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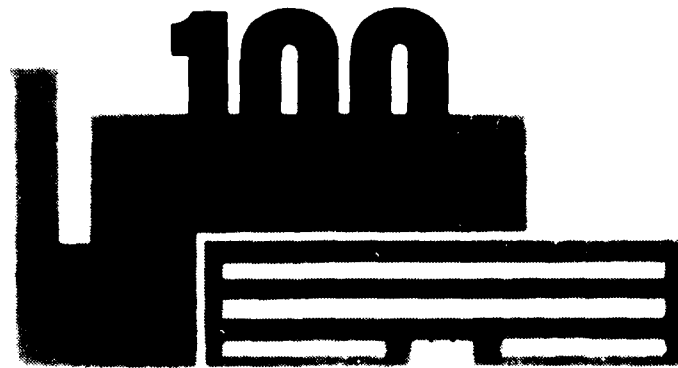
100 COMPANIES

RECEIVING THE LARGEST DOLLAR VOLUME
OF PRIME CONTRACT AWARDS

Fiscal Year 1993

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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 1993.

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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) 1993. 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/OR THE FEDERAL PROCUREMENT DATA SYSTEM CONTRACTOR ESTABLISHMENT CODE, AND THE ABILITY OF THESE CODING SYSTEMS TO DESCRIBE RELATIONSHIPS OF COMPANIES.

HIGHLIGHTS

Department of Defense prime contract awards over \$25,000 totaled \$123.7 billion during FY 1993, \$2.3 billion more than in FY 1992. The 100 firms and their subsidiaries receiving the largest amount of DoD contracts in FY 1993 received \$76.1 billion or 61.5 percent of this amount, primarily for aircraft, missile/space systems, ships, and electronics & communications equipment. In FY 1992, the top 100 companies received \$75.4 billion or 62.1 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 1993, compared with 19.2 percent during FY 1992. The company ranked as number one during FY 1993, McDonnell Douglas Corp., also ranked as number one last year with awards of \$7.5 billion during FY 1993 as compared with \$5.3 billion during FY 1992. The smallest total amount received by a company in the FY 1993 Table 2 was \$113 million, compared to \$116 million in FY 1992.

Exhibit A

COMPANY POSITION	Percent of Total			
	FY 1993	FY 1992	FY 1991	FY 1990
1st	6.1%	4.4%	5.9%	6.3%
2nd	5.6	4.0	5.7	4.8
3rd	3.8	3.8	3.6	4.3
4th	3.3	3.7	3.2	3.1
5th	2.6	3.3	3.0	3.1
TOTAL 1-5	21.4	19.2	21.4	21.6
6-10	9.4	11.7	10.1	11.5
11-25	14.1	14.9	13.3	15.9
TOTAL 1-25	44.9	45.8	44.8	49.0
26-50	9.5	8.9	9.3	9.8
51-75	4.5	4.6	4.9	4.6
76-100	2.6	2.8	3.1	2.9
TOTAL 1-100	61.5%	62.1%	62.2%	66.3%

Changes in the Top 100 Companies, FY 1992 To FY 1993

Twenty-two 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 35, one in position 63, and the balance between 67 and 100. The companies which appeared on the FY 1992 list but 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 1993 But not in FY 1992	Companies Listed in FY 1992 But not in FY 1993
<ul style="list-style-type: none"> Barrett Refining Corp. Battelle Memorial Institute Bell Boeing JV Bombardier Inc. Computer Sciences Raytheon JV Draper Charles Stark Lab, Inc. Exide Electronics Corp. Federal Express Corp. Fluor Corp. Gold Line Refining LTD Government Technology Services, Inc. Gulfstream Aerospace Corp. (GA) Hewlett-Packard Co. Holly Corp. International Technology Corp. Jacobs Engineering Group, Inc. Kaman Corp. Machines Bull (CIE DES) Maersk Inc. Ogden Corp. Sverdrup Corp. UNC Inc. 	<ul style="list-style-type: none"> Amoco Corp. Arvin Industries, Inc. Blackstone Group LP Digital Equipment Corp. Duchossois Enterprises, Inc. Eastman Kodak Co. Ensearch Corp. Fed Ex Pan Am Northwest Etal Harsco Corp. Infotec Development, Inc. International Shipholding Corp. Martin Marietta Westinghouse JV MIP Instandsetzungsberic National Program Office Penn Central Corp. Sequa Corp. Southwest Marine, Inc. Trinity Industries, Inc. United Industrial Corp. Vinnell Corp. Brown & Root JV World Rosen Key Amer etal JV Xerox Corp.

The most significant change during this year was the acquisition of General Electric Aerospace by Martin Marietta Corp. Thirteen of the 22 companies listed in FY 1993, but not in FY 1992, were included in the top 200 for FY 1992. Also, 17 of the 22 listed in FY 1992, but not in FY 1993, remain in the top 200.

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 1993	FY 1992	Change
Aircraft	18	17	+1
Missiles	12	13	-1
Ships	7	8	-1
Tank-Automotive	5	5	0
Ammunition	4	6	-2
Electronics	20	18	+2
Services	21	22	-4
Construction	3	3	0
Petroleum	9	7	+2
Weapons	1	1	0
Subsistence	0	0	0
All Other	0	0	0

Top 10 Companies

The top 10 companies during FY 1993 are listed in Exhibit D by rank, along with its FY 1992 rank and the dollar value of the awards it received in both FY 1993 and FY 1992. Exhibit E (page 5) describes the major products of these 10 companies.

Exhibit D

RANK		COMPANY NAME	AWARDS (In Billions)	
1993	1992		1993	1992
1	1	McDonnell Douglas Corp.	\$7.5	\$5.3
2	3	Lockheed Corp.	6.9	4.7
3	10	Martin Marietta Corp.	4.7	2.4
4	6	General Motors Corp.	4.1	3.7
5	7	Raytheon Co.	3.2	2.8
6	8	United Technologies Corp.	3.1	2.8
7	2	Northrop Corp.	3.0	4.9
8	4	General Dynamics Corp.	2.1	4.5
9	13	Loral Corp.	1.7	1.8
10	12	Grumman Corp.	1.7	2.2

Exhibit E

<u>COMPANY</u>	<u>MAJOR PRODUCTS</u>
1. McDonnell Douglas Corp.	F-18 HORNET, F-15 EAGLE, AV-8 HARRIER, C-10 & C-17 cargo transports, T-45 GOSHAWK and AH-64 APACHE aircraft. TOMAHAWK and HARPOON missile systems. RDT&E related to aircraft and missiles.
2. Lockheed Corp.	TRIDENT missile system. Advanced Tactical Fighter, C-130 HERCULES, F-16 FALCON, UH-2 Seasprite and T-37 aircraft. MILSTAR communications. RDT&E for missile/space systems, ships, weapons, aircraft and electronics/communications equipment.
3. Martin Marietta Corp.	RDT&E for TITAN missile system, Ballistic Missile Defense systems, and NAVSTAR electronics. HELLFIRE Modular Missile systems. CG-47 AEGIS missiles. AH-64 APACHE aircraft equipment and other miscellaneous aircraft accessories and components. MK-41 Guided Missile Launch.
4. General Motors Corp.	AMRAAM, TOW, TRIDENT, STINGER and PEACE SHIELD missile systems. F-15 EAGLE, F-14 TOMCAT, F-18 HORNET, V22 Vertical Take Off and T-56 aircraft. Components MK-50 torpedo. Vehicular power transmission components for M-1 Tank. RDT&E for missile/space systems, and electronics/communications equipment.
5. Raytheon Co.	PATRIOT, AMRAAM, TRIDENT, HAWK and RIM-66 Standard missile systems and components. C-12 and C-12A cargo aircraft. Miscellaneous Fire Control equipment. RDT&E for electronics/communications equipment and missile/space systems.

Exhibit E (Concluded)

<u>COMPANY</u>	<u>MAJOR PRODUCTS</u>
6. United Technologies Corp.	F-100, F-101, TF-30 and TF-33 aircraft engines. A-6 INTRUDER, C-17, SH-3D SEA KING, UH-60 BLACKHAWK, SH-60 SEAHAWK, CH-53 SEA STALLION and Advanced Tactical Fighter aircraft. RDT&E for aircraft, missile/space systems, and electronics/communications equipment.
7. Northrop Corp.	B-1, B-2 STEALTH, F-15 EAGLE, T-38 TALON, F-5 FREEDOM fighter and UH-1 IROQUOIS aircraft. BGM-109 TOMAHAWK and PEACEKEEPER missile systems. Various electronics/communications equipment. RDT&E for electronics/communications equipment, and missile/space systems.
8. General Dynamics Corp.	F-16 FALCON fighter aircraft. STINGER, BGM-109 TOMAHAWK, TRIDENT and CGM/HGM-16 ATLAS missiles. Nuclear submarines. M-1 tank. MK-15 close-in weapon system. RDT&E for combat vehicles, ships and missile/space systems.
9. Loral Corp.	C-130 HERCULES and F-16 FALCON aircraft. Multi launch rocket systems. MK-46 torpedo. RDT&E for missile/space systems, electronics/communications equipment and Ballistic Missile Defense systems.
10. Grumman Corp.	E-2 HAWKEYE, EA-6B PROWLER, F-14 TOMCAT, F-15 EAGLE, A-6 INTRUDER, T-2 BUCKEYE and UH-1 IROQUOIS aircraft. AN/FSD JOINT STARS radar and navigational equipment. RDT&E for electronics/communications equipment.

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

FISCAL YEAR 1993

R A N K	PARENT COMPANY	R A N K	PARENT COMPANY
52	AEROSPACE CORPORATION	43	HARRIS CORPORATION
30	ALLIANT TECHSYSTEMS INC	66	HERCULES INCORPORATED
36	ALLIED SIGNAL INC	91	HEWLETT-PACKARD COMPANY
22	AMERICAN TELEPHONE & TELG CO	100	HOLLY CORPORATION
89	ASTRONAUTICS CORP OF AMERICA	59	HONEYWELL INC
77	ATLANTIC RICHFIELD COMPANY	23	INTERNATIONAL BUS MCHS CORP
31	AVONDALE INDUSTRIES INC	90	INTERNATIONAL TECHNOLOGY CORP
85	BARRETT REFINING CORPORATION	97	ISRAEL AIRCRAFT INDUSTRIES LTD
18	BATH HOLDING CORPORATION	29	ITT CORPORATION
96	BATTELLE MEMORIAL INSTITUTE	94	JACOBS ENGINEERING GROUP INC
51	BDM HOLDINGS INC	58	JOHNS HOPKINS UNIVERSITY
35	BELL BOEING JV	47	JOHNSON CONTROLS INC
42	BLACK & DECKER CORPORATION	92	KAMAN CORPORATION
11	BOEING COMPANY THE	14	LITTON INDUSTRIES INC
54	BOEING SKRSKY COMANCHE TEAM JV	2	LOCKHEED CORPORATION
79	BOMBARDIER INC	60	LOGICON INC
61	BOOZ ALLEN & HAMILTON INC	9	LORAL CORP
84	CAE INDUSTRIES INC	63	MACHINES BULL (CIE DES)
73	CERIDIAN CORPORATION	81	MAERSK INC
62	CFM INTERNATIONAL INC	3	MARTIN MARIETTA CORPORATION
50	CHEVRON CORPORATION	45	MASSACHUSETTS INST OF TECH
56	CHRYSLER CORPORATION	1	MCDONNELL DOUGLAS CORPORATION
49	COASTAL CORPORATION	38	MITRE CORPORATION
39	COMPUTER SCIENCES CORPORATION	75	MOBIL OIL CORPORATION
95	COMPUTER SCIENCES RAYTHEON JV	83	MONTEDISON SPA
78	CSX CORPORATION	55	MOTOROLA INC
67	DRAPER CHARLES STARK LAB INC	15	NATIONAL STEEL & SHIPBLDG CO
34	DYNCORP	7	NORTHROP CORPORATION
26	E-SYSTEMS INC	86	OGDEN CORPORATION
71	EATON CORPORATION	44	OLIN CORPORATION
68	EG&G INC	46	OSHKOSH TRUCK CORP
76	ESCO ELECTRONICS CORPORATION	64	PHILIPS ELECTRONICS NV
99	EXIDE ELECTRONICS CORP	5	RAYTHEON COMPANY
40	EXXON CORPORATION	41	RENCO GROUP INC
70	FEDERAL EXPRESS CORPORATION	16	ROCKWELL INTERNATIONAL CORP
98	FLUOR CORPORATION	48	ROYAL DUTCH SHELL GROUP OF COS
32	FMC CORPORATION	25	SCIENCE APPLICATIONS INTL CORP
74	FORSTMANN LITTLE & CO	65	STEWART & STEVENSON SVCS INC
24	FOUNDATION HEALTH CORPORATION	87	SVERDRUP CORPORATION
53	GENCORP INC	37	TELEDYNE INC
8	GENERAL DYNAMICS CORPORATION	21	TENNECO INC
69	GENERAL ELECTRIC CO PLC THE	19	TEXAS INSTRUMENTS INCORPORATED
12	GENERAL ELECTRIC COMPANY	20	TEXTRON INC
4	GENERAL MOTORS CORPORATION	72	THIOKOL CORPORATION
82	GOLD LINE REFINING LTD	33	TRACOR INC
80	GOVERNMENT TECHNOLOGY SERVICES	17	TRW INC
10	GRUMMAN CORPORATION	88	UNC INCORPORATED
28	GTE CORPORATION	27	UNISYS CORPORATION
93	GULFSTREAM AEROSPACE CORP (GA)	6	UNITED TECHNOLOGIES CORP
57	HALLIBURTON COMPANY	13	WESTINGHOUSE ELECTRIC CORP

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

FISCAL YEAR 1993

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
	TOTAL	123,713,397	100.00	100.00
	TOTAL, 100 COMPANIES/SUBSIDIARIES	76,117,897	61.52	61.52
1	MCDONNELL DOUGLAS CORPORATION DOUGLAS AIRCRAFT COMPANY MCDONNELL DOUGLAS AEROSPACE MCDONNELL DOUGLAS HELICOPTER	4,952,350 1,671,500 297,444 <u>618,512</u>		
	TOTAL	7,539,806	6.09	6.09
2	LOCKHEED CORPORATION AIROD SDN BHD ANALYTX ELECTRONIC SYSTEMS CALCOMP INC FORMTEK INC LOCKHEED AEROMOD CENTER INC LOCKHEED AERONAUTICAL SYS CO LOCKHEED AEROPARTS INC LOCKHEED AIR TERMINAL INC LOCKHEED ENGRG & SCIENCES CO LOCKHEED FORT WORTH CO LOCKHEED MISSILES & SPACE CO LOCKHEED SANDERS INC LOCKHEED SYSTEMS COMPANY INC LOCKHEED WESTERN EXPORT CO	481,404 167 4,470 773 255 62,536 1,850,094 1,326 77,765 26,489 1,690,110 1,700,926 228,602 371 <u>785,584</u>		
	TOTAL	6,910,871	5.58	11.68
3	MARTIN MARIETTA CORPORATION INTERNATIONAL LIGHT METALS MARTIN MARIETTA MISSILE SYS MARTIN MARIETTA SERVICES, INC MARTIN MARIETTA TECHNOLOGIES MATHTECH INC	4,377,376 834 205,285 141,497 1,307 <u>771</u>		
	TOTAL	4,727,071	3.82	15.50
4	GENERAL MOTORS CORPORATION ADAM OPEL AG DELCO ELECTRONICS CORPORATION ELECTRONIC DATA SYSTEMS CORP G M HUGHES ELECTRONICS CORP GENERAL MOTORS OF CANADA LIM HUGHES AIRCRAFT COMPANY HUGHES ELECTRO OPTICAL OPNS IN HUGHES LAN SYSTEMS INC HUGHES MISSILE SYSTEMS CO HUGHES NETWORK SYSTEMS INC HUGHES OPTICAL PRODUCTS INC HUGHES STX CORPORATION HUGHES TRAINING INC SPECTROLAB INC TRANSLANT INC	472,573 72 4,556 310,715 47,149 117 2,440,397 2,594 237 684,734 1,370 53,076 7,521 46,053 2,513 <u>1,941</u>		
	TOTAL	4,075,618	3.29	19.29

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

FISCAL YEAR 1993

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
5	RAYTHEON COMPANY BEECH AEOSPACE SERVICES INC BEECH AIRCRAFT CORPORATION CEDARAPIDS INC COSSOR ELECTRONICS LTD RAYTHEON MIDDLE EAST SYSTMS CO RAYTHEON SERVICE COMPANY RAYTHEON SUPPORT SERVICES CO UNITED BEECHCRAFT INC UNITED ENGINEERS & CONSTRS TOTAL	2,800,325 156,244 70,641 73 328 15,957 73,512 10,561 402 102,813 <hr/> 3,232,856	2.61	21.40
6	UNITED TECHNOLOGIES CORP CARRIER CORPORATION CHEMICAL SYSTEMS DIVISION HAMILTON STANDARD DIVISION INTERNATIONAL FUEL CELL CORP NORDEN SYSTEMS INC OTIS ELEVATOR COMPANY PRATT & WHITNEY AIRCRAFT PRATT & WHITNEY CANADA INC SIKORSKY AIRCRAFT DIVISION UT SPACE BOOSTERS INC UTC OPTICAL SYSTEMS INC TOTAL	1,249,676 2,165 5,131 64,388 835 46,760 165 133,428 220 1,554,513 500 25,404 <hr/> 3,083,185	2.49	23.90
7	NORTHROP CORPORATION NORTHROP WORLDWIDE ACFT SVCS TOTAL	2,928,948 75,291 <hr/> 3,004,238	2.42	26.32
8	GENERAL DYNAMICS CORPORATION AMERICAN OVERSEAS MARINE CORP TOTAL	2,022,149 124,667 <hr/> 2,146,816	1.73	28.06
9	LORAL CORP LORAL AEROSPACE CORP LORAL ROLM MIL SPEC COMPUTERS LORAL TERRACOM LORAL TRAINING & TECH SVCS LORAL VOUGHT SYSTEMS TOTAL	694,846 443,247 12,101 277 6,022 573,291 <hr/> 1,729,230	1.29	29.46
10	GRUMMAN CORPORATION GRUMMAN AEROSPACE CORPORATION GRUMMAN DATA SYSTEMS CORP TOTAL	122,807 1,520,574 61,981 <hr/> 1,705,363	1.37	30.84

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

FISCAL YEAR 1993

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
11	BOEING COMPANY THE ARGOSYSTEMS INC BOEING AEROSPACE OPERATIONS TOTAL	1,340,909 7,040 <u> 316,473</u> 1,664,421	1.34	32.18
12	GENERAL ELECTRIC COMPANY ELANO CORPORATION GENERAL ELECTRIC CANADA INC GENERAL ELECTRIC CAPITAL CORP NATIONAL BROADCASTING CO INC TRANSPORT INTL POOL INC TOTAL	1,604,450 309- 790 345 102 <u> 239</u> 1,605,616	1.29	33.48
13	WESTINGHOUSE ELECTRIC CORP KNOLL GROUP THE PERCEPTICS CORPORATION SCIENTIFIC ECOLOGY GROUP INC T S C INC WESTINGHOUSE AIRSHIPS INC WESTINGHOUSE ENVIR GEO SER XETRON CORPORATION TOTAL	1,488,629 14,247 500 45,066 7,401 9,055 182 <u> 4,447</u> 1,569,528	1.26	34.75
14	LITTON INDUSTRIES INC INGALLS SHIPBUILDING INC INTERMEC CORPORATION LITTON SYSTEMS INC TOTAL	472,641 792,265 2,400 <u> 287,582</u> 1,554,889	1.25	36.01
15	NATIONAL STEEL & SHIPBLDG CO TOTAL	<u>1,398,037</u> 1,398,037	1.13	37.14
16	ROCKWELL INTERNATIONAL CORP ALLEN-BRADLEY COMPANY INC COLLINS SYSTEMS INTERNATIONAL ROCKWELL COLLINS FRANCE TOTAL	1,314,185 189 1,945 <u> 291</u> 1,316,610	1.06	38.20
17	TRW INC ESL INCORPORATED SCI TEC INC TOTAL	1,013,265 144,794 <u> 2,440</u> 1,160,499	0.93	39.14

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

FISCAL YEAR 1993

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
18	BATH HOLDING CORPORATION BATH IRON WORKS CORPORATION TOTAL	0 <u>997,183</u> 997,183	0.80	39.94
19	TEXAS INSTRUMENTS INCORPORATED RHONE-POULENC RORER INC TEXAS INSTRUMENTS ASIA LTD TEXAS INSTRUMENTS FOUNDATION TOTAL	963,571 3,294 569 <u>500</u> 967,934	0.78	40.73
20	TEXTRON INC AIRFOIL TEXTRON INC AVCO CORPORATION AVCO RESEARCH LABS BABCO TEXTRON INC BELL HELICOPTER INTERNATIONAL BELL HELICOPTER SERVICES INC BELL HELICOPTER TEXTRON INC CADILLAC GAGE TEXTRON INC CESSNA AIRCRAFT COMPANY EX CELL O CORPORATION H R TEXTRON INC NORWOOD PRECISION PDTS TEXTRON TEXTRON FILTRATION SYSTEMS TOTAL	225,646 14,063 29,093 11,492 499 9,484 310,298 283,262 50,305 272 9,995 9,122 188 <u>1,171</u> 954,890	0.77	41.50
21	TENNECO INC CASE J I COMPANY NEWPORT NEWS SHPBLDING DRYDOCK SPERRY MARINE INC TENNECO CO PTE LTD TENNECO GAS MARKETING COMPANY TOTAL	31 2,417 891,018 6,123 33 <u>6,475</u> 906,097	0.73	42.23
22	AMERICAN TELEPHONE & TELG CO A T & T COMMUNICATIONS INC A T & T INTERNATIONAL INC A T & T ISTEEL VISUAL INTERACT A T & T PARADYNE INC AT&T CAPITAL SERVICES CORP BELL TELEPHONE LABORATORIES DATOTEK INC NCR CORPORATION NCR JAPAN LTD WESTERN ELECTRIC SAUDI ARABIA TOTAL	788,682 48,925 6,078 35 80 230 234 271 24,697 131 <u>1,117</u> 870,480	0.70	42.93

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

FISCAL YEAR 1993

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
23	INTERNATIONAL BUS MCHS CORP	<u>849,136</u>		
	TOTAL	849,136	0.68	43.62
24	FOUNDATION HEALTH CORPORATION	<u>817,832</u>		
	TOTAL	817,832	0.66	44.28
25	SCIENCE APPLICATIONS INTL CORP	740,402		
	AMERICAN SYSTEMS ENGRG CORP	20,652		
	FALCON ASSOCIATES LTD	2,624		
	SAIC ENGINEERING SYSTEMS	<u>22,733</u>		
	TOTAL	786,411	0.63	44.92
26	E-SYSTEMS INC	267,726		
	ENGINEERING RESEARCH ASSOC	49,397		
	HRB SYSTEMS INC	1,371		
	SERV-AIR INC	<u>435,210</u>		
	TOTAL	753,704	0.60	45.53
27	UNISYS CORPORATION	504,788		
	PARAMAX SYSTEMS CORP	211,830		
	UNISYS CANADA INC	<u>101</u>		
	TOTAL	716,719	0.57	46.11
28	GTE CORPORATION	28,354		
	CONTEL CORPORATION	88,691		
	CONTEL OF CALIFORNIA INC	3,219		
	CONTEL OF MISSOURI INC	56		
	CONTEL OF THE WEST INC	125		
	GTE ALASKA INC	41		
	GTE CALIFORNIA INC	309		
	GTE COMMUNICATIONS SYSTEMS	270		
	GTE CORPORATION	8,160		
	GTE GOVERNMENT SYSTEMS CORP	509,358		
	GTE HAWAIIAN TELEPHONE CO INC	15,334		
	GTE INTERNATIONAL INC	348		
	GTE NORTH INC	25		
	GTE NORTHWEST INCORPORATED	81		
	GTE PRODUCTS CORP	25,583		
	GTE SOUTH INCORPORATED	2,655		
	GTE SOUTHWEST INCORPORATED	256		
	GTE SPACENET CORPORATION	883		
	GTE SYLVANIA COM PRODUCTS	18,044		
	GTE TELECOM INC	1,592		
	GTE TELECOM MARKETING CORP	420		
	GTE VALENITE CORP	34		
	INDEPENDENT COMMUNICATIONS	4,268		
	TELOS CORPORATION	<u>5,987</u>		
	TOTAL	713,981	0.57	46.68

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

FISCAL YEAR 1993

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
29	ITT CORPORATION ITT BASE SERVICES INC ITT FEDERAL SERVICES CORP ITT SHERATON CORPORATION ITT STANDARD TOTAL	427,673 4,839 181,382 232 59 <hr/> 614,184	0.49	47.18
30	ALLIANT TECHSYSTEMS INC TOTAL	<hr/> 612,014 <hr/> 612,014	0.49	47.67
31	AVONDALE INDUSTRIES INC AVONDALE GULFPORT MARINE INC AVONDALE TECHNICAL SERVICES TOTAL	588,176 1,272- 320 <hr/> 587,224	0.47	48.15
32	FMC CORPORATION TOTAL	<hr/> 508,211 <hr/> 508,211	0.41	48.56
33	TRACOR INC TRACOR AEROSPACE INC TRACOR APPLIED SCIENCES INC TRACOR FLIGHT SYSTEMS INC VITRO CORPORATION TOTAL	12,565 47,769 99,048 2,198 <hr/> 331,299 <hr/> 492,879	0.39	48.96
34	DYNCORP AEROTHERM CORPORATION B-K DYNAMICS INC DYNAIR ELECTRONICS INC ITS INTERNATIONAL SERVICE GMBH MERIDIAN CORPORATION PROGRAM RESOURCES INC TECHNOLOGY APPLICATIONS INC TOTAL	462,952 6,675 4,675 67 3,682 6,181 651- 8,308 <hr/> 491,889	0.39	49.36
35	BELL BOEING JV TOTAL	<hr/> 472,224 <hr/> 472,224	0.38	49.74

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

FISCAL YEAR 1993

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
36	ALLIED SIGNAL INC ALLIED SIGNAL AEROSPACE CO AMEX SYSTEMS INC BENDIX AVELEX INC BENDIX FIELD ENGINEERING CORP TOTAL	147,021 277,581 108 26 <u>28,804</u> 453,540	 0.36	 50.10
37	TELEDYNE INC TELEDYNE INDUSTRIES INC TELEDYNE ISOTOPES TOTAL	49,468 385,860 <u>34</u> 435,362	 0.35	 50.46
38	MITRE CORPORATION TOTAL	<u>431,929</u> 431,929	 0.34	 50.80
39	COMPUTER SCIENCES CORPORATION CSC ANALYTICS INC TOTAL	418,442 <u>3,692</u> 422,134	 0.34	 51.15
40	EXXON CORPORATION ESSO HONG KONG LTD ESSO SINGAPORE PTE LTD EXXON COMPANY USA DIV EXXON INTERNATIONAL SERVICES TOTAL	3,868 1,208 1,167 250,771 <u>161,500</u> 418,513	 0.33	 51.48
41	RENCO GROUP INC AM GENERAL CORPORATION TOTAL	0 <u>398,045</u> 398,045	 0.32	 51.81
42	BLACK & DECKER CORPORATION PRC ENGINEERING SYSTEMS INC PRC ENVIRONMENTAL MGT DEL PRC INC PRC PUBLIC SECTOR INC TOTAL	13,901 12,476 54,672 297,059 <u>4,200</u> 382,307	 0.30	 52.12

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

FISCAL YEAR 1993

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
43	HARRIS CORPORATION EXECUTIVE CONFERENCE-CENTER LANIER DE PANAMA SA LANIER DEUTSCHLAND GMBH LANIER UNITED KINGDOM LTD LANIER WORLDWIDE INC TOTAL	371,257 669 40 453 144 <hr/> 4,947 377,510	 0.30	 52.42
44	OLIN CORPORATION OLIN FABRICATED METAL PRODUCTS OLIN ORDNANCE OLIN WINCHESTER PACIFIC ELECTRO DYNAMICS INC PHYSICS INTERNATIONAL COMPANY ROCKET RESEARCH CO TOTAL	39,114 120 286,984 21,216 1,012 17,774 <hr/> 2,340 368,559	 0.29	 52.72
45	MASSACHUSETTS INST OF TECH TOTAL	<hr/> 365,694 365,694	 0.29	 53.01
46	OSHKOSH TRUCK CORP TOTAL	<hr/> 361,662 361,662	 0.29	 53.31
47	JOHNSON CONTROLS INC JOHNSON CONTRLS WORLD SVCS INC T G S TECHNOLOGY INC TOTAL	4,290 341,982 <hr/> 7,357 353,629	 0.28	 53.59
48	ROYAL DUTCH SHELL GROUP OF COS COMPOSITEK CORP ROYAL LUBRICANTS CO SHELL BAHAMAS SHELL EASTERN TRADING (PTE) LT SHELL GUAM INC SHELL MARKETS/MIDDLEEAST/LTD SHELL OIL COMPANY SHELL PETROLEUM INC SHOWA SHELL SEKIYU K K TOTAL	0 529 1,728 6,121 192 62 310 332,188 136 <hr/> 10,238 351,504	 0.28	 53.88

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

FISCAL YEAR 1993

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
49	COASTAL CORPORATION COASTAL EAGLE POINT OIL CO COASTAL FUELS MARKETING INC COASTAL GAS MARKETING CO COASTAL OIL NEW ENGLAND INC COASTAL OIL NEW YORK INC COASTAL REFINING & MARKETING COASTAL STATES TRADING INC TOTAL	1,191 73,595 5,742 3,040 10,747 991 226,195 17,976 <hr/> 339,477	0.27	54.15
50	CHEVRON CORPORATION CHEVRON INTERNATIONAL OIL CO CHEVRON U S A INC TOTAL	0 1,294 319,701 <hr/> 320,995	0.25	54.41
51	BDM HOLDINGS INC BDM INTERNATIONAL INC BDM MANAGEMENT SERVICES CO VINNELL CORPORATION TOTAL	1,830 207,516 73,768 28,990 <hr/> 312,105	0.25	54.66
52	AEROSPACE CORPORATION TOTAL	301,094 <hr/> 301,094	0.24	54.91
53	GENCORP INC AEROJET-GENERAL CORPORATION GENERAL APPLIED SCIENCE LABS TOTAL	0 297,985 800 <hr/> 298,786	0.24	55.15
54	BOEING SKRSKY COMANCHE TEAM JV TOTAL	298,743 <hr/> 298,743	0.24	55.39
55	MOTOROLA INC CODEX CORPORATION MOTOROLA COMMUNICATIONS & ELEC MOTOROLA COMPUTER SYSTEMS INC MOTOROLA GMBH MOTOROLA INC MOTOROLA PAGE-TEL PACIFIC TEGAL CORPORATION UNIVERSAL DATA SYSTEMS INC TOTAL	205,255 22,540 51,442 170 705 41 26 100 120 <hr/> 280,399	0.22	55.62

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

FISCAL YEAR 1993

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
56	CHRYSLER CORPORATION CHRYSLER TECH ARBR SYSTEMS ELECTROSPACE SYSTEMS INC PENTASTAR ELECTRONICS INC TOTAL	452 124,402 99,703 <u>34,157</u> 258,714	0.20	55.82
57	HALLIBURTON COMPANY ALASKA CONSTRUCTORS INC BROWN & ROOT DEVELOPMENT INC BROWN & ROOT SERVICES CORP HALLIBURTON NUS ENVML CORP HOUSTON EXECUTIVE AIR SERVICE JET RESEARCH CENTER INC NUS CORPORATION SIERRA GEOPHYSICS INC TOTAL	123 91 6,041 174,781 19,391 42,037 782 9,456 <u>80</u> 252,781	0.20	56.03
58	JOHNS HOPKINS UNIVERSITY APPLIED PHYSICS LABORATORY TOTAL	3,696 <u>235,347</u> 239,043	0.19	56.22
59	HONEYWELL INC HONEYWELL LTD TETRA TECH DATA SYSTEMS INC TOTAL	234,430 83 <u>350</u> 234,863	0.18	56.41
60	LOGICON INC LOGICON EAGLE TECHNOLOGY INC LOGICON R & D ASSOCIATES TOTAL	94,221 43,350 <u>88,956</u> 226,527	0.18	56.59
61	BOOZ ALLEN & HAMILTON INC ADVANCED DECISION SYSTEMS TOTAL	208,664 <u>862</u> 209,527	0.16	56.76
62	CFM INTERNATIONAL INC TOTAL	<u>204,830</u> 204,830	0.16	56.93

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

FISCAL YEAR 1993

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
63	MACHINES BULL (CIE DES) BULL H N INFORMATION SYSTEMS HFSI INC ZENITH ELECTRONICS CORPORATION TOTAL	0 35 84,463 <u>118,378</u>	0.16	57.09
64	PHILIPS ELECTRONICS NV GENERAL ATRONICS INCORPORATED MAGNAVOX GOVT & INDSTR ELCTR PHILIPS ELECTRONIC INSTRUMENTS PHILIPS ELECTRONICS NORTH AMER PHILIPS LIGHTING CO PHILIPS MEDICAL SYSTEMS INC TOTAL	0 5,105 190,359 273 1,890 223 <u>3,032</u>	0.16	57.26
65	STEWART & STEVENSON SVCS INC STEWART & STEVENSON TRNSP TOTAL	194,738 <u>1,045</u>	0.15	57.41
66	HERCULES INCORPORATED HERCULES MATERIALS CO TOTAL	192,955 <u>1,871</u>	0.15	57.57
67	DRAPER CHARLES STARK LAB INC TOTAL	<u>193,795</u>	0.15	57.73
68	EG&G INC EG&G ASTROPHYSICS RESEARCH EG&G ELECTRONIC COMPONENTS EG&G FRANK HILL ASSOCIATES EG&G GAMMA SCIENTIFIC EG&G KT AEROFAB EG&G MANAGEMENT SYSTEMS EG&G ORTEC EG&G POWER SYSTEMS INC EG&G PRESSURE SCIENCE INC EG&G PROCESS MEASUREMENTS EG&G RETICON EG&G ROTRON EG&G SEALOL INC EG&G SPECIAL PROJECTS EG&G WASHINGTON ANALYTICAL SVC EG&G WRIGHT COMPONENTS INC TOTAL	99,048 32 146 128 47 36 10,752 204 1,645 691 363 11,483 343 993 2,173 61,362 <u>349</u>	0.15	57.88

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

FISCAL YEAR 1993

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
69	GENERAL ELECTRIC CO PLC THE ABD HOLDINGS INCORPORATED CANADIAN MARCONI COMPANY CINCINNATI ELECTRONICS CORP DEVELOPMENTAL SCIENCES CORP E E V INC G E C-PLESSEY AVIONICS LTD GEC ALSTHOM INTERNATIONAL INC GEC ALSTHOM T & D INC GEC AVIONICS LTD GEC FERRANTI GEC FERRANTI DEFENSE SYSTEMS GEC INCORPORATED GEC MARCONI AEROSPACE LTD GEC MARCONI AVIONICS LIMITED GEC MARCONI RESEARCH CENTER GEC PLESSEY NAVAL SYSTEMS GEC SENSORS LTD LEAR ASTRONICS CORP MARCONI CIRCUIT TECHNOLOGY MARCONI COMMUNICATIONS INTNL MARCONI INSTRUMENTS INC MARCONI RADAR & CONTROL SYSTEM MARCONI UNDERWATER SYSTEMS LTD PICKER INTERNATIONAL INC PLESSEY AEROSPACE LTDMS SIPPICAN INC VIDEO JET SYSTEMS INTL DEL	0 1,390 95 23,392 10,494 1,146 643 1,759 319- 25,087 510 592- 68,512 158 468 1,244 81- 4,589 11,850 1,428 281 604 11,796 10,677 6,130 96 5,923 61		
	TOTAL	<u>187,340</u>	0.15	58.03
70	FEDERAL EXPRESS CORPORATION	<u>185,263</u>		
	TOTAL	<u>185,263</u>	0.14	58.18
71	EATON CORPORATION AIL SYSTEMS INC AMERICAN NUCLEONICS CORP EATON KENWAY INCORPORATED	147,108 21,295 207 <u>8,378</u>		
	TOTAL	<u>176,988</u>	0.14	58.33
72	THIOKOL CORPORATION HUCK INTERNATIONAL INC	173,375 <u>1,106</u>		
	TOTAL	<u>174,481</u>	0.14	58.47
73	CERIDIAN CORPORATION COMPUTING DEVICES CANADA LTD	167,663 <u>454</u>		
	TOTAL	<u>168,118</u>	0.13	58.60

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

FISCAL YEAR 1993

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
74	FORSTMANN LITTLE & CO FL AEROSPACE HOLDINGS CORP FL INDUSTRIES HOLDINGS INC GENERAL INSTRUMENT CORPORATION GRIMES AEROSPACE COMPANY LEAR SIEGLAR ARABIA LTD LEAR SIEGLER HOLDINGS CORP PEABODY ENGINEERING CORP PEABODY HOLDING COMPANY INC REXON TECHNOLOGY CORP TOTAL	0 1,957 166 1,480 7,186 946 146,605 151 24 6,433 <hr/> 164,900	0.13	58.74
75	MOBIL OIL CORPORATION MOBIL OIL GUAM INC MOBIL OIL HONG KONG LTD TOTAL	163,411 475 36 <hr/> 163,922	0.13	58.87
76	ESCO ELECTRONICS CORPORATION ELECTRONICS & SPACE CORP HAZELTINE CORPORATION RANTEC MICROWAVE & ELECTRONICS SOUTHWEST MOBILE SYSTEMS CORP VACCO INDUSTRIES TOTAL	8,234 90,199 32,811 541 27,900 3,328 <hr/> 163,013	0.13	59.00
77	ATLANTIC RICHFIELD COMPANY TOTAL	<hr/> 161,687 <hr/> 161,687	0.13	59.13
78	CSX CORPORATION CSX TRANSPORTATION INC SEA LAND SERVICE INC TOTAL	0 201 160,667 <hr/> 160,868	0.13	59.26
79	BOMBARDIER INC SHORT BROTHERS PLC TOTAL	29,011 125,078 <hr/> 154,089	0.12	59.39
80	GOVERNMENT TECHNOLOGY SERVICES TOTAL	<hr/> 146,216 <hr/> 146,216	0.11	59.50

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

FISCAL YEAR 1993

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
81	MAERSK INC MAERSK LINE LTD TOTAL	2,000 <u>138,766</u> 140,766	0.11	59.62
82	GOLD LINE REFINING LTD TOTAL	<u>140,198</u> 140,198	0.11	59.73
83	MONTEDISON SPA EDISON SPA ERBAMONT INC INTERMARINE USA TOTAL	0 260 28 <u>138,521</u> 138,809	0.11	59.84
84	CAE INDUSTRIES INC C A E ELECTRONICS LTD CAE-LINK HOLDINGS COMPANY TOTAL	101,062 105 <u>37,244</u> 138,411	0.11	59.96
85	BARRETT REFINING CORPORATION TOTAL	<u>133,682</u> 133,682	0.10	60.06
86	OGDEN CORPORATION ERC INTERNATIONAL INC INTERNATIONAL TERMINAL OPER CO LAWRENCE ASSOCIATES INC OGDEN BIOSERVICES CORPORATION OGDEN ENVMTL & ENRGY SVC CO OGDEN GOVERNMENT SERVICES CO OGDEN SERVICES CORP SCHAFFER W J ASSOCIATES INC TOTAL	19,167 4,919 1,646 21,073 2,769 12,715 18,160 26,341 24,108 <u>130,898</u>	0.10	60.17
87	SVERDRUP CORPORATION SVERDRUP & PARCEL CONSULTANTS SVERDRUP ENVIRONMENTAL, INC SVERDRUP TECHNOLOGY INC TOTAL	34,277 236 2,250 <u>93,412</u> 130,174	0.10	60.27

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

FISCAL YEAR 1993

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
88	UNC INCORPORATED BURNSIDE OTT AVI TRAINING CTR UNC AIRWORK CORPORATION UNC TRI INDUSTRIES INC TOTAL	103,522 21,788 1,666 <u>2,121</u> 129,097	0.10	60.38
89	ASTRONAUTICS CORP OF AMERICA KEARFOTT GUIDANCE & NAVIGATION TOTAL	25,482 <u>102,752</u> 128,235	0.10	60.48
90	INTERNATIONAL TECHNOLOGY CORP I T CORPORATION TOTAL	82,786 <u>42,402</u> 125,188	0.10	60.58
91	HEWLETT-PACKARD COMPANY AVANTEK INC TOTAL	1,8,175 <u>438</u> 118,613	0.09	60.68
92	KAMAN CORPORATION KAMAN AEROSPACE CORPORATION KAMAN ELECTROMAGNETICS CORP KAMAN INSTRUMENTATION CORP KAMAN SCIENCES CORPORATION KAMATICS CORPORATION RAYMOND ENGINEERING INC TOTAL	0 27,024 1,013 20,662 59,962 2,040 <u>7,865</u> 118,567	0.09	60.78
93	GULFSTREAM AEROSPACE CORP (GA) GULFSTREAM DELAWARE CORP (DEL) TOTAL	0 <u>117,944</u> 117,944	0.09	60.87
94	JACOBS ENGINEERING GROUP INC TOTAL	<u>116,696</u> 116,696	0.09	60.96
95	COMPUTER SCIENCES RAYTHEON JV TOTAL	<u>116,354</u> 116,354	0.09	61.06
96	BATTELLE MEMORIAL INSTITUTE TOTAL	<u>115,560</u> 115,560	0.09	61.15

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

FISCAL YEAR 1993

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
97	ISRAEL AIRCRAFT INDUSTRIES LTD ISRAEL AIRCRAFT INDS INTL TOTAL	113,213 <u>1,585</u> 114,798	0.09	61.25
98	FLUOR CORPORATION FLUOR DANIEL INC WILLIAMS BROTHERS ENGRG CO TOTAL	64,305 50,118 <u>226</u> 114,650	0.09	61.34
99	EXIDE ELECTRONICS CORP TOTAL	<u>114,624</u> 114,624	0.09	61.43
100	HOLLY CORPORATION TOTAL	<u>113,871</u> 113,871	0.09	61.52