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# 100 COMPANIES

COMPANIES RECEIVING THE LARGEST DOLLAR VOLUME  
OF ~~MILITARY~~ PRIME CONTRACT AWARDS

**FISCAL YEAR 1977**

DEPARTMENT OF DEFENSE  
WASHINGTON HEADQUARTERS SERVICES  
DIRECTORATE FOR INFORMATION OPERATIONS  
AND REPORTS

**100 LARGEST DEFENSE CONTRACTORS  
AND THEIR SUBSIDIARY CORPORATIONS  
FISCAL YEAR 1977**

**ISSUED ANNUALLY BY  
DEPARTMENT OF DEFENSE  
WASHINGTON HEADQUARTERS SERVICES  
DIRECTORATE FOR INFORMATION OPERATIONS  
AND REPORTS**

100 COMPANIES AND THEIR SUBSIDIARY CORPORATIONS  
LISTED ACCORDING TO NET VALUE OF MILITARY  
PRIME CONTRACT AWARDS

FISCAL YEAR 1977

Department of Defense military prime contract awards of \$10,000 or more for research and development, services, construction, and supplies and equipment awarded during fiscal year 1977 totaled \$50.4 billion, \$8.4 billion more than in fiscal year 1976. Large awards for aircraft, missile and space systems, electronics and communication equipment, and ships which are dominated by large contractors resulted in 67.7% of total procurement being awarded to 100 companies which, together with their subsidiaries, received the largest dollar volume of prime contracts of \$10,000 or more.

The top 100 companies received \$34.1 billion in defense prime contracts during fiscal year 1977 or 67.7% of the \$50.4 billion awarded to all companies. In fiscal year 1976, the top 100 companies received \$28.9 billion or 69.0% of the volume of all awards. The table shows that the first five companies received 17.7% of the total received by all companies in fiscal year 1977, compared with 19.1% during fiscal year 1976. The largest company in fiscal year 1977 received awards totaling almost \$2.6 billion compared with \$2.5 billion for the largest company in fiscal year 1976. To get on the list in fiscal year 1977 required \$62 million in awards, as opposed to \$42 million in fiscal year 1976.

PERCENT OF TOTAL

| <u>COMPANIES</u> | <u>FY 1974</u> | <u>FY 1975</u> | <u>FY 1976</u> | <u>FY 1977</u> |
|------------------|----------------|----------------|----------------|----------------|
| 1st              | 5.2%           | 5.1%           | 5.9%           | 5.1%           |
| 2nd              | 4.1            | 3.8            | 3.6            | 3.3            |
| 3rd              | 3.7            | 3.4            | 3.5            | 3.2            |
| 4th              | 3.4            | 3.4            | 3.2            | 3.1            |
| 5th              | 3.3            | 3.3            | 2.9            | 3.0            |
| 1-5              | <u>19.7%</u>   | <u>19.0%</u>   | <u>19.1%</u>   | <u>17.7%</u>   |
| 6-10             | 12.3           | 13.1           | 12.3           | 12.7           |
| 11-25            | 16.4           | 14.8           | 17.0           | 16.9           |
| 1-25             | <u>48.4%</u>   | <u>46.9%</u>   | <u>48.4%</u>   | <u>47.3%</u>   |
| 26-50            | 10.3           | 10.8           | 11.7           | 11.6           |
| 51-75            | 5.4            | 5.5            | 5.5            | 5.3            |
| 76-100           | 3.1            | 3.1            | 3.4            | 3.5            |
| 1-100            | <u>67.2%</u>   | <u>66.3%</u>   | <u>69.0%</u>   | <u>67.7%</u>   |

Thirteen contractors who did not appear on the list last year are among the top 100 companies this year. Of these, one appears in position 34, one in position 50, one in position 55, and the balance between positions 61 and 100.

Companies Listed in FY 1977  
But Not in FY 1976

British Petroleum Co., Ltd.  
Engelhard Minerals & Chemicals Corp.  
International Harvester Co.  
Mi Ryung Construction Co., Ltd.  
Morrison Knudsen USS F&M JV  
Norris Industries  
Ogden Corp.  
Peterson Builders, Inc.  
Royal Dutch Shell Group  
Saudi Tarmac Ltd. Tarmac OS Ltd.  
Tacoma Boatbuilding Co., Inc.  
U. S. & South American Enterprises,  
Inc.  
You One Construction Co., Ltd.

Companies Listed in FY 1976  
But Not in FY 1977

Atlantic Richfield Co.  
Bethlehem Steel Corp.  
Blake Construction Co., Inc.  
Briscoe Frank Co., Inc.  
Charles Stark Draper Labs., Inc.  
City Investing Co.  
Kidde Walter & Co., Inc.  
Mitre (The) Corp.  
Reynolds (R. J. ) Industries, Inc.  
Santa Fe Engineers, Inc.  
Tesoro Petroleum Corp.  
Titan Group, Inc.  
Webb Del E Corp.

Of the 87 companies appearing on the list in both fiscal year 1976 and fiscal year 1977, 38 advanced their position, 43 are in a lower position, and 6 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.

The dollar volume of DoD prime contracts awarded to Rockwell International Corporation increased by \$514 million over fiscal year 1976. This was the largest dollar change occurring and moved this company up in rank from tenth position in fiscal year 1976 to sixth place in fiscal year 1977. Other companies with large dollar volume increases were: Grumman Corporation, Boeing Company, United Technologies Corporation, and Westinghouse Electric Corporation. Contract Awards to Grumman Corporation which went from eighth place to seventh place increased by \$446 million while each of the other aforementioned companies increased by \$404 million, \$352 million, and \$320 million respectively.

Other companies with major position changes this year were: Pacific Resources, Inc., which went from 44th place to 91st; Sanders Associates, Inc., from 67th to 97th; Morrison-Knudsen Co., Inc., from 42nd to 63rd; and Texaco, Inc., from 43rd to 71st.

Other changes concerning companies on the fiscal year 1977 list were: the acquisition by Transamerica Corporation of Saturn Airways, Inc., and the name change for Lockheed Aircraft Corporation, now Lockheed Corporation.

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 "Services" decreased by four, while companies producing "Ships, Tank Automotive, Ammunition, and Petroleum" each increased by two.

| <u>Procurement Category</u> | <u>Number of Companies</u> |                |               |
|-----------------------------|----------------------------|----------------|---------------|
|                             | <u>FY 1977</u>             | <u>FY 1976</u> | <u>Change</u> |
| Aircraft                    | 15                         | 18             | -3            |
| Missiles                    | 12                         | 14             | -2            |
| Ships                       | 10                         | 8              | +2            |
| Tank Automotive             | 6                          | 4              | +2            |
| Ammunition                  | 10                         | 8              | +2            |
| Electronics                 | 18                         | 17             | +1            |
| Services                    | 6                          | 10             | -4            |
| Construction                | 5                          | 6              | -1            |
| Petroleum                   | 15                         | 13             | +2            |
| Weapons                     | 1                          | -              | +1            |
| Subsistence                 | 1                          | 1              | -             |
| All Other                   | 1                          | 1              | -             |

During fiscal year 1977, eleven companies received prime contract awards of \$1 billion or more. The eleven companies and a brief description of their more important defense work are as follows:

McDonnell Douglas Corporation, with a total of \$2,574 million in DoD prime contract awards, heads the list for the second consecutive year. This was an increase of \$110 million from fiscal year 1976; however, the company's share of the total DoD contract volume was 0.8 percent below last year. The major aircraft contracts for this company continue to be the F-15 EAGLE, F-4 PHANTOM, and the F-18 prototype. Major missile work included the AGM-84 HARPOON, and the Ballistic Missile Defense System.

Lockheed Corporation (formerly Lockheed Aircraft Corporation) continued in number two position for the second consecutive year with awards totaling \$1,673 million. Although the company received \$164 million more in awards, its share this year was 3.3 percent of the total, compared with 3.6 percent last year. The largest awards during fiscal year 1977 were for the TRIDENT missile system. Other major awards were for the POSEIDON missile, P-3 ORION, and C-130 HERCULES aircraft.

United Technologies Corporation, in fifth place last year with \$1,233 million or 2.9 percent of total, moved up to third place in fiscal year 1977 on a volume of \$1,585 million for 3.2 percent of total. Major defense contracts were for the F-100, TF-30, and TF-33 aircraft engines.

Boeing Company, in sixth place during fiscal year 1976, rose to fourth place this year with \$404 million more in awards. During fiscal year 1977, contracts were for the Air Warning & Control System (AWACS), MINUTEMAN missile, CH-47 CHINOOK helicopter, and the B-1 bomber.

General Electric Company, in fourth place during fiscal year 1976, fell to fifth place this year while total awards increased by \$173 million. Awards for the most part were for turbofan and turbojet engines. Other substantial contracts were for the F-18 prototype, CH-47 CHINOOK, R&D for B-1, and reactor propulsion plants.

Rockwell International Corporation moved from tenth to sixth place as contracts received in fiscal year 1977 were \$514 million above last year. The company's major contracts were for the B-1 Bomber, MINUTEMAN missile, miscellaneous communication equipment, and radar and navigational aids.

Grumman Corporation whose contracts totaled \$1,428 million ranks seventh. This was an increase of \$446 million from the \$928 million total during fiscal year 1976 when they were in eighth place. The largest contracts with Grumman were for the F-14 TOMCAT. Other large awards were for the E-2 HAWKEYE, A-6 INTRUDER, and EA-6B PROWLER aircraft.

General Dynamics Corporation, in seventh place last year, fell to eighth place this year even with increased awards of \$299 million. During this year, contracts included the F-16 fighter aircraft, nuclear submarines, and the Strategic Cruise Missile.

Hughes Aircraft Company, in eleventh place during fiscal year 1976, moved into ninth place with awards of \$1,093 million, an increase of \$182 million. The missile contracts of this company include the TOW, PHOENIX, MAVERICK, the ROLAND anti-aircraft missile, and guided missile remote control systems for the F-14 TOMCAT.

Northrop Corporation, in third place last year, fell to tenth place this year with decreased contract awards of \$433 million. The major defense work during fiscal year 1977 was for the F-5 FREEDOM FIGHTER.

Raytheon Company, in twelfth place last year, moved up to eleventh place this year. This year's contract volume reached \$1,041 million, \$257 million more than last year. This company's major work during fiscal year 1977 was predominately in missiles which included the HAWK, SAM-D, SPARROW, TRIDENT, NATO SEA SPARROW, and SIDEWINDER systems.

INDEX OF 100 PARENT COMPANIES WHICH WITH THEIR SUBSIDIARIES RECEIVED THE  
LARGEST DOLLAR VOLUME OF MILITARY PRIME CONTRACT AWARDS IN FISCAL YEAR 1977

| RANK | PARENT COMPANY                       | RANK   | PARENT COMPANY                     |
|------|--------------------------------------|--------|------------------------------------|
| 98.  | A T O, INC                           | 57.    | JCHNS HOPKINS UNIVERSITY (N)       |
| 66.  | AEROSPACE CORP (N)                   | 59.    | KAISER INDUSTRIES CORP             |
| 79.  | ALGERNON BLAIR INC                   | 33.    | L T V CORP                         |
| 31.  | AMERADA MESS CORP                    | 68.    | LEAR SIEGLER INC                   |
| 43.  | AMERICAN MOTORS CORP                 | 16.    | LITTON INDUSTRIES, INC             |
| 19.  | AMERICAN TELEPHONE + TELEGRAPH CO    | 2.     | LOCKHEED CORP                      |
| 67.  | AUTOMATION INDUSTRIES, INC           | 85.    | LORAL CORP                         |
| 60.  | AVCO CORP                            | 23.    | MARTIN MARIETTA CORP               |
| 74.  | BEECH AIRCRAFT CORP                  | 62.    | MASSACHUSETTS INSTITUTE TECHNOLOGY |
| 39.  | BENDIX CORP                          | 1.     | MCDONNELL DOUGLAS CORP             |
| 4.   | BOEING CO                            | 50.    | MI RYUNG CONSTRUCTION CO LTD       |
| 65.  | BRITISH PETROLEUM CO LTD             | 41.    | MCBIL CORP                         |
| 94.  | BURROUGHS CORP                       | * 34.  | MORRISON KNUDSEN USS F + M JV      |
| 52.  | CHAMBERLAIN MFG CORP                 | 63.    | MORRISON-KNUDSEN CO, INC           |
| 15.  | CHRYSLER CORP                        | 76.    | MOTOROLA INC                       |
| 75.  | COASTAL STATES GAS CORP              | 61.    | NORFIS INDUSTRIES                  |
| 89.  | COMPUTER SCIENCES CORP               | 47.    | NORTH AMERICAN PHILIPS CORP        |
| 35.  | CONGOLEUM CORP                       | 10.    | NORTHROP CORP                      |
| 51.  | CONTROL DATA CORP                    | 93.    | OGDEN CORP                         |
| 84.  | CUTLER-HAMMER, INC                   | 91.    | PACIFIC RESOURCES INC              |
| 80.  | DAY + ZIMMERMAN INC                  | 49.    | PAN AMERICAN WORLD AIRWAYS INC     |
| 92.  | DUFONT E I DE NEMOURS + CO           | 69.    | PETERSON BUILDINGS INC             |
| 45.  | E SYSTEMS, INC                       | 100.   | PROCTOR + GAMBLE CO                |
| 78.  | EASTMAN KODAK CO                     | 25.    | R C A CORP                         |
| 87.  | EMERSON ELECTRIC CO                  | 11.    | RAYTHEON CO                        |
| 88.  | ENGELHART MINERALS + CHEMICALS COR   | 6.     | ROCKWELL INTERNATIONAL CORP        |
| 38.  | EXXON CORP                           | 55.    | ROYAL DUTCH SHELL GROUP            |
| 37.  | F M C CORP                           | 97.    | SANDERS ASSOCIATES INC             |
| 22.  | FAIRCHILD INDUSTRIES, INC            | ** 82. | SAUDI TARMAC LTD TARMAC OS LTD     |
| 27.  | FORD MOTOR CO                        | 56.    | SIGNAL COMPANIES INC (THE)         |
| 8.   | GENERAL DYNAMICS CORP                | 28.    | SINGER CO                          |
| 5.   | GENERAL ELECTRIC CO                  | 14.    | SPEERRY RAND CORP                  |
| 95.  | GENERAL FOODS CORP                   | 32.    | STANDARD OIL CO OF CALIF           |
| 24.  | GENERAL MOTORS CORP                  | 53.    | STANDARD OIL OF INDIANA            |
| 40.  | GENERAL TELEPHONE + ELECTRONICS CORP | 96.    | SUN CO INC                         |
| 42.  | GENERAL TIRE + RUBBER CO             | 77.    | SVENDRUP + PARCEL + ASSOCS INC     |
| 48.  | GOODYEAR TIRE + RUBBER CO            | 26.    | T R W INC                          |
| 70.  | GOULD, INC                           | 99.    | TACOMA BOATBUILDING CO INC         |
| 7.   | GRUMMAN CORP                         | 33.    | TELEDYNE INC                       |
| 54.  | GUAM OIL + REFINING CO INC           | 13.    | TENNECO INC                        |
| 81.  | GULF OIL CORP                        | 71.    | TEXACO, INC                        |
| 73.  | HARRIS CORP                          | 29.    | TEXAS INSTRUMENTS INC              |
| 44.  | HARSCO CORP                          | 21.    | TEXTRON INC                        |
| 58.  | MERCULES, INC                        | 46.    | THIokol CORP                       |
| 90.  | HEWLETT PACKARD CO                   | 18.    | TODD SHIPYARDS CORP                |
| 20.  | HONEYWELL INC                        | 72.    | TRANSAMERICA CORP                  |
| 9.   | HUGHES AIRCRAFT CO                   | 86.    | U S + SOUTH AERICAN ENTERPRISES IN |
| 17.  | INTERNATIONAL BUSINESS MACHINES CO   | 3.     | UNITED TECHNOLOGIES CORP           |
| 83.  | INTERNATIONAL HARVESTER CO           | 12.    | WESTINGHOUSE ELECTRIC CORP         |
| 36.  | INTERNATIONAL TELEPHONE + TEL CORP   | 64.    | YOU ONE CONSTRUCTION CO LTD        |

\* MORRISON-KNUDSEN CO., UNITED STATES STEEL CO., AND FISCHBACK & MOORE, JV  
\*\* SAUDI TARMAC LTD., AND TARMAC OVERSEAS LTD. JV

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

FISCAL YEAR 1977  
( 1 OCT 1976 - 30 SEP 1977)

| RANK | COMPANIES                                           | THOUSANDS<br>OF<br>DOLLARS | PERCENT<br>OF U.S.<br>TOTAL | CUMULATIVE<br>PERCENT OF<br>U.S. TOTAL |
|------|-----------------------------------------------------|----------------------------|-----------------------------|----------------------------------------|
|      | T O T A L <u>a/</u>                                 | \$50,384,917<br>=====      | 100.00                      | 100.00                                 |
|      | TOTAL, 100 COMPANIES + THEIR SUBSIDIARIES <u>b/</u> | 34,101,517<br>=====        | 67.68                       | 67.68                                  |
| 1.   | MCDONNELL DOUGLAS CORP                              | 2,574,047                  | 5.11                        | 5.11                                   |
| 2.   | LOCKHEED CORP                                       | 691,331                    |                             |                                        |
|      | LOCKHEED ALUMINUM WINDOW CORP                       | 10                         |                             |                                        |
|      | LOCKHEED ELECTRONICS CO, INC                        | 33,616                     |                             |                                        |
|      | LOCKHEED MISSILES + SPACE CO INC                    | 915,586                    |                             |                                        |
|      | LOCKHEED SHIPBUILDING CONSTRUCTION                  | 32,831                     |                             |                                        |
|      | MURDOCK MACHINE + ENGR CO OF TEXAS                  | 48                         |                             |                                        |
|      | TOTAL                                               | 1,673,422                  | 3.32                        | 8.43                                   |
| 3.   | UNITED TECHNOLOGIES CORP                            | 1,564,600                  |                             |                                        |
|      | ESSEX INTERNATIONAL, INC                            | 123                        |                             |                                        |
|      | OTIS ELEVATOR CO                                    | 614                        |                             |                                        |
|      | PRATT + WHITNEY AIRCRAFT OF WVA                     | 19,142                     |                             |                                        |
|      | TERMINAL COMMUNICATIONS, INC                        | 201                        |                             |                                        |
|      | TOTAL                                               | 1,584,680                  | 3.15                        | 11.58                                  |
| 4.   | BOEING CO                                           | 1,384,476                  |                             |                                        |
|      | BOEING AEROSPACE CO                                 | 27                         |                             |                                        |
|      | BOEING COMPUTER SERVICES INC                        | 3,253                      |                             |                                        |
|      | BOEING INTL CORP                                    | 8,359                      |                             |                                        |
|      | BOEING SERVICES INTERNATIONAL INC                   | 34,026                     |                             |                                        |
|      | BOEING VERTOL CO                                    | 149,739                    |                             |                                        |
|      | TOTAL                                               | 1,579,880                  | 3.14                        | 14.72                                  |
| 5.   | GENERAL ELECTRIC CO                                 | 1,518,695                  |                             |                                        |
|      | GENERAL ELECTRIC ESPANOLA                           | 33                         |                             |                                        |
|      | INTERMAGNETICS GENERAL CORP                         | 96                         |                             |                                        |
|      | MANAGEMENT + TECHNICAL SERVICES CO                  | 806                        |                             |                                        |
|      | TOTAL                                               | 1,519,630                  | 3.02                        | 17.74                                  |
| 6.   | ROCKWELL INTERNATIONAL CORP                         | 1,479,586                  |                             |                                        |
|      | ADMIRAL CORP                                        | 10                         |                             |                                        |
|      | HEIM UNIVERSAL CORP                                 | 202                        |                             |                                        |
|      | TOTAL                                               | 1,479,798                  | 2.94                        | 20.68                                  |
| 7.   | GRUMMAN CORP                                        | 2,625                      |                             |                                        |
|      | GRUMMAN AEROSPACE CORP                              | 1,423,489                  |                             |                                        |
|      | GRUMMAN DATA SYSTEMS CORP                           | 1,943                      |                             |                                        |
|      | TOTAL                                               | 1,428,057                  | 2.83                        | 23.51                                  |
| 8.   | GENERAL DYNAMICS CORP                               | 1,360,075                  |                             |                                        |
|      | DATAGRAPHIX GMRH                                    | 232                        |                             |                                        |
|      | STROMBERG CARLSON CORP                              | 5,287                      |                             |                                        |

| RANK | COMPANIES                                                                                                                                                                                                                                                                                         | THOUSANDS<br>OF<br>DOLLARS                                                        | PERCENT<br>OF U.S.<br>TOTAL | CUMULATIVE<br>PERCENT OF<br>U.S. TOTAL |
|------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------|-----------------------------|----------------------------------------|
| 8.   | GENERAL DYNAMICS CORP<br>STROMBERG DATAGRAPHIX, INC                                                                                                                                                                                                                                               | 5,910                                                                             |                             |                                        |
|      | TOTAL                                                                                                                                                                                                                                                                                             | 1,371,504                                                                         | 2.72                        | 26.23                                  |
| 9.   | HUGHES AIRCRAFT CO<br>HUGHES RESEARCH LABS.<br>SANTA BARBARA RESEARCH CENTER<br>SUMMA CORP                                                                                                                                                                                                        | 1,010,268<br>1,157<br>18,259<br>63,755                                            |                             |                                        |
|      | TOTAL                                                                                                                                                                                                                                                                                             | 1,093,439                                                                         | 2.17                        | 28.40                                  |
| 10.  | NORTHROP CORP<br>EXTEK MICROSYSTEMS INC<br>NORTHROP WORLDWIDE ACFT SVCS INC                                                                                                                                                                                                                       | 986,239<br>13<br>60,417                                                           |                             |                                        |
|      | TOTAL                                                                                                                                                                                                                                                                                             | 1,046,669                                                                         | 2.08                        | 30.48                                  |
| 11.  | RAYTHEON CO<br>IOWA MFG CO OF CEDAR RAPIDS IOWA<br>LORAC SERVICE CORP<br>MACHLETT LABORATORIES INC<br>RAYTHEON EDUCATIONAL SYSTEMS CO<br>RAYTHEON EUROPE ELECTRONICS CO<br>RAYTHEON GULF SYSTEMS CO<br>RAYTHEON SERVICE CO<br>RAYTHEON TECHNICAL ASSISTANCE CO<br>UNITED ENGINEERS + CONSTRUCTORS | 979,123<br>515<br>140<br>1,899<br>9,524<br>14<br>30,136<br>13,567<br>5,291<br>718 |                             |                                        |
|      | TOTAL                                                                                                                                                                                                                                                                                             | 1,040,927                                                                         | 2.07                        | 32.55                                  |
| 12.  | WESTINGHOUSE ELECTRIC CORP<br>THERMO KING CORP<br>WESTINGHOUSE ELECTRIC SUPPLY CO<br>WESTINGHOUSE LEARNING CORP                                                                                                                                                                                   | 601,080<br>19<br>852<br>177                                                       |                             |                                        |
|      | TOTAL                                                                                                                                                                                                                                                                                             | 602,128                                                                           | 1.50                        | 34.14                                  |
| 13.  | TENNECO INC<br>CASE (JI) CO<br>CASE POWER + EQUIPMENT LTD<br>GAS EQUIPMENT ENGRS, INC<br>NEWPORT NEWS SHIPBLD + DRY DOCK CO<br>TENNECO CHEMICALS, INC                                                                                                                                             | 53<br>9,977<br>18<br>62<br>734,715<br>43                                          |                             |                                        |
|      | TOTAL                                                                                                                                                                                                                                                                                             | 744,868                                                                           | 1.48                        | 35.62                                  |
| 14.  | SPERRY RAND CORP<br>SPERRY ELECTRO COMPONENTS<br>SPERRY FLIGHT SYSTEMS<br>SPERRY MARINE SYSTEMS                                                                                                                                                                                                   | 646,486<br>277<br>4,504<br>225                                                    |                             |                                        |
|      | TOTAL                                                                                                                                                                                                                                                                                             | 651,492                                                                           | 1.29                        | 36.91                                  |
| 15.  | CHRYSLER CORP<br>CHRYSLER OUTBOARD CORP                                                                                                                                                                                                                                                           | 616,902<br>3,028                                                                  |                             |                                        |
|      | TOTAL                                                                                                                                                                                                                                                                                             | 619,930                                                                           | 1.23                        | 38.14                                  |
| 16.  | LITTON INDUSTRIES, INC<br>LITTON PIONETICS INC<br>LITTON BUSINESS SYSTEMS, INC<br>LITTON INDUSTRIAL PRODUCTS INC<br>LITTON MEDICAL PRODUCTS, INC<br>LITTON PRECISION PRODS INTL INC                                                                                                               | 43,528<br>302<br>222<br>984<br>341<br>71                                          |                             |                                        |

| RANK | COMPANIES                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | THOUSANDS<br>OF<br>DOLLARS                                                                                                                                                               | PERCENT<br>OF U.S.<br>TOTAL | CUMULATIVE<br>PERCENT OF<br>U.S. TOTAL |
|------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------|----------------------------------------|
| 16.  | LITTON INDUSTRIES, INC<br>LITTON SYSTEMS INC<br>MONROE BUSINESS EQUIPMENT CO INC<br>MONROE CALCULATING CO<br>MONROE INTERNATIONAL INC<br><br>TOTAL                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 563,248<br>31<br>438<br>22<br>-----<br>609,287                                                                                                                                           |                             | 39.35                                  |
| 17.  | INTERNATIONAL BUSINESS MACHINES CO<br>I R M DEUTSCHLAND GMBH<br>SCIENCE RESEARCH ASSOCIATES INC<br><br>TOTAL                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 546,822<br>213<br>109<br>-----<br>547,144                                                                                                                                                | 1.21<br><br><br>1.09        | 40.44                                  |
| 18.  | TODD SHIPYARDS CORP<br>DESIGNERS + PLANNERS, INC<br><br>TOTAL                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 466,945<br>1,457<br>-----<br>468,402                                                                                                                                                     |                             | 41.37                                  |
| 19.  | AMERICAN TELEPHONE + TELEGRAPH CO<br>AMERICAN BELL INTERNATIONAL INC<br>CHESAPEAKE + POTOMAC TEL CO OF DC<br>ILLINOIS BELL TEL CO<br>INDIANA BELL TEL CO, INC<br>MICHIGAN BELL TEL CO<br>MOUNTAIN BELL TELEPHONE CO<br>NEW ENGLAND TEL + TEL CO<br>NEW JERSEY BELL TELEPHONE CO<br>NEW YORK TELEPHONE CO<br>NORTHWESTERN BELL TELEPHONE CO<br>OHIO BELL TELEPHONE CO<br>PACIFIC NORTHWEST BELL TELEPHONE<br>PACIFIC TELEPHONE + TELEGRAPH CO<br>SANDIA CORP<br>SOUTH CENTRAL BELL TEL CO<br>SOUTHERN BELL TELEPHONE + TELEGRAPH<br>SOUTHWESTERN BELL TELEPHONE<br>TELETYPE CORP<br>WESTERN ELECTRIC CO INC<br><br>TOTAL | 270,363<br>16,841<br>34,561<br>286<br>126<br>408<br>4,946<br>1,291<br>847<br>713<br>672<br>769<br>269<br>2,890<br>76<br>1,582<br>3,438<br>5,132<br>11,783<br>100,060<br>-----<br>456,753 |                             | 42.28                                  |
| 20.  | HONEYWELL INC<br>HONEYWELL INFORMATION SYSTEMS, INC<br>HONEYWELL MEDICAL SYSTEMS<br><br>TOTAL                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 363,667<br>92,986<br>30<br>-----<br>456,683                                                                                                                                              | 0.91                        | 43.19                                  |
| 21.  | TEXTRON INC<br>BELL HELICOPTER INTL INC<br><br>TOTAL                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 421,192<br>33,507<br>-----<br>454,699                                                                                                                                                    | 0.90                        | 44.09                                  |
| 22.  | FAIRCHILD INDUSTRIES, INC<br>AMERICAN SATELLITE CORP<br><br>TOTAL                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 428,093<br>1,206<br>-----<br>429,299                                                                                                                                                     | 0.85                        | 44.94                                  |
| 23.  | MARTIN MARIETTA CORP<br>MARTIN MARIETTA ALUMINUM INC<br>MARTIN MARIETTA ALUMINUM SALES INC<br><br>TOTAL                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 396,285<br>1,232<br>28,864<br>-----<br>426,381                                                                                                                                           | 0.85                        | 45.79                                  |

| RANK | COMPANIES                        | THOUSANDS<br>OF<br>DOLLARS | PERCENT<br>OF U.S.<br>TOTAL | CUMULATIVE<br>PERCENT OF<br>U.S. TOTAL |
|------|----------------------------------|----------------------------|-----------------------------|----------------------------------------|
| 24.  | GENERAL MOTORS CORP              | 380,112                    | 0.75                        | 46.54                                  |
| 25.  | R C A CORP                       | 329,134                    |                             |                                        |
|      | BANQUET FOODS CORP               | 65                         |                             |                                        |
|      | HERTZ CORP                       | 40                         |                             |                                        |
|      | HERTZ EQUIPMENT RENTAL CORP      | 81                         |                             |                                        |
|      | MADISON FURNITURE INDUSTRIES     | 284                        |                             |                                        |
|      | R C A ALASKA COMMUNICATIONS INC  | 17,437                     |                             |                                        |
|      | R C A GLOBAL COMMUNICATIONS, INC | 16,393                     |                             |                                        |
|      | R C A MOBILE COMMUNICATIONS      | 11                         |                             |                                        |
|      | RANDOM HOUSE, INC                | 32                         |                             |                                        |
|      | SHELBY WILLIAMS INDUSTRIES, INC  | 545                        |                             |                                        |
|      | TOTAL                            | 364,022                    | 0.72                        | 47.26                                  |
| 26.  | T R W INC                        | 339,932                    |                             |                                        |
|      | AERTECH INDUSTRIES               | 473                        |                             |                                        |
|      | DE LEUW CATHER + CO              | 16                         |                             |                                        |
|      | RAMSEY CORP                      | 71                         |                             |                                        |
|      | T R W COLORADO ELECTRONICS, INC  | 20,814                     |                             |                                        |
|      | T R W GLOBE MASTERS              | 12                         |                             |                                        |
|      | TOTAL                            | 361,318                    | 0.72                        | 47.98                                  |
| 27.  | FORD MOTOR CO                    | 15,477                     |                             |                                        |
|      | FORD AEROSPACE + COMMUNICATIONS  | 336,451                    |                             |                                        |
|      | TOTAL                            | 351,928                    | 0.70                        | 48.68                                  |
| 28.  | SINGER CO                        | 338,628                    |                             |                                        |
|      | COGAR CORP                       | 35                         |                             |                                        |
|      | H R B SINGER, INC                | 11,168                     |                             |                                        |
|      | M + M COMPUTER INDUSTRIES INC    | 195                        |                             |                                        |
|      | SINGER COMPUTER GMBH             | 32                         |                             |                                        |
|      | TOTAL                            | 350,058                    | 0.69                        | 49.37                                  |
| 29.  | TEXAS INSTRUMENTS INC            | 324,117                    | 0.64                        | 50.01                                  |
| 30.  | TELEDYNE INC                     | 34,441                     |                             |                                        |
|      | ELECTRO DEVELOPMENT CO           | 19                         |                             |                                        |
|      | MICRONETICS INC                  | 66                         |                             |                                        |
|      | ORDNANCE SPECIALTIES INC         | 1,660                      |                             |                                        |
|      | TELEDYNE BATTERY PRODUCTS        | 1,803                      |                             |                                        |
|      | TELEDYNE BROWN ENGINEERING       | 12,205                     |                             |                                        |
|      | TELEDYNE C A E                   | 29,513                     |                             |                                        |
|      | TELEDYNE CAMERA SYSTEMS          | 580                        |                             |                                        |
|      | TELEDYNE CONTROLS                | 1,265                      |                             |                                        |
|      | TELEDYNE DENSCO                  | 31                         |                             |                                        |
|      | TELEDYNE ELECTRONICS             | 5,091                      |                             |                                        |
|      | TELEDYNE FIRTH STERLING INC      | 11,447                     |                             |                                        |
|      | TELEDYNE GEOTECH                 | 46                         |                             |                                        |
|      | TELEDYNE GURLEY                  | 12                         |                             |                                        |
|      | TELEDYNE HANAU ENGINEERING       | 24                         |                             |                                        |
|      | TELEDYNE HASTINGS RAYOIST        | 147                        |                             |                                        |
|      | TELEDYNE HYDRA POWER             | 1,202                      |                             |                                        |
|      | TELEDYNE INDUSTRIES, INC         | 195,330                    |                             |                                        |
|      | TELEDYNE ISOTOPES                | 653                        |                             |                                        |
|      | TELEDYNE KINETICS                | 693                        |                             |                                        |
|      | TELEDYNE LANDIS MACHINE CO       | 15                         |                             |                                        |
|      | TELEDYNE M E C                   | 5,789                      |                             |                                        |
|      | TELEDYNE MCCORMICK SELPH         | 684                        |                             |                                        |

| RANK | COMPANIES                         | THOUSANDS<br>OF<br>DOLLARS | PERCENT<br>OF U.S.<br>TOTAL | CUMULATIVE<br>PERCENT OF<br>U.S. TOTAL |
|------|-----------------------------------|----------------------------|-----------------------------|----------------------------------------|
| 30.  | TELEDYNE INC                      |                            |                             |                                        |
|      | TELEDYNE MCKAY                    | 437                        |                             |                                        |
|      | TELEDYNE MID AMERICA CORP         | 20                         |                             |                                        |
|      | TELEDYNE NEOSHO                   | 276                        |                             |                                        |
|      | TELEDYNE OSTER                    | 30                         |                             |                                        |
|      | TELEDYNE PFER                     | 55                         |                             |                                        |
|      | TELEDYNE PHILBRICK                | 14                         |                             |                                        |
|      | TELEDYNE POST                     | 63                         |                             |                                        |
|      | TELEDYNE RENCO                    | 52                         |                             |                                        |
|      | TELEDYNE REPUBLIC MFG             | 162                        |                             |                                        |
|      | TELEDYNE SEMICONDUCTOR            | 98                         |                             |                                        |
|      | TELEDYNE SPRAGUE ENGINEERING      | 112                        |                             |                                        |
|      | TELEDYNE TARER                    | 26                         |                             |                                        |
|      | TELEDYNE TELEMETRY CO             | 120                        |                             |                                        |
|      | TELEDYNE THERMATICS               | 141                        |                             |                                        |
|      | TELEDYNE VASCO                    | 147                        |                             |                                        |
|      | TELEDYNE WAH CHANG                | 14                         |                             |                                        |
|      | TELEDYNE WALTERPORO               | 57                         |                             |                                        |
|      | TELEDYNE WISCONSIN MOTOR          | 238                        |                             |                                        |
|      | TOTAL                             | 304,778                    | 0.60                        | 50.61                                  |
| 31.  | AMERADA HESS CORP                 | 26,934                     |                             |                                        |
|      | HESS OIL VIRGIN ISLANDS CORP      | 275,452                    |                             |                                        |
|      | TOTAL                             | 302,386                    | 0.60                        | 51.21                                  |
| 32.  | STANDARD OIL CO OF CALIF          | 155,330                    |                             |                                        |
|      | CALTEX ASIA LTD <u>✓</u>          | 71                         |                             |                                        |
|      | CALTEX ENGINEERING CO <u>✓</u>    | 316                        |                             |                                        |
|      | CALTEX NEW ZEALAND, INC <u>✓</u>  | 37                         |                             |                                        |
|      | CALTEX OIL PAKISTAN <u>✓</u>      | 143                        |                             |                                        |
|      | CALTEX OIL PRODUCTS CO <u>✓</u>   | 71,690                     |                             |                                        |
|      | CALTEX OIL THAILAND LTD <u>✓</u>  | 11                         |                             |                                        |
|      | CALTEX OVERSEAS LTD <u>✓</u>      | 421                        |                             |                                        |
|      | CALTEX PHILIPPINES INC <u>✓</u>   | 46                         |                             |                                        |
|      | CHEVRON ASPHALT CO                | 11                         |                             |                                        |
|      | CHEVRON CHEMICAL CO               | 11                         |                             |                                        |
|      | CHEVRON INTERNATIONAL OIL CO, INC | 490                        |                             |                                        |
|      | CHEVRON OIL CO                    | 46,743                     |                             |                                        |
|      | CHEVRON U S A INC                 | 2,286                      |                             |                                        |
|      | STANDARD OIL CO KENTUCKY          | 18,939                     |                             |                                        |
|      | TOTAL                             | 296,545                    | 0.59                        | 51.80                                  |
| 33.  | L T V CORP                        | 1,946                      |                             |                                        |
|      | ADVANCED TECHNOLOGY CENTER, INC   | 90                         |                             |                                        |
|      | JONES + LAUGHLIN STEEL CORP       | 99                         |                             |                                        |
|      | KENTRON HAWAII LTD                | 21,712                     |                             |                                        |
|      | VOUGHT CORP                       | 261,015                    |                             |                                        |
|      | WILSON + CO INC                   | 11,031                     |                             |                                        |
|      | TOTAL                             | 295,893                    | 0.59                        | 52.39                                  |
| 34.  | MORRISON KNUDSEN USS F + M JV     | 260,496                    | 0.52                        | 52.91                                  |
| 35.  | CONGOLEUM CORP                    |                            |                             |                                        |
|      | BATH IRON WORKS CORP              | 254,212                    |                             |                                        |
|      | TOTAL                             | 254,212                    | 0.50                        | 53.41                                  |

| RANK | COMPANIES                          | THOUSANDS<br>OF<br>DOLLARS | PERCENT<br>OF U.S.<br>TOTAL | CUMULATIVE<br>PERCENT OF<br>U.S. TOTAL |
|------|------------------------------------|----------------------------|-----------------------------|----------------------------------------|
| 36.  | INTERNATIONAL TELEPHONE + TEL CORP | 132,682                    |                             |                                        |
|      | FEDERAL ELECTRIC CORP              | 41,065                     |                             |                                        |
|      | I T T ARTIC SERVICES, INC          | 41,272                     |                             |                                        |
|      | I T T BARTON                       | 525                        |                             |                                        |
|      | I T T BLACKBURN CORP               | 21                         |                             |                                        |
|      | I T T BUSINESS SYSTEMS             | 35                         |                             |                                        |
|      | I T T CONTINENTAL BAKING CO        | 3,203                      |                             |                                        |
|      | I T T ELECTRO PHYSICS LABORATORIES | 80                         |                             |                                        |
|      | I T T GENERAL CONTROLS, INC        | 382                        |                             |                                        |
|      | I T T GILFILLAN INC                | 12,491                     |                             |                                        |
|      | I T T GRINNELL CORP                | 11                         |                             |                                        |
|      | I T T GWALTNEY INC                 | 2,359                      |                             |                                        |
|      | I T T HAMMEL DAHL CONOFLW          | 45                         |                             |                                        |
|      | I T T HARPER, INC                  | 702                        |                             |                                        |
|      | I T T HENZE SERVICE                | 340                        |                             |                                        |
|      | I T T JENNINGS                     | 126                        |                             |                                        |
|      | I T T MACKAY MARINE                | 31                         |                             |                                        |
|      | I T T SHERATON CORP OF AMERICA     | 192                        |                             |                                        |
|      | I T T TECHNICAL SERVICES INC       | 2,295                      |                             |                                        |
|      | I T T TELECOMMUNICATIONS           | 255                        |                             |                                        |
|      | I T T WORLD COMMUNICATIONS, INC    | 11,304                     |                             |                                        |
|      | J C C PUMP CO INC                  | 678                        |                             |                                        |
|      | TOTAL                              | 250,494                    | 0.50                        | 53.91                                  |
| 37.  | F M C CORP                         | 244,931                    | 0.49                        | 54.40                                  |
| 38.  | EXXON CORP                         | 213,774                    |                             |                                        |
|      | ESSO A G                           | 22,995                     |                             |                                        |
|      | ESSO ITALIANA S P A                | 333                        |                             |                                        |
|      | ESSO PETROL CO LTD                 | 41                         |                             |                                        |
|      | ESSO STANDARD OIL CO S A           | 778                        |                             |                                        |
|      | EXXON RESEARCH + ENGINEERING CO    | 178                        |                             |                                        |
|      | TOTAL                              | 238,399                    | 0.47                        | 54.87                                  |
| 39.  | BENDIX CORP                        | 194,218                    |                             |                                        |
|      | BENDIX AUTOLITE CORP               | 2,153                      |                             |                                        |
|      | BENDIX FIELD ENGINEERING CORP      | 9,285                      |                             |                                        |
|      | SKAGIT CORP                        | 63                         |                             |                                        |
|      | TOTAL                              | 205,719                    | 0.41                        | 55.28                                  |
| 40.  | GENERAL TELEPHONE + ELECTRICS CORP | 16                         |                             |                                        |
|      | G T E AUTOMATIC ELECTRIC INC       | 1,461                      |                             |                                        |
|      | G T E INFORMATION SYSTEMS, INC     | 2,564                      |                             |                                        |
|      | G T E LABORATORIES, INC            | 129                        |                             |                                        |
|      | G T E LENKURT, INC                 | 438                        |                             |                                        |
|      | G T E SYLVANIA INC                 | 184,736                    |                             |                                        |
|      | GENERAL TELEPHONE CO OF CALIFORNIA | 18                         |                             |                                        |
|      | GENERAL TELEPHONE CO OF FLORIDA    | 300                        |                             |                                        |
|      | GENERAL TELEPHONE CO OF SOUTHEAST  | 595                        |                             |                                        |
|      | GENERAL TELEPHONE CO OF SOUTHWEST  | 236                        |                             |                                        |
|      | HAWAIIAN TELEPHONE CO              | 9,254                      |                             |                                        |
|      | TOTAL                              | 199,747                    | 0.40                        | 55.68                                  |
| 41.  | MOBIL CORP                         |                            |                             |                                        |
|      | HYDRO CONDUIT CORP                 | 46                         |                             |                                        |
|      | MOBIL OIL CORP                     | 188,692                    |                             |                                        |
|      | MOBIL OIL PHILIPPINES, INC         | 51                         |                             |                                        |
|      | MOBIL RESEARCH + DEV CORP          | 35                         |                             |                                        |
|      | TOTAL                              | 188,824                    | 0.37                        | 56.05                                  |

| RANK | COMPANIES                                                                                                                                                                                                                                                                                                                                                                                                                                                               | THOUSANDS<br>OF<br>DOLLARS                                                                                                              | PERCENT<br>OF U.S.<br>TOTAL | CUMULATIVE<br>PERCENT OF<br>U.S. TOTAL |
|------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------|-----------------------------|----------------------------------------|
| 42.  | GENERAL TIRE + RUBBER CO<br>AEROJET GENERAL CORP<br>FRONTIER AIRLINES                                                                                                                                                                                                                                                                                                                                                                                                   | 98<br>186,962<br>13<br>-----<br>187,073                                                                                                 |                             |                                        |
|      | TOTAL                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                                                                                                         | 0.37                        | 56.42                                  |
| 43.  | AMERICAN MOTORS CORP<br>A M GENERAL CORP<br>MERCURY PLASTICS CO                                                                                                                                                                                                                                                                                                                                                                                                         | 178,352<br>343<br>-----<br>178,695                                                                                                      |                             |                                        |
|      | TOTAL                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                                                                                                         | 0.35                        | 56.77                                  |
| 44.  | HARSCO CORP                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 177,791                                                                                                                                 | 0.35                        | 57.12                                  |
| 45.  | E SYSTEMS, INC<br>AIR ASIA CO LTD<br>ELECTRONIC COMMUNICATIONS INC<br>SERV AIR INC                                                                                                                                                                                                                                                                                                                                                                                      | 148,666<br>25<br>9,884<br>1,442<br>-----<br>160,017                                                                                     |                             |                                        |
|      | TOTAL                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                                                                                                         | 0.32                        | 57.44                                  |
| 46.  | THIOLKOL CORP                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 144,794                                                                                                                                 | 0.29                        | 57.73                                  |
| 47.  | NORTH AMERICAN PHILIPS CORP<br>AMPEREX ELECTRONIC CORP<br>ANCHOR BRUSH CO INC<br>CAROLINA COACH CO<br>EDAX INTERNATIONAL INC<br>GENERAL ATRONICS CORP<br>MAGNAVOX CO<br>MAGNAVOX GOVT + INDUSTRIAL ELEC CO<br>NORTH AMERICAN PHILIPS CONTROLS CO<br>NORTH AMERICAN PHILIPS LTG CORP<br>PHILIPS BUSINESS SYSTEMS INC<br>PHILIPS ELECTRONIC INSTRUMENTS INC<br>PHILIPS MEDICAL SYSTEMS INC<br>PHILIPS ROXANE LABORATORIES INC<br>S & H X RAY CO THE<br>SMITH HERMAN H INC | 883<br>2,546<br>25<br>144<br>13<br>1,183<br>106,960<br>28,404<br>1,135<br>52<br>94<br>506<br>46<br>225<br>10<br>255<br>-----<br>142,381 |                             |                                        |
|      | TOTAL                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                                                                                                         | 0.28                        | 58.01                                  |
| 48.  | GOODYEAR TIRE + RUBBER CO<br>GOODYEAR AEROSPACE CORP<br>MOTOR WHEEL CORP                                                                                                                                                                                                                                                                                                                                                                                                | 41,541<br>96,606<br>1,913<br>-----<br>139,963                                                                                           |                             |                                        |
|      | TOTAL                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                                                                                                         | 0.28                        | 58.29                                  |
| 49.  | PAN AMERICAN WORLD AIRWAYS INC                                                                                                                                                                                                                                                                                                                                                                                                                                          | 139,462                                                                                                                                 | 0.28                        | 58.57                                  |
| 50.  | MI RYUNG CONSTRUCTION CO LTD                                                                                                                                                                                                                                                                                                                                                                                                                                            | 137,710                                                                                                                                 | 0.27                        | 58.84                                  |
| 51.  | CONTROL DATA CORP<br>KEROTEST MFG CORP<br>SERVICE BUREAU CORP THE                                                                                                                                                                                                                                                                                                                                                                                                       | 132,315<br>99<br>49<br>-----<br>132,463                                                                                                 |                             |                                        |
|      | TOTAL                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                                                                                                         | 0.26                        | 59.10                                  |

| RANK | COMPANIES                               | THOUSANDS<br>OF<br>DOLLARS | PERCENT<br>OF U.S.<br>TOTAL | CUMULATIVE<br>PERCENT OF<br>U.S. TOTAL |
|------|-----------------------------------------|----------------------------|-----------------------------|----------------------------------------|
| 52.  | CHAMBERLAIN MFG CORP                    | 127,819                    | 0.25                        | 59.35                                  |
| 53.  | STANDARD OIL OF INDIANA<br>AMOCO OIL CO | 123,171                    |                             |                                        |
|      | TOTAL                                   | 123,171                    | 0.24                        | 59.59                                  |
| 54.  | GUAM OIL + REFINING CO INC              | 119,545                    | 0.24                        | 59.83                                  |
| 55.  | ROYAL DUTCH SHELL GROUP                 |                            |                             |                                        |
|      | SHELL CHEMICAL INC                      | 63                         |                             |                                        |
|      | SHELL CO OF THE ISLAND                  | 550                        |                             |                                        |
|      | SHELL CURACAO N V                       | 36,232                     |                             |                                        |
|      | SHELL EASTERN PETROLEUM PTE LTD         | 35,706                     |                             |                                        |
|      | SHELL INTERNATIONAL                     | 5,993                      |                             |                                        |
|      | SHELL NEDERLAND                         | 54                         |                             |                                        |
|      | SHELL OIL CO                            | 40,287                     |                             |                                        |
|      | SHELL UK LTD                            | 61                         |                             |                                        |
|      | TOTAL                                   | 118,946                    | 0.24                        | 60.07                                  |
| 56.  | SIGNAL COMPANIES INC (THE)              |                            |                             |                                        |
|      | AIRESEARCH MFG CO                       | 240                        |                             |                                        |
|      | AIRESEARCH MFG CO OF ARIZONA            | 10,167                     |                             |                                        |
|      | AIRESEARCH MFG CO OF CALIFORNIA         | 6,526                      |                             |                                        |
|      | DUNHAM BUSH INC                         | 358                        |                             |                                        |
|      | GARRETT CORP                            | 89,310                     |                             |                                        |
|      | MACK TRUCKS INC                         | 5,495                      |                             |                                        |
|      | PRECISION RUBBER PRODUCTS CORP          | 17                         |                             |                                        |
|      | SOUTHLAND OIL CORP                      | 6,199                      |                             |                                        |
|      | TOTAL                                   | 118,312                    | 0.23                        | 60.30                                  |
| 57.  | JOHNS HOPKINS UNIVERSITY (N)            | 117,740                    | 0.23                        | 60.53                                  |
| 58.  | HERCULES, INC                           | 116,931                    |                             |                                        |
|      | HAVEG INDUSTRIES INC                    | 472                        |                             |                                        |
|      | TOTAL                                   | 117,403                    | 0.23                        | 60.76                                  |
| 59.  | KAISER INDUSTRIES CORP                  | 1,717                      |                             |                                        |
|      | KAISER AEROSPACE + ELECTRONICS COR      | 6,113                      |                             |                                        |
|      | KAISER STEEL CORP                       | 904                        |                             |                                        |
|      | NATIONAL STEEL + SHIPBUILDING CO d/     | 107,033                    |                             |                                        |
|      | TOTAL                                   | 115,767                    | 0.23                        | 60.99                                  |
| 60.  | AVCO CORP                               | 97,000                     |                             |                                        |
|      | AVCO EVERETT RESEARCH LABORATORY        | 12,554                     |                             |                                        |
|      | TOTAL                                   | 109,554                    | 0.22                        | 61.21                                  |
| 61.  | NORRIS INDUSTRIES                       | 106,415                    |                             |                                        |
|      | CONNELL BROS CO LTD                     | 1,945                      |                             |                                        |
|      | PRESSED STEEL TANK CO, INC              | 635                        |                             |                                        |
|      | TOTAL                                   | 108,995                    | 0.22                        | 61.43                                  |

| RANK | COMPANIES                                  | THOUSANDS<br>OF<br>DOLLARS | PERCENT<br>OF U.S.<br>TOTAL | CUMULATIVE<br>PERCENT OF<br>U.S. TOTAL |
|------|--------------------------------------------|----------------------------|-----------------------------|----------------------------------------|
| 62.  | MASSACHUSETTS INSTITUTE TECHNOLOGY         | 108,872                    | 0.22                        | 61.65                                  |
| 63.  | MORRISON-KNUDSEN CO, INC                   | 507                        |                             |                                        |
|      | NATIONAL STEEL + SHIPBUILDING CO <u>D/</u> | 107,032                    |                             |                                        |
|      | TOTAL                                      | 107,539                    | 0.21                        | 61.86                                  |
| 64.  | YOU ONE CONSTRUCTION CO LTD                | 106,482                    | 0.21                        | 62.07                                  |
| 65.  | BRITISH PETROLEUM CO LTD                   |                            |                             |                                        |
|      | B P AUSTRALIA LTD                          | 1,269                      |                             |                                        |
|      | B P OIL CORP                               | 44                         |                             |                                        |
|      | B P TRADING LTD                            | 103,185                    |                             |                                        |
|      | TOTAL                                      | 104,498                    | 0.21                        | 62.28                                  |
| 66.  | AEROSPACE CORP (N)                         | 102,516                    | 0.20                        | 62.48                                  |
| 67.  | AUTOMATION INDUSTRIES, INC                 | 101,694                    |                             |                                        |
|      | AERO MECHANISM INC                         | 324                        |                             |                                        |
|      | G + H TECHNOLOGY, INC                      | 136                        |                             |                                        |
|      | TOTAL                                      | 102,154                    | 0.20                        | 62.68                                  |
| 68.  | LEAR SIEGLER INC                           | 101,645                    | 0.20                        | 62.88                                  |
| 69.  | PETERSON BUILDERS INC                      | 96,019                     | 0.19                        | 63.07                                  |
| 70.  | GOULD, INC                                 | 95,243                     |                             |                                        |
|      | CHESAPEAKE INSTRUMENT CORP                 | 106                        |                             |                                        |
|      | TOTAL                                      | 95,349                     | 0.19                        | 63.26                                  |
| 71.  | TEXACO INC                                 | 16,123                     |                             |                                        |
|      | CALTEX ASIA LTD <u>C/</u>                  | 70                         |                             |                                        |
|      | CALTEX ENGINEERING CO <u>C/</u>            | 316                        |                             |                                        |
|      | CALTEX NEW ZEALAND, INC <u>C/</u>          | 36                         |                             |                                        |
|      | CALTEX OIL PAKISTAN <u>C/</u>              | 142                        |                             |                                        |
|      | CALTEX OIL PRODUCTS CO <u>C/</u>           | 71,689                     |                             |                                        |
|      | CALTEX OIL THAILAND LTD <u>C/</u>          | 10                         |                             |                                        |
|      | CALTEX OVERSEAS LTD <u>C/</u>              | 21                         |                             |                                        |
|      | CALTEX PHILIPPINES INC <u>C/</u>           | 45                         |                             |                                        |
|      | DEUTSCHE TEXACO VERKAUF GMBH               | 2,503                      |                             |                                        |
|      | JEFFERSON CHEMICAL CO INC                  | 815                        |                             |                                        |
|      | TEXACO EXPORT INC                          | 2,685                      |                             |                                        |
|      | TEXACO GREEK PETROLEUM CO S A              | 92                         |                             |                                        |
|      | TEXACO LTD (UK)                            | 88                         |                             |                                        |
|      | TOTAL                                      | 95,035                     | 0.19                        | 63.45                                  |
| 72.  | TRANSAMERICA CORP                          |                            |                             |                                        |
|      | DE LAVAL TURBINE, INC                      | 26,868                     |                             |                                        |
|      | SATURN AIRWAYS INC                         | 39,124                     |                             |                                        |
|      | TRANS INTL AIRLINES INC                    | 21,937                     |                             |                                        |
|      | UNITED ARTISTS CORP                        | 212                        |                             |                                        |
|      | TOTAL                                      | 88,141                     | 0.17                        | 63.62                                  |

| RANK | COMPANIES                                                                                                                                                                                                      | THOUSANDS<br>OF<br>DOLLARS                                       | PERCENT<br>OF U.S.<br>TOTAL | CUMULATIVE<br>PERCENT OF<br>U.S. TOTAL |
|------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------|-----------------------------|----------------------------------------|
| 73.  | HARRIS CORP<br>HARRIS COMPUTER SYSTEMS INC<br>HARRIS DATA COMMUNICATIONS INC<br>HARRIS SEMICONDUCTOR INC                                                                                                       | 85,747<br>49<br>1,975<br>142<br>-----                            |                             |                                        |
|      | TOTAL                                                                                                                                                                                                          | 87,913                                                           | 0.17                        | 63.79                                  |
| 74.  | BEECH AIRCRAFT CORP                                                                                                                                                                                            | 84,343                                                           | 0.17                        | 63.96                                  |
| 75.  | COASTAL STATES GAS CORP<br>BELCHER OIL CO<br>BELCHER OIL CO OF CAPE CANAVERAL<br>BELCHER TERMINALS INC<br>COASTAL STATES MARKETING, INC<br>GLEN PETROLEUM CORP<br>LO-VACA GATHERING CO<br>UNION PETROLEUM CORP | 3,705<br>2,578<br>443<br>64,734<br>34<br>5,982<br>6,323<br>----- |                             |                                        |
|      | TOTAL                                                                                                                                                                                                          | 83,769                                                           | 0.17                        | 64.13                                  |
| 76.  | MOTOROLA INC<br>MOTOROLA OVERSEAS CORP                                                                                                                                                                         | 81,786<br>478<br>-----                                           |                             |                                        |
|      | TOTAL                                                                                                                                                                                                          | 82,264                                                           | 0.16                        | 64.29                                  |
| 77.  | SVERDRUP + PARCEL + ASSOCS INC<br>ARO INC                                                                                                                                                                      | 3,582<br>78,432<br>-----                                         |                             |                                        |
|      | TOTAL                                                                                                                                                                                                          | 82,014                                                           | 0.16                        | 64.45                                  |
| 78.  | EASTMAN KODAK CO<br>EASTMAN KODAK STORES INC                                                                                                                                                                   | 81,807<br>107<br>-----                                           |                             |                                        |
|      | TOTAL                                                                                                                                                                                                          | 81,914                                                           | 0.16                        | 64.61                                  |
| 79.  | ALGERNON BLAIR INC                                                                                                                                                                                             | 80,695                                                           | 0.16                        | 64.77                                  |
| 80.  | DAY + ZIMMERMAN INC                                                                                                                                                                                            | 79,436                                                           | 0.16                        | 64.93                                  |
| 81.  | GULF OIL CORP<br>GULF OIL TRADING CO<br>GULF PETROLEUM SA PANAMA<br>INDUSTRIAL ASPHALT INC<br>KOREA OIL CORP                                                                                                   | 41,531<br>3,976<br>187<br>13<br>32,633<br>-----                  |                             |                                        |
|      | TOTAL                                                                                                                                                                                                          | 78,340                                                           | 0.16                        | 65.09                                  |
| 82.  | SAUDI TARMAC LTD TARMAC OS LTD                                                                                                                                                                                 | 77,247                                                           | 0.15                        | 65.24                                  |
| 83.  | INTERNATIONAL HARVESTER CO<br>MACLEOD + CO                                                                                                                                                                     | 70,851<br>5,802<br>-----                                         |                             |                                        |
|      | TOTAL                                                                                                                                                                                                          | 76,653                                                           | 0.15                        | 65.39                                  |
| 84.  | CUTLER-HAMPER, INC<br>CONTROL SWITCH, INC                                                                                                                                                                      | 75,378<br>289<br>-----                                           |                             |                                        |
|      | TOTAL                                                                                                                                                                                                          | 75,667                                                           | 0.15                        | 65.54                                  |

| RANK | COMPANIES                                                                                                                                                                                                     | THOUSANDS<br>OF<br>DOLLARS                      | PERCENT<br>OF U.S.<br>TOTAL | CUMULATIVE<br>PERCENT OF<br>U.S. TOTAL |
|------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------|-----------------------------|----------------------------------------|
| 85.  | LORAL CORP<br>CONIC CORP                                                                                                                                                                                      | 69,839<br>4,150                                 |                             |                                        |
|      | TOTAL                                                                                                                                                                                                         | 73,989                                          | 0.15                        | 65.69                                  |
| 86.  | U S + SOUTH AERIGAN ENTERPRISES IN                                                                                                                                                                            | 73,945                                          | 0.15                        | 65.84                                  |
| 87.  | EMERSON ELECTRIC CO<br>CHANCE A B CO<br>ROSEMOUNT INC                                                                                                                                                         | 70,608<br>81<br>2,550                           |                             |                                        |
|      | TOTAL                                                                                                                                                                                                         | 73,239                                          | 0.15                        | 65.99                                  |
| 88.  | ENGELHARD MINERALS + CHEMICALS COR<br>DERBY + CO INC<br>SKYLINE INDUSTRIES INC                                                                                                                                | 617<br>71,032<br>586                            |                             |                                        |
|      | TOTAL                                                                                                                                                                                                         | 72,235                                          | 0.14                        | 66.13                                  |
| 89.  | COMPUTER SCIENCES CORP<br>ENVIRONMENTAL RESEARCH CORP                                                                                                                                                         | 70,596<br>98                                    |                             |                                        |
|      | TOTAL                                                                                                                                                                                                         | 70,694                                          | 0.14                        | 66.27                                  |
| 90.  | HEWLETT PACKARD CO<br>DATAMEC CORP                                                                                                                                                                            | 69,025<br>44                                    |                             |                                        |
|      | TOTAL                                                                                                                                                                                                         | 69,049                                          | 0.14                        | 66.41                                  |
| 91.  | PACIFIC RESOURCES INC<br>GASCO INC<br>HAWAIIAN INDEPENDENT REFINERY INC                                                                                                                                       | 445<br>68,120                                   |                             |                                        |
|      | TOTAL                                                                                                                                                                                                         | 68,635                                          | 0.14                        | 66.55                                  |
| 92.  | DUPONT E I DE NEMOURS + CO<br>ENDO LABORATORIES, INC<br>REMINGTON ARMS CO, INC                                                                                                                                | 9,276<br>427<br>58,452                          |                             |                                        |
|      | TOTAL                                                                                                                                                                                                         | 68,155                                          | 0.14                        | 66.69                                  |
| 93.  | OGDEN CORP<br>AVONDALE SHIPYARDS INC<br>BETTER BUILT MACHINERY CORP<br>INTERNATIONAL TERMINAL OP CO INC<br>LUCKMAN (CHARLES) ASSOCIATES<br>SMS INSTRUMENTS, INC<br>TILLIE LEWIS FOODS INC<br>WILSON FOODS INC | 66,246<br>50<br>414<br>206<br>221<br>233<br>589 |                             |                                        |
|      | TOTAL                                                                                                                                                                                                         | 67,959                                          | 0.13                        | 66.82                                  |
| 94.  | BURROUGHS CORP                                                                                                                                                                                                | 66,534                                          | 0.13                        | 66.95                                  |
| 95.  | GENERAL FOODS CORP                                                                                                                                                                                            | 65,832                                          | 0.13                        | 67.08                                  |
| 96.  | SUN CO INC<br>SUN SHIPBUILDING + DRY DOCK CO                                                                                                                                                                  | 56,532<br>9,053                                 |                             |                                        |
|      | TOTAL                                                                                                                                                                                                         | 65,585                                          | 0.13                        | 67.21                                  |

| RANK | COMPANIES                        | THOUSANDS<br>OF<br>DOLLARS | PERCENT<br>OF U.S.<br>TOTAL | CUMULATIVE<br>PERCENT OF<br>U.S. TOTAL |
|------|----------------------------------|----------------------------|-----------------------------|----------------------------------------|
| 97.  | SANDERS ASSOCIATES INC           | 64,816                     | 0.13                        | 67.34                                  |
| 98.  | A T O, INC                       | 11,917                     |                             |                                        |
|      | AMERICAN LA FRANCE INC           | 34                         |                             |                                        |
|      | INTERSTATE ELECTRONICS CORP      | 49,981                     |                             |                                        |
|      | SAFWAY STEEL PRODUCTS            | 15                         |                             |                                        |
|      | TOTAL                            | 61,947                     | 0.12                        | 67.46                                  |
| 99.  | TACOMA BOATBUILDING CO INC       | 61,699                     | 0.12                        | 67.58                                  |
| 100. | PROCTOR + GAMBLE CO              | 14,035                     |                             |                                        |
|      | FOLGER COFFEE CO                 | 47,571                     |                             |                                        |
|      | PROCTOR + GAMBLE DISTRIBUTING CO |                            |                             |                                        |
|      | TOTAL                            | 61,606                     | 0.12                        | 67.70                                  |

FOOTNOTES:

- a/ The data include debit and credit procurement actions of \$10,000 or more, worldwide, under military supply, service and construction contracts.

Procurement actions include definitive contracts, the obligated portions of letter contracts, purchase orders, job orders, task orders, delivery orders, and any other orders against existing contracts. The data do not include that part of indefinite quantity contracts that have not been translated into specific orders on business firms, nor do they include purchase commitments or pending cancellations that have not yet become mutually binding agreements between the government and the company.

- b/ The assignment of subsidiaries to parent companies is based on stock ownership of 50% or more by the parent company, as indicated by data published in standard industrial reference sources. 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 company names and corporate structures are those in effect as of September 30, 1977 and for purposes of this report company names have been retained unless specific knowledge was available that a company had 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.
- c/ Stock ownership is equally divided between Standard Oil Co. of California and Texaco, Inc.
- d/ Stock ownership is equally divided between Morrison-Knudsen Co., Inc., and Kaiser Industries Corp.