

TOP OP 100 200 U.S.A.

ELECTRO

NIC COMP

RA	NK			*** CALENDAR
1988	1987	COMPANY	HEADQUARTERS	ELECTRONICS REVENUE \$M.
1	1	IBM	ARMONK, NY	\$59681
2	2	A.T.& T.	EDISON, NJ	\$14377
3	4	DIGITAL EQUIP.	MAYNARD, MA	\$12285
4	3	GM/HUGHES	DETROIT, MI	\$11244
5	7	XEROX		\$11152
6	8	HEWLETT-PACKARD	PALO ALTO, CA	\$10296
7	5	UNISYS	DETROIT, MI	\$9902
8	6	GENERAL ELECTRIC		\$9300
9	9	MOTOROLA	SCHAUMBURG, IL	\$8250
10	10	HONEYWELL		\$7148
11	12	TEXAS INSTRUMENTS	DALLAS, TX	\$6295
12	11	NCR	DAYTON, OH	\$5990
13	14	RAYTHEON	LEXINGTON, MA	\$4994
14	15	EASTMAN KODAK	ROCHESTER, NY	\$4830
15	16	ROCKWELL INTERNAT		\$4593
16	13	LOCKHEED		\$4554
17	22	APPLE COMPUTER	CUPERTINO, CA	\$4434
18	17	TANDY	FORT WORTH, TX	\$3992
19	26	CONTROL DATA		\$3628
20	24	FORD MOTOR	DEARBORN, MI	\$3350
21	20	LITTON INDUSTRIES		\$3326
22	21	WANG LABS	LOWELL, MA	\$3075
23	23	MARTIN-MARIETTA		\$3058
24	25	3M		\$3000
25	35	INTEL	SANTA CLARA, CA	\$2875
26	19	TRW		\$2842
27	18	ALLIED-SIGNAL		\$2750
28	29	ZENITH ELECTRONICS		\$2686
29	28	WESTINGHOUSE		\$2672
30	36	NATIONAL SEMICON		\$2667
31	27	ITT		\$2539
32	32	DUPONT	WILMINGTON, DE	\$2300
33	34	AMP	HARRISBURG, PA	\$2269
34	33	BOEING	SEATTLE, WA	\$2231
35	39	EMERSON ELECTRIC		\$2200
36	30	HARRIS		\$2105
37	47	COMPAQ COMPUTER	HOUSTON, TX	\$2066
38	31	PITNEY BOWES	STAMFORD, CT	\$2020
39	38	GTE-SYLVANIA		\$2000
40	41	AMDAHL	SUNNYVALE, CA	\$1802
41	37	McDONNELL-DOUGLAS		\$1800
42	42	AVNET		\$1718

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43	58	PRIME COMPUTER	NATICK, MA	\$1595
44	65	SUN MICROSYSTEMS	MOUNTAIN VIEW, CA	\$1462
45	44	TEKTRONIX		\$1431
46	52	TANDEM COMPUTERS	CUPERTINO, CA	\$1425
47	53	SEAGATE TECHNOL	SCOTTS VALLEY, CA	\$1351
48	45	DATA GENERAL	WESTBOROUGH, MA	\$1331
49	59	CHRYSLER		\$1300
50	54	E-SYSTEMS		\$1298
51	50	GENERAL INSTRUMENT		\$1268
52	56	VARIAN ASSOCIATES		\$1193
53	55	GENERAL DYNAMICS		\$1180
54	57	ADV MICRO DEVICES		\$1126
55	61	LORAL	NEW YORK, NY	\$1105
56	49	NORTHROP		\$1087
57	46	PERKIN-ELMER		\$1078
58	43	UNITED TECHNOL		\$1050
59	77	ARROW ELECTRONICS		\$1006
60	48	TELEDYNE		\$989
61	51	GRUMMAN		\$985
62	76	WESTERN DIGITAL	IRVINE, CA	\$973
63	74	COMPUTER ASSOC.	GARDEN CITY, NY	\$925
64	73	SCI SYSTEMS	HUNTSVILLE, AL	\$900
65	62	JOHNSON CONTROLS		\$881
66	66	STORAGE TECHNOL.		\$874
67	64	EATON		\$860
68	71	INTERGRAPH	HUNTSVILLE, AL	\$800
69	70	GENERAL SIGNAL		\$800
70	67	SmithKlineBECKMAN		\$770
71	68	CRAY RESEARCH	MINNEAPOLIS, MN	\$756
72	63	EMERSON RADIO	NORTH BERGEN, NJ	\$722
73	86	MICROSOFT	REDMOND, WA	\$719
74	96	EMHART		\$700
75	78	APOLLO COMPUTER	CHELMSFORD, MA	\$654
76	72	MONSANTO		\$647
77	101	MINISCRIBE	LONGMONT, CO	\$603
78	91	E.G.& G.		\$600
79	69	CONTEL		\$595
80	105	LPL INVESTMENT		\$585
81	79	MEDTRONIC		\$571
82	90	MOLEX	LISLE, IL	\$550
83	87	RAYCHEM		\$529
84	81	SCIENTIFIC-ATLANTA	ATLANTA, GA	\$510
85	89	SPRAGUE TECHNOL.		\$505
86	108	MARSHALL IND.	EL MONTE, CA	\$495
87	95	WYSE TECHNOLOGIES	SAN JOSE, CA	\$489
88	94	LOTUS DEVELOP.	CAMBRIDGE, MA	\$469
89	99	TERADYNE		\$462
90	122	AST RESEARCH	IRVINE, CA	\$461
91	82	ATARI		\$452

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92	97	ANALOG DEVICES		\$452
93	109	MAI BASIC FOUR		\$443
94	102	DOVER		\$428
95	116	MARK IV IND.	WEST AMHERST, NY	\$410
96	107	NASHUA	NASHUA, NH	\$410
97	88	M/A-COM	BURLINGTON, MA	\$409
98	126	AVX	GREAT NECK, NY	\$409
99	162	APPLIED MATERIALS	SANTA CLARA, CA	\$405
100	83	UNITED TELECOMM.		\$400
101	112	PENN CENTRAL		\$400
102	104	DYNATECH	BURLINGTON, MA	\$399
103	176	ORACLE SYSTEMS	BELMONT, CA	\$395
104	93	LTV		\$388
105	137	LSI LOGIC	MILPITAS, CA	\$379
106	103	DIEBOLD		\$369
107	---	MICRON TECHNOLOGY	BOISE, ID	\$368
108	121	WESTMARK INTERN'L		\$365
109	110	DATAPRODUCTS	WOODLAND HILLS, CA	\$364
110	80	CORNING GLASS		\$363
111	118	ELI LILLY		\$360
112	120	PREMIER INDUST.		\$354
113	124	MICROPOLIS	CHATSWORTH, CA	\$353
114	111	POLARIOD	CAMBRIDGE, MA	\$350
115	---	RELIANCE ELECT.		\$344
116	115	DSC COMMUNICATIONS		\$340
117	145	MAXTOR		\$339
118	113	DATAPPOINT		\$335
119	---	EVEREX SYSTEMS	FREMONT, CA	\$330
120	114	AUGAT		\$321
121	135	WYLE LABORATORIES		\$318
122	139	KOLLMORGEN		\$317
123	147	APPLIED MAGNETICS		\$316
124	92	TEXTRON		\$313
125	117	CUBIC		\$311
126	190	3COM	SANTA CLARA, CA	\$310
127	123	TANDON		\$309
128	131	FOXBORO		\$308
129	132	ASHTON-TATE	TORRENCE, CA	\$307
130	---	NOVELL	PROVO, UT	\$307
131	125	BBN	CAMBRIDGE, MA	\$302
132	154	MENTOR GRAPHICS	BEAVERTON, OR	\$301
133	---	AUDIOVOX		\$300
134	146	POINEER-STANDARD	CLEVELAND, OH	\$299
135	136	WATKINS-JOHNSON		\$292
136	119	GENICOM		\$291
137	133	SAVIN		\$288
138	141	GERBER SCIENTIFIC	SO. WINDSOR, CT	\$288
139	127	SQUARE D		\$282
140	130	DIASONICS		\$282

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141	---	SEQUA		\$281
142	138	CTS		\$276
143	143	BELL INDUSTRIES		\$273
144	142	COOPER INDUSTRIES		\$270
145	175	COMBUSTION ENG.		\$270
146	178	STRATUS COMPUTER	MARLBORO, MA	\$265
147	152	MEASUREX	CUPERTINO, CA	\$265
148	166	ANTHEM ELECT.	SAN JOSE, CA	\$265
149	134	FIGGIE INTERN'L		\$264
150	150	ANDREW		\$264
151	129	RECOGNITION EQUIP	DALLAS, TX	\$262
152	140	BALLY MFG.		\$260
153	---	DELL COMPUTER		\$258
154	---	CONNER PERIPHERALS		\$257
155	128	TIE COMMUNICATIONS		\$255
156	148	REYNOLDS&REYNOLDS		\$250
157	---	MGMT.SCIENCE AMER.	ATLANTA, GA	\$250
158	144	BALL		\$245
159	---	VISHAY INTERTECH.	MALVERN, PA	\$244
160	153	BRINTEC		\$240
161	---	CONCURRENT COMPUTER		\$240
162	151	SUNSTRAND		\$239
163	185	INMAC		\$236
164	165	CINCINNATI MILACRON		\$233
165	167	IMO INDUSTRIES		\$232
166	161	FLUKE		\$232
167	158	LOGICON	TORRENCE, CA	\$231
168	174	OLIN		\$231
169	196	TYCO LABORATORIES		\$230
170	164	DCA		\$226
171	188	VLSI TECHNOLOGY	SAN JOSE, CA	\$221
172	171	ESTERLINE		\$216
173	172	DYNASCAN		\$214
174	156	CULLINET SOFTWARE	WESTWOOD, MA	\$208
175	187	CIPHER DATA PROD.	SAN DIEGO, CA	\$206
176	169	GENRAD		\$206
177	184	THOMAS & BETTS		\$206
178	106	AM INTERNATIONAL		\$205
179	---	FAIRCHILD IND.		\$205
180	163	ULTIMATE	EAST HANOVER, NJ	\$204
181	170	GENERAL DATACOMM	MIDDLEBURY, CT	\$203
182	---	QMS		\$199
183	186	OAK INDUSTRIES		\$198
184	---	INTERNATIONAL RECT.		\$195
185	---	FLEXTRONICS		\$194
186	179	SUN ELECTRIC		\$190
187	200	PITTWAY		\$190
188	189	COHERENT		\$189
189	194	CHERRY ELECTRICAL	WAUKEGAN, IL	\$186

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190	---	LTX	WESTWOOD, MA	\$182
191	---	BECTON-DICKINSON		\$178
192	---	CHIPS & TECHNOLOG		\$178
193	---	BURR-BROWN	TUCSON, AZ	\$177
194	182	ADC TELECOMM.	BLOOMINGTON, MN	\$175
195	198	BRUSH WELLMAN		\$173
196	181	QUANTUM	MILPATAS, CA	\$172
197	---	REXON	CULVER CITY, CA	\$171
198	---	INTERGRATED DEVICE TECH		\$170
199	---	AYDIN		\$170
200	---	ASK COMPUTER	LOS ALTOS, CA	\$168

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DAR YEAR 1988 8 \*\*\*

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TOTAL REVENUE \$M.	NET INCOME \$M.
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RETURN ON EQUITY
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RETURN ON INVESTMENT
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\$59681	\$5491.0	13.9%	10.4%
\$35210	-\$1669.0	-14.6%	-8.1%
\$12285	\$1209.2	17.4%	16.8%
\$11244	\$634.6	8.4%	7.4%
\$11476	\$73.0	6.8%	2.9%
\$10296	\$830.0	18.0%	16.0%
\$9902	\$680.6	13.7%	8.0%
\$40292	\$3386.0	18.3%	12.8%
\$8250	\$445.0	13.2%	9.4%
\$7148	-\$434.9	-25.1%	-15.3%
\$6295	\$336.0	16.3%	12.7%
\$5990	\$439.3	19.6%	16.1%
\$8192	\$489.6	23.1%	15.9%
\$17034	\$1397.0	20.6%	8.4%
\$12134	\$779.0	22.0%	17.5%
\$10590	\$442.0	17.9%	12.9%
\$4434	\$419.3	39.9%	35.4%
\$3992	\$321.3	19.7%	15.3%
\$3628	\$1.7	0.2%	0.1%
\$92446	\$5300.2	24.6%	5.8%
\$4942	\$172.0	14.2%	6.1%
\$3075	\$50.3	5.8%	4.1%
\$5728	\$319.8	26.6%	18.9%
\$10581	\$1154.0	20.9%	18.4%
\$2875	\$452.9	21.8%	16.3%
\$6982	\$261.0	16.7%	10.2%
\$11909	\$463.0	14.2%	8.3%
\$2686	\$5.3	1.1%	0.6%
\$12500	\$822.8	21.7%	6.5%
\$2667	-\$18.1	6.2%	5.9%
\$19355	\$858.0	10.2%	5.4%
\$32917	\$2190.0	14.1%	10.5%
\$2670	\$319.1	21.0%	18.3%
\$16962	\$614.0	11.4%	10.8%
\$6793	\$540.7	18.8%	14.5%
\$2105	\$69.6	6.7%	5.8%
\$2066	\$255.2	31.3%	23.4%
\$2650	\$237.0	18.7%	6.5%
\$16460	\$1224.7	12.4%	5.6%
\$1802	\$213.8	21.2%	18.5%
\$15072	\$350.0	11.0%	5.1%
\$1938	\$50.6	7.5%	5.7%

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\$1595	\$13.0		2.4%	1.8%
\$1462	\$89.6		18.0%	12.6%
\$1431	-\$8.6		-3.4%	-2.3%
\$1425	\$102.1		11.0%	9.5%
\$1351	-\$5.5		17.7%	10.4%
\$1331	-\$48.8		-2.5%	-2.2%
\$31884	\$1050.2		13.9%	3.0%
\$1439	\$74.6		15.2%	12.5%
\$1268	\$84.3		12.0%	9.1%
\$1193	\$54.7		6.2%	5.5%
\$9551	\$379.0		19.7%	12.5%
\$1126	\$19.3		3.8%	2.7%
\$1493	\$85.2		17.0%	7.3%
\$5797	-\$30.9		-3.1%	-1.5%
\$1201	\$63.7		8.3%	6.3%
\$18000	\$659.1		13.7%	11.4%
\$1006	\$9.7		6.6%	3.4%
\$3533	\$391.8		18.3%	14.5%
\$3649	\$86.5		10.5%	5.0%
\$973	\$48.3		16.9%	11.4%
\$925	\$142.4		20.4%	16.4%
\$900	\$20.3		12.5%	5.2%
\$3227	\$104.6		12.1%	7.9%
\$874	\$44.2		15.6%	7.4%
\$3469	\$227.7		19.7%	12.2%
\$800	\$88.0		13.2%	13.1%
\$1760	\$25.2		5.5%	2.6%
\$4749	\$229.2		14.8%	7.8%
\$756	\$156.6		23.1%	19.7%
\$722	\$5.3		-15.3%	-5.1%
\$719	\$151.4		33.0%	31.3%
\$2763	\$126.6		13.0%	7.3%
\$654	\$0.2		0.1%	0.1%
\$8293	\$591.0		15.6%	10.3%
\$603	\$25.9	N.A.		N.A.
\$1406	\$68.7		20.7%	18.0%
\$2964	\$311.6		19.8%	8.0%
\$585	\$9.3		20.9%	1.7%
\$733	\$95.0		21.9%	19.0%
\$550	\$56.3		15.2%	14.9%
\$1103	\$102.8		17.3%	14.8%
\$510	\$31.8		12.5%	12.3%
\$505	\$13.2		4.0%	3.4%
\$495	\$21.7		29.0%	16.2%
\$489	-\$6.9		17.0%	9.9%
\$469	\$58.9		25.4%	17.5%
\$462	-\$3.3		-1.2%	-0.9%
\$461	\$4.3		13.1%	8.1%
\$452	\$39.4		47.3%	22.3%

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\$452	\$41.1	11.1%	10.2%
\$443	\$24.3	27.6%	8.2%
\$1954	\$145.8	19.7%	14.7%
\$570	\$22.7	18.4%	3.1%
\$989	\$32.5	14.3%	10.2%
\$409	\$16.3	8.5%	5.7%
\$409	\$27.6	13.2%	8.2%
\$405	\$47.8	19.9%	18.0%
\$6493	\$141.8	7.6%	2.5%
\$1547	\$94.1	5.3%	4.9%
\$399	\$25.0	16.1%	12.1%
\$395	\$56.3	31.9%	29.3%
\$7325	-\$890.6	-17.2%	-17.1%
\$379	\$23.8	7.2%	4.3%
\$451	\$31.3	8.7%	8.5%
\$368	\$121.7	34.0%	31.4%
\$365	\$10.4	4.5%	4.3%
\$364	-\$11.4	-10.8%	-8.5%
\$2122	\$292.4	13.5%	10.1%
\$4070	\$761.0	23.6%	20.3%
\$571	\$68.3	22.2%	21.7%
\$353	-\$19.4	-16.0%	-9.2%
\$1863	-\$22.6	-2.2%	-1.5%
\$1303	\$27.0	58.7%	2.9%
\$340	\$20.0	9.3%	6.1%
\$339	\$9.9	11.9%	6.0%
\$335	\$6.2	4.4%	2.7%
\$330	\$14.2	11.4%	10.5%
\$321	-\$22.8	-12.5%	-10.8%
\$411	\$7.8	8.3%	5.5%
\$345	\$14.1	15.8%	8.7%
\$316	\$23.9	14.1%	11.1%
\$7286	\$272.1	11.4%	3.3%
\$364	\$14.2	10.4%	6.4%
\$310	\$29.3	14.4%	14.0%
\$309	-\$19.9	-21.2%	-17.7%
\$540	\$9.8	5.0%	3.4%
\$307	\$47.8	20.5%	20.0%
\$307	\$34.6	22.4%	16.2%
\$302	\$6.1	16.3%	90.0%
\$301	\$33.5	15.1%	14.9%
\$320	\$0.3	0.4%	0.2%
\$299	\$7.7	15.4%	5.8%
\$292	\$20.6	15.4%	13.0%
\$291	\$1.0	1.6%	0.6%
\$361	-\$15.1	-26.6%	-12.3%
\$288	\$31.7	17.5%	15.6%
\$1657	\$118.9	18.7%	10.5%
\$282	\$9.8	8.4%	6.6%



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\$1713	\$71.6	10.2%	5.2%
\$276	-\$2.2	-2.8%	-2.3%
\$431	\$12.2	11.0%	9.3%
\$4258	\$224.4	12.7%	7.4%
\$3484	-\$245.2	-41.3%	-23.8%
\$265	\$29.3	21.1%	19.3%
\$265	\$37.1	18.1%	17.6%
\$265	\$11.3	14.0%	12.3%
\$1200	\$61.9	16.9%	8.8%
\$264	\$13.7	8.4%	7.2%
\$262	-\$13.1	-11.0%	-6.2%
\$1941	\$38.0	6.5%	1.7%
\$258	\$14.4	19.2%	13.2%
\$257	\$19.8	18.8%	15.3%
\$255	-\$17.0	-14.6%	-11.7%
\$605	\$21.9	9.0%	6.0%
\$250	-\$33.6	-108.4%	-88.7%
\$1073	\$32.7	7.8%	5.0%
\$244	\$17.1	16.4%	6.9%
\$337	\$5.7	8.7%	3.8%
\$240	-\$8.1	7.4%	6.5%
\$1477	-\$50.1	-8.5%	-5.2%
\$236	\$7.6	21.5%	17.0%
\$857	\$25.0	11.0%	5.8%
\$687	\$28.3	9.6%	4.8%
\$232	\$13.0	9.4%	8.9%
\$231	\$8.9	15.0%	15.0%
\$2308	\$98.0	14.3%	7.4%
\$1793	\$82.0	22.7%	10.4%
\$226	\$265.0	20.8%	20.8%
\$221	\$6.7	4.5%	2.6%
\$289	\$7.9	10.3%	7.9%
\$214	\$7.2	14.6%	8.4%
\$208	-\$42.4	-62.3%	-50.4%
\$206	\$14.6	7.0%	6.9%
\$206	-\$6.2	-9.3%	-4.7%
\$515	\$58.7	18.6%	14.5%
\$821	\$8.1	3.5%	1.6%
\$539	\$15.5	10.8%	6.2%
\$204	-\$8.7	12.6%	11.8%
\$203	-\$11.3	-28.8%	-18.5%
\$199	-\$4.4	-8.3%	-4.7%
\$198	\$12.9	14.0%	10.0%
\$195	-\$11.2	-41.5%	-6.5%
\$195	-\$1.5	12.6%	8.0%
\$190	-\$4.2	-5.6%	-3.5%
\$771	\$37.3	11.1%	8.9%
\$189	-\$0.2	-1.6%	-1.3%
\$211	\$7.4	10.4%	6.6%

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\$182	-\$0.4	11.4%	8.5%
\$1749	\$160.4	15.5%	9.0%
\$178	\$25.4	33.2%	31.3%
\$177	\$11.5	15.1%	11.1%
\$175	\$15.6	18.1%	17.5%
\$346	\$32.5	14.0%	11.4%
\$173	-\$2.4	-2.8%	-2.8%
\$171	\$9.9	13.1%	11.3%
\$170	\$18.0	13.4%	10.1%
\$170	\$8.4	11.0%	9.2%
\$168	\$12.2	11.8%	11.4%

## T E M P L A T E

===== F I S C A L 1 9 8 8			8 8 =====	=====>>>
C.O.G.S.	R & D		REVENUE PER	NET \$ INCOME
% REVENUE	% REVENUE		EMPLOYEE (\$K)	PER EMPLOYEE
-----	-----		-----	-----
	35.0%	9.9%	\$154.2	\$14200
	56.5%	7.3%	\$115.7	-\$5500
	43.1%	11.4%	\$91.4	\$10400
	70.7%	4.9%	\$115.9	\$6500
	43.5%	6.9%	\$114.6	\$700
	44.3%	10.4%	\$113.0	\$9400
	49.4%	7.2%	\$106.5	\$7300
	67.9%	3.0%	\$134.3	\$11300
	54.5%	8.1%	\$80.9	\$4400
	71.9%	4.5%	\$91.2	-\$5500
	70.3%	7.8%	\$83.2	\$4800
	48.5%	7.0%	\$99.8	\$7300
	76.6%	3.3%	\$107.5	\$6400
	49.4%	6.7%	\$117.2	\$9600
	75.5%	3.6%	\$106.5	\$7200
N.A.		5.1%	\$122.0	\$5100
	47.0%	6.7%	\$377.0	\$37100
	47.5%	0.0%	\$102.5	\$8600
	64.2%	9.3%	\$108.3	\$100
	63.3%	3.2%	\$257.6	\$14800
	74.2%	4.7%	\$88.4	\$3000
	40.3%	8.0%	\$99.3	\$3000
	78.8%	3.4%	\$86.8	\$4800
	51.7%	6.5%	\$127.5	\$13900
	45.0%	11.1%	\$138.2	\$21800
	74.7%	5.1%	\$89.6	\$3300
	77.2%	5.4%	\$108.7	\$4200
	82.3%	3.7%	\$74.6	\$100
	70.3%	5.7%	\$104.1	\$6900
	63.3%	11.3%	\$65.5	\$1700
	36.8%	2.7%	\$165.4	\$7000
	49.3%	4.0%	\$233.5	\$15500
	56.1%	8.8%	\$112.0	\$13200
	84.4%	4.4%	\$115.2	\$4200
	63.2%	3.1%	\$93.9	\$7500
	60.5%	5.6%	\$92.9	\$2900
	57.3%	3.6%	\$299.4	\$37000
	27.3%	3.0%	\$90.4	\$8100
	61.3%	1.8%	\$103.5	\$7400
	47.5%	12.3%	\$217.1	\$25800
	77.6%	4.0%	\$124.1	\$2900
	73.8%	0.0%	\$182.9	\$5200

Sheet1

	40.7%	10.9%		\$128.7	\$1000
	47.5%	13.3%		\$148.3	\$9400
	42.8%	15.3%		\$87.8	-\$1000
	30.6%	12.9%		\$152.4	\$11000
	78.0%	4.0%		\$41.9	\$2600
	43.1%	12.1%		\$88.5	-\$1000
	78.4%	2.8%		\$244.8	\$8100
	63.1%	N.A.		\$86.3	\$4500
	67.9%	3.2%		\$75.0	\$4300
	65.7%	6.9%		\$99.2	\$2400
	79.2%	4.3%		\$92.9	\$3700
	45.2%	18.5%		\$76.0	\$1300
	56.9%	4.5%		\$105.2	\$5400
N.A.		3.6%		\$130.0	-\$700
	51.9%	8.5%		\$106.2	\$5500
	71.9%	5.2%		\$96.4	\$3500
	77.7%	0.0%		\$362.7	\$3500
	73.8%	2.2%		\$80.7	\$8900
	87.0%	0.5%		\$114.0	\$2700
	66.7%	8.8%		\$116.7	\$6500
	48.4%	11.5%		\$158.7	\$22800
N.A.		0.0%		\$86.7	\$2100
	77.6%	1.7%		\$107.3	\$3600
	59.2%	7.7%		\$102.8	\$5200
	69.2%	3.5%		\$91.4	\$6000
	43.4%	11.1%		\$109.6	\$12100
	68.5%	6.6%		\$92.2	\$1300
	32.7%	10.4%		\$114.2	\$5500
	22.2%	15.6%		\$144.4	\$29900
	93.3%	0.0%		\$1041.2	-\$17100
	22.3%	11.8%		\$211.5	\$44400
	65.9%	1.5%		\$83.7	\$3800
	51.3%	11.8%		\$147.0	\$100
	52.8%	7.8%		\$181.7	\$13000
N.A.		N.A.	N.A.		N.A.
	79.2%	1.4%		\$56.3	\$2700
	24.5%	0.0%		\$128.9	\$13600
	60.1%	1.6%		\$89.9	\$1400
	27.7%	8.1%		\$111.2	\$14700
	43.9%	5.3%		\$85.1	\$10000
	39.9%	7.7%		\$100.4	\$11500
	65.2%	5.9%		\$147.6	\$8600
	72.8%	5.0%		\$61.5	\$1600
	75.0%	0.0%		\$280.3	\$11800
	68.3%	5.3%		\$109.0	\$6700
	11.4%	17.9%		\$187.4	\$23600
	50.8%	13.4%		\$98.4	-\$700
	70.1%	3.8%		\$229.3	\$8400
	61.6%	4.7%		\$254.0	\$22100

Sheet1

37.4%	13.8%	\$82.1	\$7100
46.6%	2.6%	\$94.1	\$5500
66.0%	0.0%	\$95.7	\$7100
59.6%	2.3%	\$79.0	\$3300
64.4%	0.8%	\$137.2	\$4500
59.7%	5.9%	\$65.8	\$2800
64.6%	2.7%	\$77.2	\$5200
49.8%	12.0%	\$205.5	\$22700
82.5%	0.0%	\$172.4	\$3800
58.1%	0.6%	\$111.3	\$6800
42.6%	9.4%	\$120.2	\$8000
57.6%	9.1%	\$127.8	\$19400
82.7%	0.0%	\$188.8	-\$23000
47.8%	9.8%	\$117.3	\$7400
66.8%	3.1%	\$98.8	\$6900
33.4%	3.1%	\$134.8	\$43900
52.4%	10.3%	\$113.2	\$3200
69.6%	7.7%	\$97.3	-\$5700
58.6%	4.5%	\$80.7	\$8000
27.8%	13.3%	\$158.4	\$29600
50.6%	0.5%	\$124.6	\$14900
87.8%	8.0%	\$110.4	-\$6100
49.4%	8.0%	\$160.4	-\$1900
69.8%	0.0%	\$100.2	\$2100
50.0%	13.2%	\$122.8	\$7200
68.2%	8.8%	\$86.4	\$4500
48.1%	3.5%	\$122.8	\$3000
74.7%	5.9%	\$166.7	\$6600
70.6%	4.1%	\$89.2	-\$6300
75.9%	0.0%	\$188.9	\$3600
64.0%	4.2%	\$88.4	\$3600
67.3%	7.7%	\$31.0	\$2500
55.9%	2.3%	\$121.4	\$4500
74.6%	1.6%	\$96.0	\$3200
43.2%	9.3%	\$186.9	\$16700
77.3%	4.4%	\$208.5	-\$13400
58.6%	6.9%	\$101.9	\$1900
8.3%	17.2%	\$245.8	\$38200
40.6%	5.7%	\$177.5	\$19200
55.9%	4.8%	\$97.2	\$5800
39.7%	11.2%	\$176.0	\$19600
79.5%	0.0%	\$291.0	\$300
75.2%	0.0%	\$292.6	\$6000
58.9%	6.3%	\$92.8	\$6500
67.7%	3.6%	\$78.9	\$300
61.4%	1.0%	\$178.4	-\$7500
45.5%	6.5%	\$142.7	\$16000
62.9%	3.0%	\$80.8	\$5800
60.1%	7.2%	\$169.6	\$5900

Sheet1

	70.8%	1.0%		\$107.0	\$4500
	70.7%	1.6%		\$43.2	-\$500
	74.9%	0.0%		\$227.2	\$6700
	64.6%	0.0%		\$92.0	\$4800
	91.1%	1.6%		\$120.8	-\$8500
	35.0%	11.5%		\$155.1	\$17200
	49.8%	7.2%		\$101.2	\$14100
	76.7%	0.0%		\$529.3	\$22600
	71.0%	1.3%		\$69.2	\$3600
	59.4%	5.6%		\$94.6	\$5200
	55.8%	3.3%		\$96.3	-\$4500
	63.2%	0.7%		\$149.3	\$2900
	67.7%	2.8%		\$214.8	\$12000
	76.6%	3.4%		\$88.6	\$6800
	64.5%	5.7%		\$170.2	-\$11300
	58.1%	2.1%		\$120.6	\$3600
N.A.		23.6%		\$105.5	-\$14200
	80.8%	1.2%		\$151.1	\$4600
	58.8%	2.9%	N.A.		N.A.
	78.8%	1.3%		\$86.5	\$1500
	46.8%	12.2%		\$76.3	\$4200
	63.1%	7.8%		\$107.0	-\$3600
	62.2%	0.0%		\$327.7	\$14300
	72.2%	4.1%		\$102.5	\$3000
	66.2%	1.4%		\$89.2	\$3700
	45.8%	10.4%		\$93.6	\$5200
	81.9%	0.9%		\$86.6	\$3600
	72.4%	2.5%		\$140.7	\$6000
	75.1%	0.4%		\$131.2	\$5500
	29.7%	11.3%		\$158.7	\$29500
	44.7%	9.6%		\$135.7	\$4100
	58.5%	5.7%		\$94.2	\$2800
	74.8%	0.9%		\$482.7	\$16400
	81.7%	24.2%		\$90.3	-\$19600
	65.2%	9.4%		\$90.2	\$5100
	38.3%	14.9%		\$103.0	-\$3100
	48.0%	3.4%		\$109.5	\$12500
	63.6%	2.6%		\$108.9	\$1100
	71.6%	2.1%		\$110.3	\$3100
	52.2%	2.6%		\$283.4	\$17600
	51.4%	12.1%		\$80.1	-\$7700
	71.7%	3.1%		\$196.3	-\$5200
	75.3%	1.6%		\$52.4	\$3400
	67.6%	4.3%		\$77.7	-\$5300
	83.2%	0.0%		\$52.9	\$1900
	52.0%	2.8%		\$77.7	-\$1700
	60.0%	2.3%		\$98.9	\$4800
	58.7%	10.5%		\$110.8	-\$800
	62.4%	5.7%		\$68.7	\$2600

Sheet1

41.8%	18.1%	\$123.9	\$4900
47.1%	5.5%	\$83.0	\$7200
47.6%	13.2%	\$459.3	\$71700
39.5%	8.3%	\$120.1	\$7900
49.1%	9.7%	\$107.1	\$10100
63.4%	1.9%	\$132.9	\$12500
71.4%	6.4%	\$371.1	-\$6400
66.0%	4.7%	\$133.3	\$7700
34.8%	15.5%	\$91.2	\$8700
68.4%	5.0%	\$84.8	\$4200
42.9%	8.3%	\$206.7	\$15700

*** 5 YR. GROWTH ***				CAPITAL	DEBT AS %
REVENUE		NET INCOME		OUTLAYS TO	OF TOTAL
				NET CASH FLOW	REVENUE
	5.4%		0.0%	70.5%	25.3%
N.A.		N.A.		539.3%	44.7%
	21.9%		35.7%	82.8%	3.6%
N.A.		N.A.		55.7%	11.9%
	7.5%	N.A.		167.7%	58.1%
	15.9%		13.6%	57.9%	11.1%
	18.2%		28.2%	60.0%	41.7%
	7.8%		11.1%	51.7%	30.4%
	13.8%		12.8%	96.5%	29.0%
	11.0%	NM		-136.0%	39.2%
	6.6%	NM		93.9%	22.4%
	9.9%		8.8%	66.1%	17.9%
	7.8%		9.7%	68.4%	31.0%
	10.9%		19.8%	96.7%	59.2%
	8.1%		15.8%	49.7%	20.4%
	11.5%		10.9%	52.5%	27.8%
	32.9%		44.2%	32.9%	11.3%
	11.1%		3.3%	28.1%	22.3%
	1.3%		-58.1%	86.6%	28.5%
	15.8%		23.2%	59.9%	76.5%
	5.2%		-7.8%	64.6%	57.0%
	14.8%		-9.4%	79.8%	29.4%
	12.2%		14.6%	73.7%	28.9%
	8.5%		11.6%	64.4%	12.0%
	20.7%		31.3%	71.9%	25.1%
	7.6%		7.5%	81.6%	38.6%
	6.5%		0.7%	98.7%	41.3%
	14.6%		-35.2%	68.0%	45.2%
	5.5%		12.9%	47.3%	69.8%
	15.3%	NM		85.5%	3.8%
	-0.9%		3.9%	46.6%	46.5%
	2.7%		14.2%	114.0%	25.4%
	12.2%		14.4%	59.6%	12.9%
	8.8%		11.6%	73.1%	4.6%
	11.8%		9.9%	44.7%	22.5%
	3.0%		0.5%	47.9%	13.2%
	79.4%		150.3%	89.9%	25.2%
	10.8%		15.8%	93.5%	65.2%
	6.1%		4.4%	109.0%	54.7%
	18.3%		37.7%	88.4%	12.5%
	8.9%		1.5%	98.9%	53.2%
	9.4%		0.7%	38.9%	24.6%



Sheet1

	25.3%		-16.8%		80.6%		25.3%
	161.2%		152.0%		100.0%		29.6%
	3.5%	NM			164.9%		31.9%
	25.7%		25.1%		102.6%		14.0%
	62.7%		43.9%		221.7%		41.2%
	10.5%	NM			16.6%		14.1%
	19.2%		28.3%		82.3%		78.2%
	13.2%		6.9%		57.6%		17.8%
	4.8%		-8.7%		46.2%		24.1%
	10.1%		-9.1%		69.2%		9.9%
	6.9%		6.2%		74.7%		36.5%
	25.7%		-1.6%		56.7%		27.5%
	36.0%		22.9%		38.6%		57.2%
	12.2%	NM			165.6%		50.5%
	2.8%		3.6%		94.9%		24.7%
	6.2%		5.2%		88.1%		16.5%
	12.2%		13.8%		32.5%		48.0%
	3.5%		5.2%		151.1%		20.9%
	10.1%		-4.8%		72.5%		52.2%
	72.6%		96.3%		50.1%		32.4%
	64.9%		79.4%		11.8%		19.4%
	33.6%		23.6%		110.3%		58.3%
	18.5%		10.9%		115.2%		35.1%
	-0.3%	NM			35.7%		52.6%
	8.4%		23.6%		66.1%		37.8%
	26.0%		6.9%		54.3%		0.7%
	2.2%		-22.4%		106.5%		52.2%
	10.9%		-14.0%		135.2%		47.4%
	38.4%		43.1%		29.5%		14.9%
	50.3%	NM			-75.4%		66.9%
	63.8%		80.4%		51.2%		5.1%
	10.4%		8.5%		62.7%		43.8%
	52.0%		-55.5%		141.7%		38.9%
	5.7%		9.9%		60.8%		34.1%
N.A.		N.A.		N.A.		N.A.	
	8.6%		7.9%		36.6%		12.9%
	5.4%		13.0%		129.8%		59.9%
N.A.		N.A.			15.5%		91.7%
	13.4%		10.6%		33.0%		13.2%
	23.3%		21.9%		68.5%		2.0%
	13.4%		32.6%		44.9%		14.6%
	9.3%		140.3%		25.1%		1.4%
	3.3%		-10.9%		80.7%		16.0%
	9.6%		25.3%		55.1%		44.2%
	73.3%		90.1%		59.5%		41.5%
	54.6%		33.8%		57.4%		31.0%
	13.0%	NM			75.9%		21.0%
	100.6%		56.5%		67.9%		38.1%
N.A.		N.A.			6.0%		52.9%

Sheet1

	15.5%		15.6%	63.4%	8.4%
N.A.		N.A.		63.5%	70.3%
	14.1%		13.5%	104.7%	25.2%
	79.6%		78.6%	31.9%	82.9%
	11.8%		32.4%	61.5%	28.5%
	1.3%		-3.6%	58.8%	32.8%
	20.5%		26.0%	61.0%	38.1%
	28.0%		51.0%	38.5%	9.8%
	20.9%		-8.3%	168.5%	67.1%
	-9.4%		36.7%	28.1%	8.7%
	22.3%		20.2%	39.5%	25.0%
	123.7%		130.6%	55.4%	8.1%
	9.9%	NM		-63.7%	0.4%
	61.2%		19.1%	128.5%	40.6%
	0.2%		-8.6%	33.2%	1.6%
	87.0%	NM		35.9%	7.6%
	12.3%	NM		54.1%	4.0%
	1.7%	NM		-72.1%	22.0%
	5.3%		18.0%	87.0%	24.9%
	8.3%		10.7%	57.4%	13.8%
	11.0%		15.6%	13.3%	2.3%
	46.9%	NM		-1354.1%	42.6%
	8.2%	NM		661.5%	35.0%
N.A.		N.A.		25.6%	95.1%
	11.5%		-9.9%	103.0%	34.0%
N.A.		N.A.		153.0%	49.3%
	-9.3%		-0.2%	82.2%	38.4%
N.A.		N.A.		33.0%	7.6%
	6.9%	NM		-147.8%	13.6%
	16.0%	NM		93.0%	34.0%
	5.8%		9.6%	65.3%	45.0%
	23.6%		28.7%	137.8%	21.1%
	30.8%		25.1%	55.9%	71.1%
	6.0%		-6.7%	50.3%	38.7%
	121.3%		331.9%	61.7%	2.3%
	0.4%	NM		-51.7%	16.8%
	0.3%		4.2%	67.3%	31.7%
	48.2%		55.4%	52.0%	2.4%
	118.3%	NM		40.4%	28.0%
	29.0%		40.7%	84.9%	44.5%
	63.4%	NM		62.6%	1.8%
N.A.		N.A.		60.9%	44.5%
	16.5%		53.7%	27.5%	62.5%
	9.5%		3.0%	39.4%	15.4%
N.A.		N.A.		87.3%	63.7%
	-2.2%		-1.5%	23.4%	53.8%
	17.7%		45.8%	44.9%	10.6%
	8.7%		12.3%	66.0%	43.9%
	17.6%	NM		52.8%	22.0%

Sheet1

	42.6%	NM		72.8%	49.0%
	5.1%	NM		49.2%	18.0%
	14.0%		13.4%	38.8%	15.5%
	18.1%		-33.4%	44.5%	41.9%
	8.9%	NM		-51.6%	42.4%
	66.8%		68.0%	43.4%	8.5%
	16.7%		50.5%	23.5%	2.9%
	43.7%		52.7%	5.7%	12.1%
	13.4%		21.8%	75.7%	48.1%
	7.8%		-4.7%	46.1%	14.5%
	17.4%	NM		87.5%	43.8%
	17.9%	NM		131.2%	74.2%
N.A.		N.A.		40.0%	31.2%
N.A.		N.A.		122.5%	18.6%
	-4.7%	NM		-44.2%	19.9%
	18.9%		8.7%	61.6%	32.7%
	16.3%	NM		-25.9%	18.2%
	3.2%		-3.6%	190.5%	35.6%
	20.9%		28.5%	4.3%	57.9%
	5.6%	N.A.		39.4%	56.3%
	4.2%		18.3%	72.8%	11.9%
	10.2%	NM		685.0%	35.2%
N.A.		N.A.		34.0%	20.9%
	71.9%		17.7%	66.5%	47.1%
	11.9%		10.1%	56.8%	49.8%
	5.4%		5.3%	68.2%	4.8%
	16.2%		15.6%	35.9%	0.0%
	6.2%		10.3%	85.0%	48.6%
	22.4%		25.4%	42.7%	53.9%
	59.9%		82.9%	26.5%	0.0%
	43.9%	NM		149.4%	42.3%
	8.7%		6.6%	38.2%	23.5%
	4.3%		-3.8%	15.8%	42.5%
	20.7%	NM		-29.8%	19.2%
	26.6%		-1.2%	27.8%	1.6%
	-1.9%	NM		119.1%	49.4%
	11.3%		16.1%	95.2%	22.4%
	5.8%	NM		108.4%	53.0%
	67.0%		11.3%	120.7%	42.6%
	39.8%		23.0%	39.3%	6.4%
	17.6%	NM		-193.8%	35.6%
	66.5%	NM		-500.8%	43.3%
	-0.5%	NM		38.9%	28.4%
	15.1%	NM		-8571.5%	84.4%
	82.6%		80.3%	83.6%	36.8%
	4.6%	NM		347.8%	38.3%
	12.6%		7.2%	87.7%	20.0%
	15.6%	NM		159.0%	18.0%
	17.3%		18.5%	92.2%	36.4%

Sheet1

	28.3%		22.8%	89.4%	25.5%
	10.6%		36.1%	121.6%	41.8%
N.A.		N.A.		27.1%	5.7%
	21.8%		21.8%	83.1%	26.8%
	18.7%		25.4%	51.7%	3.3%
	10.5%		13.4%	54.6%	18.5%
	35.2%	NM		28.8%	0.0%
N.A.		N.A.		47.8%	13.5%
N.A.		N.A.		110.8%	24.9%
	2.1%		-9.7%	26.8%	16.7%
	29.3%		22.6%	31.2%	3.5%

FOREIGN VS TOTAL REVENUE % -----	FISCAL YEAR-END -----
57.6%	12/88
0.0%	12/88
49.9%	6/88
12.3%	12/88
49.5%	12/88
51.6%	10/88
45.8%	12/88
39.0%	12/88
48.1%	12/88
22.9%	12/88
32.3%	12/88
58.3%	12/88
19.0%	12/88
43.9%	12/88
21.6%	9/88
11.1%	12/88
32.1%	9/88
1.8%	6/88
29.8%	12/88
32.7%	12/88
26.9%	7/88
46.2%	6/88
0.0%	12/88
40.0%	12/88
42.9%	12/88
28.6%	12/88
35.3%	12/88
17.9%	12/88
19.6%	12/88
45.2%	5/88
28.6%	12/88
51.9%	12/88
53.6%	12/88
46.3%	12/88
28.1%	9/88
15.0%	6/88
38.6%	12/88
21.0%	12/88
14.7%	12/88
43.2%	12/88
21.8%	12/88
0.0%	6/88

Sheet1

56.6%	12/88
38.4%	6/88
44.4%	5/88
51.0%	9/88
40.5%	6/88
46.0%	9/88
12.9%	12/88
10.4%	12/88
10.8%	2/88
40.2%	9/88
16.7%	12/88
18.1%	12/88
11.2%	3/88
0.0%	12/88
48.7%	7/88
46.2%	12/88
0.0%	12/88
10.7%	12/88
4.8%	12/88
67.3%	6/88
39.4%	3/88
27.4%	6/88
16.9%	9/88
32.5%	12/88
29.6%	12/88
28.7%	12/88
25.8%	12/88
44.5%	12/88
34.5%	12/88
0.0%	3/88
47.8%	6/88
37.0%	12/88
56.6%	12/88
43.1%	12/88
N.A.	12/88
7.6%	12/88
0.0%	12/88
26.9%	12/88
31.9%	4/88
71.1%	6/88
60.6%	6/88
14.0%	6/88
39.3%	12/88
0.0%	5/88
24.1%	3/88
34.0%	12/88
45.7%	12/88
20.9%	6/88
70.5%	12/88

Sheet1

33.2%	10/88
62.3%	9/88
15.9%	12/88
14.6%	2/88
48.7%	12/88
19.6%	9/88
43.0%	12/88
55.8%	10/88
0.0%	12/88
20.2%	12/88
28.3%	3/88
47.5%	5/88
0.0%	12/88
38.4%	12/88
8.9%	12/88
31.4%	8/88
28.5%	12/88
29.4%	3/88
17.4%	12/88
37.0%	12/88
0.0%	5/88
69.0%	12/88
43.7%	12/88
10.4%	12/88
19.5%	12/88
16.0%	3/88
84.5%	7/88
11.9%	7/88
20.4%	12/88
0.0%	1/89
23.9%	12/88
44.7%	9/88
25.6%	12/88
4.6%	9/88
27.0%	5/88
10.0%	12/88
50.9%	12/88
39.5%	1/89
32.4%	10/88
0.0%	6/88
47.8%	12/88
0.0%	11/88
0.0%	3/88
26.0%	12/88
27.6%	12/88
11.9%	12/88
53.0%	4/88
19.8%	12/88
39.5%	12/88

Sheet1

30.1%	12/88
19.4%	12/88
0.0%	6/88
22.5%	12/88
39.5%	12/88
28.2%	12/88
63.4%	11/88
0.0%	12/88
0.0%	12/88
53.3%	9/88
56.3%	10/88
0.0%	12/88
15.4%	1/89
21.6%	12/88
30.0%	12/88
10.3%	9/88
23.7%	12/88
0.0%	12/88
65.1%	6/88
16.7%	12/88
40.4%	6/88
24.5%	12/88
51.4%	7/88
19.2%	12/88
26.6%	12/88
33.4%	9/88
0.0%	3/88
16.9%	12/88
7.8%	5/88
22.0%	6/88
29.8%	12/88
40.7%	10/88
2.0%	12/88
32.6%	4/88
39.1%	6/88
31.3%	12/88
42.2%	12/88
43.2%	7/88
0.0%	12/88
33.2%	4/88
23.9%	9/88
35.0%	9/88
15.4%	12/88
43.5%	6/88
59.4%	3/88
44.0%	12/88
24.2%	12/88
38.4%	9/88
55.9%	2/88



Sheet1

49.2%	7/88
37.6%	9/88
56.0%	6/88
69.1%	12/88
14.5%	10/88
24.3%	12/88
22.0%	3/88
35.1%	9/88
20.0%	3/88
19.7%	12/88
12.7%	6/88

\*\*\*\*\*  
\* Lotus 1-2-3 Templates for the top \*  
\* U.S. ELECTRONICS CORPORATIONS \*  
\* Written & Compiled by: Ed Murray \*  
\* P.O. Box 327 East Derry, NH 03041 \*  
\* <<< serial # PDL-003 >>> \*  
\*\*\*\*\*

\*\*\* press <HOME> to begin \*\*\*

Please read 'TOP200US.DOC file for  
information on extended update disk