PRODUCTS COMPANY TOTAL	0 3,566 <u>148,466</u> 152,032	 0.11	 61.52
95	TRINITY INDUSTRIES INC TRINITY MARINE GROUP TOTAL	5,729 <u>145,721</u> 151,450	 0.11	 61.64
96	LOGICON INC EAGLE TECHNOLOGY INC R & D ASSOCIATES TOTAL	73,878 22,763 <u>54,504</u> 151,145	 0.11	 61.75
97	CAE INDUSTRIES LTD C A E ELECTRONICS LTD TOTAL	148,763 <u>411</u> 149,174	 0.10	 61.86
98	UNITED INDUSTRIAL CORPORATION A A I CORPORATION DETROIT STOKER COMPANY MANUFACTURING ASSEMBLY INC SETI INC TOTAL	0 143,687 32 5,345 <u>34</u> 149,098	 0.10	 61.96

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

FISCAL YEAR 1991

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
99	NORFOLK SHPBLDING DRYDOCK CORP	<u>146,048</u>		
	TOTAL	146,048	0.10	62.07
100	MIP INSTANDSETZUNGSBETRIC	<u>142,320</u>		
	TOTAL	142,320	0.10	62.18