



100 COMPANIES

COMPANIES RECEIVING THE LARGEST DOLLAR VOLUME
OF PRIME CONTRACT AWARDS

Fiscal Year 1967

DEPARTMENT OF DEFENSE
OASD (COMPTROLLER)
DIRECTORATE FOR INFORMATION OPERATIONS

100 COMPANIES AND THEIR SUBSIDIARY CORPORATIONS

LISTED ACCORDING TO NET VALUE OF MILITARY

PRIME CONTRACT AWARDS

Fiscal Year 1967
(July 1966 - June 1967)

The 100 companies which, together with their subsidiaries, received the largest dollar volume of military prime contracts of \$10,000 or more in FY 1967 accounted for 65.5% of the United States total. This rate was 1.7 percentage points above the 63.8% received by the top 100 companies in FY 1966. The increase in the 100 company percentage was due to a sharp upswing in aircraft procurement which rose from \$7.5 billion in FY 1966 to \$9.7 billion in FY 1967. Aircraft awards generally are concentrated in a relatively small number of companies which have the resources and knowhow to undertake such complex projects.

Military prime contract awards of \$10,000 or more to all United States companies for work in the U. S. and overseas totalled \$39,219.4 million, or \$5,686.8 million more than in FY 1966. Because of this sizable increase, it required \$46 million in awards for a company to be listed in FY 1967 compared with \$40 million in FY 1966. The largest company in FY 1967 received \$2,123.6 million, whereas the largest in FY 1966 received \$1,531.0 million.

The table below shows that the first 5 companies received 3.2% more in FY 1967 than in FY 1966, and that the first 25 companies received 1.5% more.

Percent of U.S. Total

<u>Companies</u>	<u>FY 1961</u>	<u>FY 1962</u>	<u>FY 1963</u>	<u>FY 1964</u>	<u>FY 1965</u>	<u>FY 1966</u>	<u>FY 1967</u>
1st	6.5%	5.6%	5.9%	5.8%	7.1%	4.6%	5.4%
2nd	5.2	4.7	5.2	5.4	4.9	3.5	4.7
3rd	5.2	4.4	4.1	4.6	3.5	3.4	4.6
4th	4.1	4.0	4.0	4.1	3.4	3.4	3.3
5th	3.8	3.8	4.0	3.9	3.1	2.7	2.8
1 - 5	24.8%	22.5%	23.2%	23.8%	22.0%	17.6%	20.8%
6 - 10	11.8	11.1	10.9	12.0	10.2	9.0	8.8
11 - 25	18.2	17.2	17.8	17.1	16.0	16.4	14.9
1 - 25	54.8%	50.8%	51.9%	52.9%	48.2%	43.0%	44.5%
26 - 50	11.0	12.6	13.7	12.9	13.0	12.1	11.6
51 - 75	5.5	6.0	5.5	5.1	5.2	5.4	6.1
76 - 100	2.9	2.9	2.8	2.5	2.5	3.3	3.3
1 - 100	74.2%	72.3%	73.9%	73.4%	68.9%	63.8%	65.5%

The FY 1967 list of the top 100 companies contains 18 companies which did not appear on the list for FY 1966. Of these, two appear between positions 26 and 50, four between 51 and 75, and the remaining twelve between positions 76 and 100.

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Companies Listed in FY 1967
But Not in FY 1966

Airlift International, Inc.
Cessna Aircraft Co.
Cities Service Co.
Continental Airlines, Inc.
Dillingham Overseas Corp. &
H. B. Zachry Co.
Federal Cartridge Corp.
Gulf Oil Corp.
Hughes Tool Co.
Mason & Hanger-Silas Mason Co.
Maxson Electronics Corp.
Morrison-Knudsen Co.
Northwest Airlines, Inc.
Ogden Corp.
Pacific Architects & Engineers, Inc.
Smith Investment Co.
Tumpane Co., Inc.
Vinnell Corp.
White Motor Corp.

Companies Listed in FY 1966
But Not in FY 1967

American Electric, Inc.
Borg-Warner Corp.
Bowman-McLaughlin-York, Inc.
Burlington Industries, Inc.
Burroughs Corp.
Caterpillar Tractor Co.
Clark Equipment Co.
Colt Industries, Inc.
Continental Oil Co.
Control Data Corp.
General Time Corp.
Hayes International Corp.
Hupp Corp.
National Presto Industries, Inc.
United States Steel Corp.
Universal American Corp.
Vitro Corp. of America

In addition to this turnover the following changes affecting companies on the FY 1966 list were noted: McDonnell Aircraft Corp. and Douglas Aircraft Co. merged to become the McDonnell Douglas Corp.; United States Rubber Co. changed its name to Uniroyal Inc.; and Norris Thermador Corp. became Norris Industries Inc.

Although the contract work of many companies on the list involves more than one procurement category, each company has been assigned in the table below to the procurement category that accounts for its largest dollar volume of awards. On this basis, "Missile" companies decreased from 13 in FY 1966 to 7 in FY 1967, while "Service" companies increased from 5 to 10. If the McDonnell Douglas merger is taken into consideration, the aircraft companies increased by 2 instead of by 1 as shown in the table.

<u>Procurement Category</u>	<u>Number of Companies</u>		
	<u>FY 1966</u>	<u>FY 1967</u>	<u>Change</u>
TOTAL			
Aircraft	19	20	+ 1
Missiles	13	7	- 6
Ships	3	4	+ 1
Tank - Automotive	9	7	- 2
Weapons	1	1	-
Ammunition	20	19	- 1
Electronics	18	19	+ 1
Services	5	10	+ 5
Construction	1	2	+ 1
Petroleum	6	7	+ 1
Textiles & Clothing	2	1	- 1
Construction Equipment	2	0	- 2
Building Supplies	1	1	-
All Other Supplies & Equipment	0	2	+ 2

As indicated above the number of companies assigned to "Missiles" declined substantially; however, this decrease does not signify a reduction in dollar awards in the missiles category, since awards totaled more than \$4 billion in both FY 1966 and FY 1967. Seven companies were assigned to this category in both years. Of the remaining 6 companies assigned to "Missiles" last year but not this year, 5 made the 100 company list this year assigned to other categories.

The year to year increase in the number of companies assigned to "Services" is indicative of the general rise in the dollar volume of awards in this category. Awards amounted to \$3.0 billion in FY 1967 compared with \$2.2 billion in FY 1966. This year, 5 air transport companies made the list compared with only two last year. Other additions were involved in operation and maintenance of government facilities and engineering services.

The four non-profit contractors (see Index) listed for FY 1967 are the same as last year. These non-profit contractors, for the most part, provide research, development, and training services in the missile-space and electronics programs.

Five companies received prime contract awards of more than \$1 billion each in FY 1967 compared with four companies in FY 1966. Lockheed Aircraft Corp. slipped from the number one position which it held for the five preceding years, and was third after McDonnell Douglas and General Dynamics. The five leading companies and a brief description of their more important work are as follows:

McDonnell Douglas Co. heads the list with \$2,124.6 million, or 5.4% of the total. Last year, prior to merger, the two companies in combination, totaled 3.0%. The aircraft contracts of this company include the F-4 Phantom series of fighter and reconnaissance aircraft, the A-4/TA-4 Jet Attack/Trainer Aircraft, and aircraft modification, overhaul and repair.

General Dynamics Corp. moved into second place on the list, receiving awards totaling \$1,831.9 million which represented 4.7% of the fiscal year 1967 total. The fiscal year 1966 percentage for this company was 3.4%. The company received contracts for aircraft, missiles and ships. Aircraft contracts include the F-111 fighter aircraft. Contracts awarded for ships were for alterations, conversions, maintenance and repair as well as for new construction of small craft and submarines. Missiles included components as well as systems.

Lockheed Aircraft Corp. received the same percentage of total awards this year as last year, 4.6%; however, its dollar volume increased by \$276.2 million. Lockheed's principal aircraft contracts include the C-5A Jet Transport, the C-141A Starlifter Jet Cargo Transport, the C-130 Hercules Turboprop Jet Transport and the P-3 Orion Patrol Bomber. Missile and satellite activity includes the Agena, Polaris and Poseidon.

General Electric Co., whose contracts totaled \$1,289.8 million, 3.3% of total, ranks 4th. This compares with \$1,187.0 million or 3.5% of total in fiscal year 1966, which was sufficient for second place in that year. Aircraft engines were an important part of this company's production and development effort. Ordnance contracts were for various types of guns and guidance and control systems for missiles. This company also received substantial contracts for electronics equipment and nuclear propulsion systems for ships.

United Aircraft Corp. received contracts amounting to \$1,097.1 million, 2.8% of total and is in 5th place. This compares with \$1,138.7 million and 3.4% for fiscal year 1966 when they were ranked 3rd. The prime contract work of the company is in the production of aircraft engines and engine spare parts. Contracts for aircraft were for the production of helicopters.

INDEX OF 100 PARENT COMPANIES WHICH WITH THEIR SUBSIDIARIES RECEIVED THE
LARGEST DOLLAR VOLUME OF MILITARY PRIME CONTRACT AWARDS IN FISCAL YEAR 1967

Rank	Parent Company	Rank	Parent Company
74.	Aerospace Corp. (N)	60.	Lear Siegler, Inc.
83.	Airlift International, Inc.	10.	Ling-Temco-Vought, Inc.
63.	American Machine & Foundry Co.	36.	Litton Industries, Inc.
88.	American Manufacturing Co of Texas	3.	Lockheed Aircraft Corp.
8.	American Telephone & Telegraph Co.	61.	Magnavox Co.
52.	Asiatic Petroleum Corp.	24.	Martin Marietta Corp.
86.	Atlantic Research Corp.	58.	Mason & Hanger-Silas Mason Co.
16.	Avco Corp.	62.	Massachusetts Institute of Technology (N)
23.	Bendix Corp.	100.	Maxson Electronics Corp.
82.	Bethlehem Steel Corp.	1.	McDonnell Douglas Corp.
6.	Boeing Co	56.	Mobil Oil Corp.
85.	Cessna Aircraft Co.	46.	Morrison-Knudsen Co.
69.	Chamberlain Corp.	96.	Motorola, Inc.
40.	Chrysler Corp.	35.	Newport News Shipbuilding & Dry Dock Co.
97.	Cities Service Co	47.	Norris Industries, Inc.
32.	Collins Radio Co.	7.	North American Aviation, Inc.
78.	Condec Corp.	21.	Northrop Corp.
76.	Continental Airlines, Inc.	93.	Northwest Airlines, Inc.
36.	Curtiss-Wright Corp.	29.	Ogden Corp.
44.	Day & Zimmerman, Inc.	42.	Olin Mathieson Chemical Corp.
68.	Dillingham Overseas Corp. & H. E. Zachry Co (JV)	59.	Pacific Architects & Engineers, Inc.
75.	Dow Chemical Co	55.	Pan American World Airways, Inc.
37.	du Pont (E. I.) de Nemours & Co.	27.	Radio Corp. of America
57.	Eastman Kodak Co.	14.	Raymond-Morrison-Brown-Jones (JV)
80.	Emerson Electric Co.	19.	Raytheon Co.
39.	F M C Corp.	25.	Ryan Aeronautical Co.
65.	Fairchild Hiller Corp.	50.	Sanders Associates, Inc.
72.	Federal Cartridge Corp.	53.	Signal Oil & Gas Co.
81.	Firestone Tire & Rubber Co.	95.	Smith Investment Co.
70.	Flying Tiger Line, Inc.	11.	Sperry Rand Corp.
18.	Ford Motor Co.	43.	Standard Oil Co. (California)
2.	General Dynamics Corp.	30.	Standard Oil Co. (New Jersey)
4.	General Electric Co.	89.	Stevens (J.P.) & Co., Inc.
9.	General Motors Corp.	87.	Sverdrup & Parcel, Inc.
48.	General Precision Equipment Corp.	92.	System Development Corp. (N)
45.	General Telephone & Electronics Corp.	51.	T R W, Inc.
26.	General Tire & Rubber Co.	67.	Teledyne, Inc.
41.	Goodyear Tire & Rubber Co.	49.	Texaco, Inc.
12.	Grumman Aircraft Engineering Corp.	64.	Texas Instruments, Inc.
94.	Gulf Oil Corp.	11.	Textron, Inc.
54.	Harvey Aluminum, Inc.	38.	Thiokol Chemical Corp.
33.	Hercules, Inc.	98.	Tumpane Co., Inc.
20.	Honeywell, Inc.	99.	Union Carbide Corp.
17.	Hughes Aircraft Co.	31.	Uniroyal, Inc.
84.	Hughes Tool Co.	5.	United Aircraft Corp.
34.	International Business Machines Corp.	90.	Vinnell Corp.
71.	International Harvester Co.	79.	Western Union Telegraph Co.
28.	International Telephone & Telegraph Corp.	91.	Westinghouse Air Brake Co.
73.	Johns Hopkins University (N)	15.	Westinghouse Electric Corp.
22.	Kaiser Industries Corp.	77.	White Motor Corp.

(N) - Non-Profit Contractors
(JV) - Joint Venture

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

Fiscal Year 1967
(1 July 1966 - 30 June 1967)

Rank	Companies	Millions of Dollars	Percent of U. S. Total	Cumulative Percent of U. S. Total
	U. S. TOTAL ^{a/}	<u>\$39,219.4</u>	<u>100.0%</u>	<u>100.0%</u>
	TOTAL, 100 COMPANIES AND THEIR SUBSIDIARIES ^{b/}	<u>25,693.1</u>	<u>65.5</u>	<u>65.5</u>
1.	MCDONNELL DOUGLAS CORP. Conductron Corp. Hycon Mfg. Co. Tridea Electronics Co. Total	2,111.6 5.3 5.0 2.7 <u>2,124.6</u>	5.4	5.4
2.	GENERAL DYNAMICS CORP. Stromberg-Carlson Corp. United Electric Coal Co. Total	1,818.7 12.8 0.4 <u>1,831.9</u>	4.7	10.1
3.	LOCKHEED AIRCRAFT CORP. Lockheed Shipbuilding & Construction Co. Total	1,799.8 7.4 <u>1,807.2</u>	4.6	14.7
4.	GENERAL ELECTRIC CO.	1,289.8	3.3	18.0
5.	UNITED AIRCRAFT CORP.	1,097.1	2.8	20.8
6.	BOEING CO.	911.7	2.3	23.1
7.	NORTH AMERICAN AVIATION, INC.	688.8	1.8	24.9
8.	AMERICAN TELEPHONE & TELEGRAPH CO. Bell Telephone Co. of Pa. Chesapeake & Potomac Tel. Companies Mountain States Tel. & Tel. Co. New England Tel. & Tel. Co. New Jersey Bell Tel. Co. New York Tel. Co. Northwestern Bell Tel. Co. Ohio Bell Tel. Co. Pacific Northwest Bell Tel. Co. Pacific Tel. & Tel. Co. Southern Bell Tel. & Tel. Co. Southwestern Bell Tel. Co. Western Electric Co. Total	158.9 c/ 11.9 1.7 0.6 0.5 0.1 0.2 0.9 0.2 0.6 2.6 1.0 <u>493.8</u> <u>673.0</u>	1.7	26.6
9.	GENERAL MOTORS CORP. Frigidaire Sales Corp. Total	625.0 0.1 <u>625.1</u>	1.6	28.2
10.	LING-TEMCO-VOUGHT, INC. Continental Electronics Mfg. Co. Continental Electronics Systems, Inc. Kentron Hawaii, Ltd.	91.0 4.4 c/ 12.0		

Rank	Companies	Millions of Dollars	Percent of U. S. Total	Cumulative Percent of U. S. Total
	LING-TEMCO-VOUGHT, INC. (Cont'd.)			
	LTV Aerospace Corp.	\$ 310.7		
	LTV Electrosystems, Inc.	103.4		
	LTV Ling Altec, Inc.	0.9		
	Okonite Co. (The)	3.4		
	Wilson & Co.	8.9		
	Total	534.7	1.4	29.6
11.	TEXTRON, INC.	16.6		
	Accessory Products Corp.	0.1		
	Bell Aerospace Corp.	478.2		
	Bostitch, Inc.	c/		
	Dalmo Victor Co.	c/		
	Durham Mfg. Co.	c/		
	Maico Electronics	c/		
	Speidel Corp.	0.1		
	Textron Electronics, Inc.	1.2		
	Textron Industries, Inc.	c/		
	Townsend Co.	0.2		
	Total	496.6	1.3	30.9
12.	GRUMMAN AIRCRAFT ENGINEERING CORP.	487.7	1.2	32.1
13.	SPERRY RAND CORP.	484.1	1.2	33.3
14.	RAYMOND INTERNATIONAL, INC.; MORRISON-KNUDSEN CO., INC.; BROWN & ROOT, INC.; & J. A. JONES CONSTRUCTION CO.	462.5	1.2	34.5
15.	WESTINGHOUSE ELECTRIC CORP.	442.6		
	Deco Electronics, Inc.	3.7		
	Thermo King Corp.	6.8		
	Total	453.1	1.2	35.7
16.	AVCO CORP.	448.6	1.1	36.8
17.	HUGHES AIRCRAFT CO.	419.5	1.1	37.9
18.	FORD MOTOR CO.	87.4		
	Philco-Ford Corp.	316.4		
	Total	403.8	1.0	38.9
19.	RAYTHEON CO.	384.1		
	Amana Refrigeration, Inc.	c/		
	D. C. Heath & Co.	c/		
	Edex Corp.	c/		
	Machlett Laboratories, Inc.	18.5		
	Micro State Electronics Corp.	0.2		
	Raytheon Learning Systems Co.	c/		
	Seismograph Service Corp.	0.3		
	Total	403.3	1.0	39.9

Rank	Companies	Millions of Dollars	Percent of U. S. Total	Cumulative Percent of U. S. Total
20.	HONEYWELL, INC.	\$ 313.7	0.8	40.7
21.	NORTHROP CORP.	208.5		
	Hallicrafters Co.	17.9		
	Northrop Carolina, Inc.	10.9		
	Page Communications Engineers, Inc.	69.1		
	Total	306.4	0.8	41.5
22.	KAISER INDUSTRIES CORP.	5.5		
	Kaiser Aerospace & Electronics Corp.	3.5		
	Kaiser Jeep Corp.	145.8		
	Kaiser Steel Corp.	18.1		
	National Steel & Shipbuilding Co. d/	132.8		
	Total	305.7	0.8	42.3
23.	BENDIX CORP.	289.3		
	Bendix Field Engineering Corp.	4.7		
	Bendix-Westinghouse Automotive Air Brake Co.	0.7		
	Dage Electric Co., Inc.	c/		
	Fram Corp.	0.7		
	Microwave Devices, Inc.	0.1		
	Mosaic Fabrications, Inc.	0.5		
	P&D Mfg. Co., Inc.	0.1		
	Sheffield Corp.	c/		
	Total	296.1	0.8	43.1
24.	MARTIN MARIETTA CORP.	274.9		
	Bunker-Ramo Corp.	15.3		
	Total	290.2	0.7	43.8
25.	RYAN AERONAUTICAL CO.	118.9		
	Continental Aviation & Engineering Corp.	26.0		
	Continental Motors Corp.	136.5		
	Wisconsin Motor Corp.	8.7		
	Total	290.1	0.7	44.5
26.	GENERAL TIRE & RUBBER CO.	17.3		
	Aerojet Delft Corp.	0.9		
	Aerojet General Corp.	224.5		
	Batesville Mfg. Co.	25.1		
	Fleetwood Corp.	0.1		
	Frontier Airlines, Inc.	c/		
	General Tire International Co.	0.7		
	Space General Corp.	4.4		
	Total	273.1	0.7	45.2
27.	RADIO CORP. OF AMERICA	268.0		
	National Broadcasting Co., Inc.	c/		
	RCA Institutes, Inc.	c/		
	RCA Defense Electronics Corp.	0.4		
	Total	268.4	0.7	45.9

Rank	Companies	Millions of Dollars	Percent of U. S. Total	Cumulative Percent of U. S. Total
28.	INTERNATIONAL TELEPHONE & TELEGRAPH CORP	\$ 149.7		
	Barton Instrument Corp.	0.1		
	Documat, Inc.	0.1		
	Federal Electric Corp.	66.3		
	ITT Gilfillan, Inc.	36.1		
	ITT Technical Services, Inc.	0.8		
	ITT Terryphone Corp.	1.1		
	Jennings Radio Mfg. Corp.	0.6		
	Puerto Rico Telephone Co.	0.4		
	Total	255.2	0.7	46.6
29.	OGDEN CORP.	0.0		
	Avondale Shipyards, Inc.	227.5		
	Eimco Corp.	0.2		
	International Terminal Operating Co., Inc.	3.5		
	Ogden Technology Laboratories, Inc.	0.1		
	SMS Instruments, Inc.	1.4		
	Tillie Lewis Foods, Inc.	3.3		
	Wilson Foods, Inc.	0.7		
	Total	236.7	0.6	47.2
30.	STANDARD OIL CO. (NEW JERSEY)	0.0		
	American Cryogenics, Inc.	0.8		
	Esso International, Inc.	144.3		
	Esso Research & Engineering Co.	0.7		
	Esso Standard Eastern, Inc.	0.1		
	Humble Oil & Refining Co.	89.2		
	Total	235.1	0.6	47.8
31.	UNIROYAL, INC.	217.3		
	Uniroyal International Corp.	c/		
	Total	217.3	0.6	48.4
32.	COLLINS RADIO CO.	201.6	0.5	48.9
33.	HERCULES, INC.	193.5		
	Haveg Industries, Inc.	1.7		
	Total	195.2	0.5	49.4
34.	INTERNATIONAL BUSINESS MACHINES CORP.	194.6		
	Service Bureau Corp.	0.2		
	Science Research Associates	0.1		
	Total	194.9	0.5	49.9
35.	NEWPORT NEWS SHIPBUILDING & DRY DOCK CO.	188.5	0.5	50.4
36.	LITTON INDUSTRIES, INC.	17.7		
	Aero Service Corp.	c/		
	Airtron, Inc.	c/		
	Clifton Precision Products Co., Inc.	c/		
	Ingalls Shipbuilding Corp.	12.0		

Rank	Companies	Millions of Dollars	Percent of U. S. Total	Cumulative Percent of U. S. Total
	LITTON INDUSTRIES, INC. (Cont'd.)			
	Kester Solder Co.	c/		
	Kimball Systems, Inc.	c/		
	Litton Precision Products, Inc.	7.5		
	Litton Systems, Inc.	\$ 142.7		
	Monroe Calculating Machine Co.	c/		
	Monroe International, Inc.	0.2		
	Profexray, Inc.	c/		
	Total	180.3	0.5	50.9
37.	du PONT (E. I.) de NEMOURS & CO.	23.3		
	Remington Arms, Inc.	156.3		
	Total	179.6	0.5	51.4
38.	THIokol CHEMICAL CORP.	172.7	0.4	51.8
39.	F M C CORP.	161.2		
	Ferguson (Harry J.) Co.	0.2		
	Gunderson Bros. Engineering Corp.	8.3		
	Total	169.7	0.4	52.2
40.	CHRYSLER CORP.	164.3		
	Chrysler International SA	0.4		
	Chrysler Outboard Corp.	c/		
	Total	164.7	0.4	52.6
41.	GOODYEAR TIRE & RUBBER CO.	60.3		
	Goodyear Aerospace Corp.	89.3		
	Goodyear International Corp.	0.2		
	Kelly-Springfield Tire Co.	0.1		
	Motor Wheel Corp.	4.6		
	Total	154.5	0.4	53.0
42.	OILIN MATHIESON CHEMICAL CORP.	154.3	0.4	53.4
43.	STANDARD OIL CO. (CALIFORNIA)	86.4		
	Caltex Oil Products Co. e/	48.3		
	Chevron Asphalt Co.	0.1		
	Chevron Chemical Co.	0.9		
	Chevron Oil Co.	1.9		
	Chevron Shipping Co.	0.6		
	Community Oil Co., Inc.	0.3		
	Pacific Oil Co.	0.1		
	Standard Oil Co. (Ky.)	12.0		
	Standard Oil Co. of Texas	2.2		
	Total	152.8	0.4	53.8
44.	DAY & ZIMMERMAN, INC.	142.2	0.4	54.2
45.	GENERAL TELEPHONE & ELECTRONICS CORP.	0.0		
	Automatic Electric Co.	5.9		

Rank	Companies	Millions of Dollars	Percent of U. S. Total	Cumulative Percent of U. S. Total
	GENERAL TELEPHONE & ELECTRONICS CORP. (Cont'd.)			
	Automatic Electric Sales Corp.	\$ 1.0		
	General Telephone Co. of the Southwest	0.1		
	General Telephone Directory Co.	0.1		
	General Telephone & Electronics Laboratories, Inc.	0.1		
	Lenkurt Electric Co., Inc.	11.1		
	Sylvania Electric Products, Inc.	120.2		
	Total	138.5	0.4	54.6
46.	MORRISON-KNUDSEN CO.	2.5		
	Ferguson H. K. Co.	0.4		
	National Steel & Shipbuilding Co. <u>d/</u>	132.8		
	Total	135.7	0.3	54.9
47.	NORRIS INDUSTRIES, INC.	127.3		
	Fyr-Fyter Co.	0.3		
	Total	127.6	0.3	55.2
48.	GENERAL PRECISION EQUIPMENT CORP.	0.0		
	American Meter Controls	c/		
	Controls Co. of America	0.6		
	General Precision, Inc.	112.8		
	General Precision Decca Systems, Inc.	0.5		
	Graflex, Inc.	1.2		
	Strong Electric Corp.	1.6		
	Tele-Signal Corp.	4.7		
	Vapor Corp.	2.8		
	Total	124.2	0.3	55.5
49.	TEXACO, INC.	24.2		
	Caltex Oil Products Co. <u>e/</u>	48.3		
	Jefferson Chemical Co.	0.6		
	Texaco Caribbean, Inc.	c/		
	Texaco Experiment, Inc.	0.8		
	Texaco Export, Inc.	45.5		
	Texaco Puerto Rico, Inc.	3.7		
	Texaco Trinidad, Inc.	c/		
	White Fuel Co., Inc.	1.1		
	Total	124.2	0.3	55.8
50.	SANDERS ASSOCIATES, INC.	124.0	0.3	56.1
51.	T R W, INC.	120.5	0.3	56.4
52.	ASIATIC PETROLEUM CORP.	117.2	0.3	56.7
53.	SIGNAL OIL & GAS CO.	7.7		
	Garrett Corp.	104.9		
	Petroleum Heat & Power Co.	0.1		
	Southland Oil Corp.	2.4		
	Space Petroleum Corp.	1.7		
	Total	116.8	0.3	57.0

Rank	Companies	Millions of Dollars	Percent of U. S. Total	Cumulative Percent of U. S. Total
54.	HARVEY ALUMINUM, INC.	\$ 116.5	0.3	57.3
55.	PAN AMERICAN WORLD AIRWAYS, INC.	115.1	0.3	57.6
56.	MOBIL OIL CORP.	109.3	0.3	57.9
57.	EASTMAN KODAK CO. Eastman Kodak Stores, Inc. Total	108.4 0.3 108.7	0.3	58.2
58.	MASON & HANGER-SILAS MASON CO.	108.4	0.3	58.5
59.	PACIFIC ARCHITECTS & ENGINEERS, INC.	106.9	0.3	58.8
60.	LEAR SIEGLER, INC. American Avitron, Inc. Astek Instrument Corp. Hokanson (C.G.) Co., Inc. L S I Service Corp. T. I. C. Engineers, Inc. Transport Dynamics, Inc. Total	87.8 0.1 0.5 0.1 11.6 0.1 0.6 100.8	0.3	59.1
61.	MAGNAVOX CO.	98.5	0.3	59.4
62.	MASSACHUSETTS INSTITUTE OF TECHNOLOGY	94.9	0.2	59.6
63.	AMERICAN MACHINE & FOUNDRY CO. AMF Beaird, Inc. AMF Tuboscope, Inc. Cuno Engineering Corp. Voit (W. J.) Rubber Corp. Total	93.2 c/ 0.1 0.5 0.3 94.1	0.2	59.8
64.	TEXAS INSTRUMENTS, INC. Metal & Controls, Inc. Total	93.4 0.3 93.7	0.2	60.0
65.	FAIRCHILD HILLER CORP. Burns Aero Seat Co. Total	93.4 0.1 93.5	0.2	60.2
66.	CURTISS-WRIGHT CORP.	90.8	0.2	60.4
67.	TELEDYNE, INC.	87.8	0.2	60.6
68.	DILLINGHAM OVERSEAS CORP. & H. B. ZACHRY CO.	87.6	0.2	60.8
69.	CHAMBERLAIN CORP.	74.0	0.2	61.0
70.	FLYING TIGER LINE, INC.	73.4	0.2	61.2

Rank	Companies	Millions of Dollars	Percent of U. S. Total	Cumulative Percent of U. S. Total
71.	INTERNATIONAL HARVESTER CO.	\$ 72.7	0.2	61.4
72.	FEDERAL CARTRIDGE CORP.	72.4	0.2	61.6
73.	JOHNS HOPKINS UNIVERSITY	71.1	0.2	61.8
74.	AEROSPACE CORP.	70.8	0.2	62.0
75.	DOW CHEMICAL CO. Dow Corning Corp. Total	65.5 1.5 <u>67.0</u>	0.2	62.2
76.	CONTINENTAL AIRLINES, INC.	65.7	0.2	62.4
77.	WHITE MOTOR CORP. Hercules Engines, Inc. Minneapolis-Moline, Inc. Oliver Corp. Total	48.1 15.6 0.9 0.1 <u>64.7</u>	0.2	62.6
78.	CONDEC CORP. Consolidated Controls Corp. Total	61.9 1.1 <u>63.0</u>	0.2	62.8
79.	WESTERN UNION TELEGRAPH CO.	62.4	0.2	63.0
80.	EMERSON ELECTRIC CO. Pace, Inc. Rantec Corp. Supreme Products Corp. Total	56.9 0.5 0.1 4.7 <u>62.2</u>	0.2	63.2
81.	FIRESTONE TIRE & RUBBER CO. Dayton Tire & Rubber Co. Total	61.0 0.3 <u>61.3</u>	0.2	63.4
82.	BETHLEHEM STEEL CORP. Bethlehem Steel Export Corp. Calmar Steamship Corp. Total	54.3 3.7 2.3 <u>60.3</u>	0.2	63.6
83.	AIRLIFT INTERNATIONAL, INC.	59.0	0.2	63.8
84.	HUGHES TOOL CO.	58.6	0.1	63.9
85.	CESSNA AIRCRAFT CO. Aircraft Radio Corp. Total	52.1 4.6 <u>56.7</u>	0.1	64.0
86.	ATLANTIC RESEARCH CORP. Northeastern Engineering, Inc. Total	56.3 .2 <u>56.5</u>	0.1	64.1

Rank	Companies	Millions of Dollars	Percent of U. S. Total	Cumulative Percent of U. S. Total
87.	SVERDRUP & PARCEL, INC. A R O, Inc. Total	\$ 0.9 <u>55.6</u> 56.5	0.1	64.2
88.	AMERICAN MFG. CO. OF TEXAS	54.9	0.1	64.3
89.	STEVENS (J. P.) & CO., INC.	53.4	0.1	64.4
90.	VINNELL CORP.	53.1	0.1	64.5
91.	WESTINGHOUSE AIR BRAKE CO. Failing (George E.) Co. Le Tourneau-Westinghouse Co. Melpar, Inc. Wilcox Electric Co., Inc. Total	14.1 0.3 2.7 15.4 <u>19.4</u> 51.9	0.1	64.6
92.	SYSTEM DEVELOPMENT CORP.	50.4	0.1	64.7
93.	NORTHWEST AIRLINES, INC.	50.3	0.1	64.8
94.	GULF OIL CORP. Industrial Asphalt, Inc. Total	49.8 <u>0.1</u> 49.9	0.1	64.9
95.	SMITH INVESTMENT CO. Smith, A. O. Corp. Total	0.0 <u>48.5</u> 48.5	0.1	65.0
96.	MOTOROLA, INC. Motorola Communications & Electronics, Inc. Motorola Overseas Corp. Total	42.7 5.0 <u>0.1</u> 47.8	0.1	65.1
97.	CITIES SERVICE CO. Cities Service Gas Co. Cities Service Oil Co. Cities Service Tankers Corp. Total	0.0 0.5 39.4 <u>7.6</u> 47.5	0.1	65.2
98.	TUMPANE CO., INC.	46.9	0.1	65.3
99.	UNION CARBIDE CORP. Englander Co., Inc. Korad Corp. Ocean Systems, Inc. Total	44.5 1.0 0.7 <u>0.6</u> 46.8	0.1	65.4
100.	MAXSON ELECTRONICS CORP. Hopkins Engineering Co. Total	45.9 <u>0.1</u> 46.0	0.1	65.5

FOOTNOTES:

- a/ Net value of new procurement actions minus cancellations, terminations and other credit transactions. The data include debit and credit procurement actions of \$10,000 or more, under military supply, service and construction contracts for work in the U. S. plus awards to listed companies and other U. S. companies for work overseas.

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 total 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 30 June 1967. Only those subsidiaries are shown for which procurement actions have been reported.

- c/ Less than \$50,000.

- d/ Stock ownership is equally divided between Kaiser Industries Corp. and Morrison-Knudsen Co.; half of the total military awards is shown under each of the parent companies.

- e/ Stock ownership is equally divided between Standard Oil Co. of California and Texaco, Inc.; half of the total of military awards is shown under each of the parent companies.

Office of the Secretary of Defense
Directorate for Statistical Services
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