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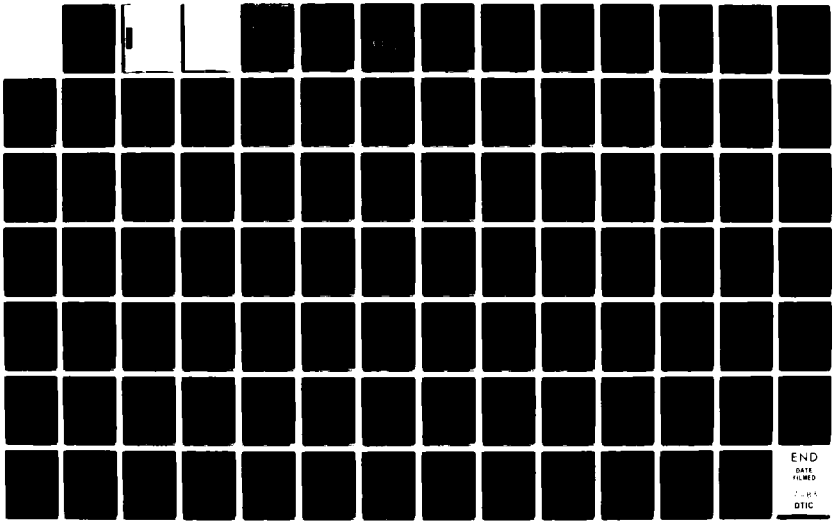

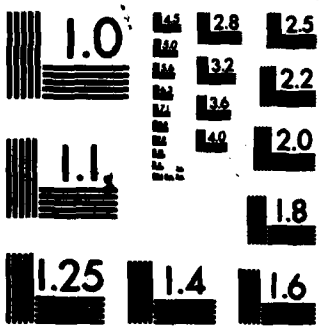

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This report compares FMS workorders done in DARCOM (CONUS) depots with comparable non-FMS business. The conclusion is that more unfunded military labor costs are charged to FMS workorders than to comparable other workorders. Recommendations are that (1) the FMS surcharge rate for unfunded military labor costs be increased from 2.7% to 5.7%; and (2) an automated method for annual redeterminations of the surcharge rate be implemented.

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RECOUPMENT OF UNFUNDED MILITARY LABOR COSTS FROM FOREIGN MILITARY SALES

LOGISTICS STUDIES OFFICE
PROJECT NUMBER 039

FINAL REPORT

SEPTEMBER 1982

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LOGISTICS STUDIES OFFICE
US ARMY MATERIEL SYSTEMS ANALYSIS ACTIVITY
FORT LEE, VIRGINIA 23801

ABSTRACT

This report compares FMS workorders done in DARCOM (CONUS) depots with comparable non-FMS business. The conclusion is that more unfunded military labor costs are charged to FMS workorders than to comparable other workorders. Recommendations are that (1) the FMS surcharge rate for unfunded military labor costs be increased from 2.7% to 5.7%; and (2) an automated method for annual redeterminations of the surcharge rate be implemented.

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Report Title: Recoupment of Unfunded Military Labor Costs from Foreign Military Sales

Study Number: LSO 039

Study Initiator and Sponsor: US Army Materiel Development and Readiness Command
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Alexandria, VA 22333

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EXECUTIVE SUMMARY

1. Authority for the Study. Letter, DRCCP-FP, HQ DARCOM, 15 June 1981, subject: Pricing Unfunded Military Labor Cost.

2. Problem Statement. The US Army currently charges 2.7% of FMS workorder funded cost to recoup the expense of unfunded military labor. The problem is that the rate has not been verified since 1974.

3. Objective. This study was undertaken to locate and develop cost data concerning unfunded military labor used in FMS workorders and to compute an adequate surcharge rate; and to design an automated method for determining future surcharge revisions.

4. Limits and Scope. The study addresses only the adequacy of the surcharge rate; one flat rate will continue to be applied to the funded portion of FMS workorders. The study encompasses only installations operating under the Army Industrial Fund.

5. Findings. Unfunded military labor charges are higher for FMS workorders than for other comparable workorders.

6. Recommendations. The Army should revise the surcharge from 2.7% to 5.7% to adequately recoup costs for unfunded military labor used in FMS workorders. The study provides a structured systems analysis diagram which should be used for annual revisions to the surcharge rate.

MAIN REPORT

I. PROBLEM.

The US Army currently charges 2.7% of FMS workorder funded cost to recoup the expense of unfunded military labor. The problem is that the rate has not been verified since 1974.

II. OBJECTIVES.

A. To research data elements used in and files created by the Standard Depot System to determine ways and means of developing costs concerning unfunded military labor for FMS and to compute an adequate surcharge rate for recouping unfunded military labor expense.

B. To design, using a structured systems analysis diagram, a methodology for automating this cost data so that annual reports comparing actual costs with projected reimbursements to the US Government can be furnished to Headquarters DARCOM.

III. BACKGROUND.

A. The maintenance shops within the DARCOM depot system are reputed to have one of the most comprehensive accounting systems used within government, operating, as they do, under regulations controlling the Army Industrial Fund (AIF). Services are sold to customers, and the proceeds are used to pay civilian personnel and to recoup other expenses. However, the depots themselves do not fund the salaries and benefits for military personnel; hence, the term "unfunded military labor" (UML) has come into being. The term means that UML is funded through an agency other than the AIF.

B. In accounting for UML, the depots use Composite Standard Rates rather than the actual pay received by a service member. The Composite Standard Rate

for any rank of officer or grade of enlisted person is the average total cost to the Military Pay and Allowance (MPA) appropriation of maintaining a person of that rank or grade. It currently includes an allowance for retirement pay, other personnel costs, and permanent change of station costs. However, service personnel also receive benefits from appropriations other than MPA, e.g., free medical care, free enlisted housing. The Composite Standard Rate is increased by 8% for officers and 23% for enlisted to cover these additional benefits. The depots charge total UML costs to job orders and to general administrative expense. ARs 37-55, 37-60, and 37-108 provide additional detail.

C. Summary data from the Standard Depot System is passed by Procurement Request Order Number to Headquarters DESCOM and stored in their Master File, Maintenance, by fiscal year. Magnetic tapes containing data on all organic maintenance transactions completed during fiscal years 1979, 1980, and 1981 were requested and received from Headquarters DESCOM. The record format is displayed in Appendix A. The number of records by fiscal year is displayed in Appendix B.

IV. LIMITS AND SCOPE.

A. The study addresses only the adequacy of the current surcharge. Changes to the manner in which the surcharge is applied will not be addressed, i.e., one flat rate will still be applied to the funded portion of FMS orders.

B. The study may produce recommendations for additional information to be included in FMS requisitions and for changes to be programed into the Standard Depot System to facilitate the automated tracking of surcharge validity.

C. While funds flow and budgetary data may be studied in an attempt to meet the objectives, there will be no audit made. It is not a purpose of this study to determine if actual recoupment is occurring.

D. The study will encompass only AIF installations/depots/activities.

V. ASSUMPTIONS.

A. The analysts assumed that the percentage of unfunded military labor costs applicable to FMS workorders would be the same as the percentage of unfunded military labor costs applicable to all other workorders. This assumption was proved invalid by the data, which suggests that de facto policy requires more management attention be provided to FMS business than to other transactions.

B. No other assumptions were made.

VI. ANALYSIS OF THE DATA.

A. Validity.

1. The files were tested to assure that each record contained a total cost. There were some records in each file which were closed without total costs, funded costs, and unfunded materiel being charged. These records were ignored in subsequent analyses. One record in the FY 1979 file indicated total cost of $94.00, but no funded cost. This record is thought to be valid and was included in subsequent analyses. Even if invalid, the amount is too small to affect UML percentage calculated to the second decimal position.

2. Next, the files were tested to assure that each record contained a valid major group code and either an equipment category code between 1-9 or a zero in lieu thereof. Zero indicates either that the item does not fit into an established equipment category or that the item is common to two or more equipment categories within a major group. No discrepancies were identified.

B. Formulas and Terms.

PRON - Procurement Request Order Number
VAL - Value
FDV - Funded Dollar Value (funded by AIF)
UMV - Unfunded Materiel Value (funded by a source other than the AIF or by the AIF through another PRON)
UML - Unfunded Military Labor (funded by a source other than the AIF)
GAE_T - General Administrative Expense, total
GAE_F - General Administrative Expense, funded

$$UML = PRON\ VAL - (FDV + UMV)$$

$$\%UML = 100 \times \frac{(UML)}{(FDV)}$$

$$GAE_T - GAE_F = UML \text{ component of } GAE_T$$

C. Analyses.

1. A profile of all depot maintenance business was developed by stratifying PRONs to Major Groups-Equipment Categories. Overall, the largest programs were in utility aircraft and tanks, accounting for 41% of the business. (Reference Appendix C.)

2. A similar profile for only FMS business was also prepared. Overall, the largest programs were in tanks and non-ballistic missile systems, accounting for 51% of the FMS depot maintenance business. While non-FMS (principally US Army) customers traded in almost every Major Group/Equipment Category, FMS trade was limited to few categories, which varied somewhat from year to year. (Reference Appendix D.) The conclusion drawn by the analysts is that FMS business differs markedly from other depot maintenance business. Figure 1 summarizes Appendices C and D.

	Overall Business	FMS Business	% FMS	% Overall UML Rate	% FMS UML Rate	Increase in FMS UML Rate
FY 79	$820,702,098	$14,871,917	1.81	4.35	3.97	-
FY 80	785,298,536	5,588,601	.71	4.02	4.92	24%
FY 81	799,138,572	11,429,943	1.44	4.35	5.67	15%

Figure 1. Overall DARCOM Depot Maintenance Compared to FMS Business

NOTE: (1) The depot maintenance business operates at the $800M level.
(2) Annual percentage of FMS business exhibits strong variations.
(3) Trend in FMS UML rate is sharply upwards. However, the data represents those PRONs *completed* in each fiscal year, regardless of the year in which the work began. Thus, one may be justified in speculating that the FMS UML rate jumped to 5.67% at the end of FY 79, the computed 4.92% rate being caused by the "carry-over" phenomenon.

3. FMS funding for depot maintenance has been done under three separate customer codes, as follows:

Customer 19 - FMS funded through DESCOM
Customer 23 - Army procurement for FMS
Customer 32 - FMS funded through the MRCs

The analysts were unable to correlate type of funding with UML costs. (Reference Appendix E.)

4. All PRONs for non-FMS customers (Appendix F) and for FMS customers (Appendix G) have been stratified by funded dollar value range. The analysts note that UML charges drop as funded dollar value approaches and exceeds $1M, but FMS PRONs seldom are this large. Again, FMS business is markedly different from non-FMS business.

5. An analysis was designed to answer the question: "If customers other than FMS purchased exactly the same services as FMS customers did in FY 81, what would be the overall percentage of UML charged to the PRONs?" A comparison will indicate if FMS customers are being charged substantially more UML for their services than are other depot maintenance customers for exactly the same services.

a. A program was developed to operate on only the Major Group/Equipment Categories used by FMS for the three fiscal years, producing comparable non-FMS printouts (Appendix H) and FMS printouts (Appendix I).

b. The values in the different ranges for non-FMS PRONs were adjusted so that funded dollar value for non-FMS PRONs equaled funded dollar value for FMS PRONs, with other dollar values and number of PRONs being adjusted proportionately (Appendix J). This was done to show what the percentage of UML would have been if non-FMS customers had traded in the same ranges and quantities as FMS customers and is shown on the "THEOR" line. Only an analysis for FY 1981 has been done. The Major Group/Equipment Category, Gen Equip - Wtr Trmt, for FMS (page I-15) contains

a single PRON in the 50K-100K range for which there were no corresponding non-FMS values (page H-15); data was manually created by interpolation from the adjacent ranges, with unfunded materiel dollar value being set to zero. Last, a summary page was prepared (Appendix K) showing amounts of UML which would have been charged to non-FMS customers had they ordered the same services as FMS customers.

c. The analysis indicates that the PRONs of non-FMS customers would have been charged only 3.83% vs 5.67% charged FMS customers. The analysts have concluded from the data that FMS business is more expensive to handle in terms of UML costs.

VII. DISCUSSION.

A. Depot maintenance direct labor, whether military or civilian, is commodity oriented rather than customer oriented. For example, the same direct laborers work on tanks regardless of whether they are owned by the US or by foreign countries. If FMS equipment contains special modifications which make a job more difficult, UML and funded civilian labor should both increase at the same ratio. An increase in the UML ratio does not necessarily imply that UML costs are increasing faster than funded labor costs.

B. Depot shops and the organizations planning their workload observe Issue Priority Designators (IPDs) by placing all 1-4 IPDs in Issue Priority Group (IPG) I, indicating high priority, 5-8 IPDs in IPG II indicating medium priority, and remaining PRONs in IPG III indicating low priority. See Figure 2 below.

IPG(IPD)	NON-FMS		FMS	
I (1-4)	YES		NO	
II (5-8)	YES	AVERAGE LABOR COSTS	NO	
III (9-16)	YES		YES	LOW LABOR COSTS

Figure 2. The Depot Maintenance Workload

FMS cases are usually planned for in advance and normally within IPG III. One anticipates that labor would be somewhat less under such circumstances. However, if a glitch develops, caused perhaps by a line stopper or the introduction of higher priority work into the shop, the FMS case assumes a de facto priority much higher than IPG III, because the country can complain through State Department channels. This results in high level visibility which is not desired by depot management. This fact makes depot level FMS maintenance inherently more expensive to process.

C. Appendix J makes comparison of FMS UML percentages with non-FMS UML percentages for a total of 80 separate comparisons by Major Group-Equipment Category-Funded Dollar Value Range. In 60% of the comparisons, FMS UML charges are lower than UML charges made to non-FMS, as one would expect by observation of Figure 2. A summary of these comparisons appears in Figure 3 below.

Page	Col A	Col B	Col C	Col D	Col E
J-1		6			
J-2		1	1		
J-3	2	2		2	334%, 231%
J-4		3	2		
J-5		3	3	2	172%, 809%
J-6		2	1	1	88%
J-7		2		1	137%
J-8	1	3	2	1	506%
J-9		2	2	1	124%
J-10		6			
J-11	1	5	2		
J-12		3		4	97%, 118%, 125%, 477%
J-13		1	1	3	149%, 107%, 181%
J-14	1	3		1	374%
J-15			1		
J-16		1		1	123%
TOTALS	5	43	15	17	

Column A indicates instances in which FMS charges were less than 25% of non-FMS.
Column B indicates instances in which FMS charges were between 25% and 100% of non-FMS.
Column C indicates instances in which FMS charges exceeded non-FMS charges by less than 75%.
Column D indicates instances in which FMS charges exceeded non-FMS charges by more than 75%.
Column E indicates the actual percentages which are counted in Column D.

Figure 3. Comparisons of FMS UML Charges to UML Charges Assigned to PRONs of Non-FMS Customers

In Figure 3, in 22 out of 80 comparisons (28%), FMS UML charges were outside the very wide parameters of ± 75%, as arbitrarily selected by the analysts. Such wide swings in value suggest that indirect labor is being accounted for as direct labor or that software for allocation of indirect labor is not functioning properly.

D. During the FY 79-81 time period, the use of unfunded military labor in general administrative expense increased by 33 1/3%. (Reference Figure 4 below.) This does not lend support to any inference that depots attempt to charge as much UML as possible to direct labor.

	FY 79*	FY 80*	FY 81*	FY 79-81 Change
Total PRON Value	821	785	799	
Funded Costs	685	663	647	Down 5.5%
Unfunded Mat'l Costs	106	95	124	
Total UML	30	27	28	Down 6.7%
Total GAE	43	42	38	Down 11.6%
Funded GAE	36	35	31	Down 13.9%
UML-GAE Component	6	7	8	Up 33.3%
UML-Other Component	24	20	20	Down 16.7%

* All figures in millions of dollars

Figure 4. Unfunded Military Labor Component of General Administrative Expense Compared With Other Revenue and Expense

E. Appendix M lists those FMS PRONs having a funded dollar value of at least $100 and at least three times the average FMS UML charge. The analysts conclude that, if actual UML charges are passed on to FMS customers, above-average amounts may require explanations unless adequate UML costs have been included in the Letter of Offer and Acceptance (LOA).

VIII. RECOMMENDATIONS.

A. The analysts recommend that the UML rate be immediately set to 5.7% and be revised annually in accordance with the following paragraph, and that FMS customers all be charged at this fixed rate, thereby simplifying LOA preparation and avoiding unnecessary explanation.

B. The analysts further recommend that DESCOM be tasked to prepare a computer program based on Appendix L, to be run against the Master File, Maintenance, about the middle of each November. Edit criteria for defining those records to be used in the rate determination are included in Appendix L. The output should be forwarded to the DARCOM Comptroller, DRCCP-FPI, for use in annual updates of UML rates.

APPENDIX A

RECORD FORMAT

EXTRACTED FROM DESCOM MASTER FILE, MAINTENANCE

Data Element		Position
Procurement Request Order Number		1-8
Army Management Structure (AMS) Code		9-33
FYDP Major Program	9	
OMA Budget Program	10	
5-Year Element	11-14	
Major Group	15	
Equipment Category	16	
Type Reportable Item	17	
Work Accomplishment Code	18-19	
AMS Supply Code *	20-21	
ADP Function Code *	22-26	
Customer Code	27-28	
Performing Activity Code	29-30	
Weapon System	31-33	
Maintenance Total Cost		34-42
Maintenance Funded Cost		43-51
Materiel Cost Unfunded		52-60
General Administrative Expense Total		61-69
General Administrative Expense Funded		70-78

*Always zero-filled for maintenance.

APPENDIX B

NUMBER OF RECORDS BY FISCAL YEAR

FISCAL YEAR	NUMBER OF RECORDS
1979	10,616
1980	9,009
1981	8,870

APPENDIX C

PROFILE OF DARCOM DEPOT MAINTENANCE BUSINESS

ALL CUSTOMERS INCLUDING FMS - FY 1979

MAJOR GROUP	EQUIPMENT CATEGORY	$ VALUE OF PRONS	$ VALUE OF UML	NUMBER PRONS	RATIO (%) SUML/$ FUNDED
AIRCRAFT	CARGO/TRAN	566	0	1	.00
	TRAINER	854123	18093	1	2.19
	UTILITY	200220263	4116958	1934	2.43
AUTOMOTIVE	NOT IDENT	51444	1718	1	3.45
	TACT VEHIC	36783020	1444197	355	4.24
	SUPPORT VE	3464	0	1	.00
	ADMIN VEH	8074	0	1	.00
COMBAT VEH	TANKS	149646561	2455961	606	2.14
	APC	14623431	409159	43	3.54
	S/P ARTY	40273598	1487522	312	3.98
	OTH CBT VE	40371720	1033450	215	2.74
CONST EQPT	TRAC/EARTH	5466617	176478	41	3.45
	CRANE/SHOV	1623010	52754	16	3.41
	OTH CONST	517581	17783	13	3.70
EL&COM EQ	NOT IDENT	3155831	13	33	.00
	RADIO	45028125	2363310	978	6.26
	RADAR	10875493	608080	301	6.55
	WIRE & COM	39987447	2076520	551	7.11
	OTHER	12636507	672041	642	6.81
MISSILE SY	BALLISTIC	20591020	2582972	642	15.43
	OTHER	114698241	6026005	2558	6.51
SHIPS	PATROL	58417	6401	3	12.31
	AUX/AMP VS	76933	4431	8	6.15
	SVC/MISC V	30695	2897	9	10.35
MUNITIONS	NUCLEAR	5116823	1266215	41	34.03
	CBR	2251521	63425	41	2.97
	CONV AMMO	2541355	116625	47	6.31
WEAPONS AR	SMALL ARMS	10512188	159949	74	1.58
	ARTY & GUN	7671285	339751	210	5.30
	OTH ORD WP	4087634	191238	75	5.05
RAIL	LOCOMOTIVE	771213	8425	14	1.10
	ROLL STOCK	824327	15821	18	1.96
GEN EQUIP	GENERATORS	9784405	322122	152	3.50
	MAT/HAND E	3329362	110976	43	3.59
	BRIDGE EQ	657892	35490	14	5.71
	PRTS/REPRO	228556	8485	4	4.27
	SURV/DIST	269276	6616	19	2.70

	WTR TREAT	113042	5417	4	5.24
	SHOP SETS	68946	2433	3	3.93
	OTH SPT EQ	12362645	453871	195	3.91
COMMODITY	TEST/MEAS	14973482	1041152	336	7.52
	ALL OTHER	368407	10961	40	3.15
NONRECCUR	BASE CLOSR	7204398	97904	3	1.38
TOTALS		820702098	29813579	10598	4.35

PROFILE OF DARCOM DEPOT MAINTENANCE BUSINESS

ALL CUSTOMERS INCLUDING FMS - FY 1980

MAJOR GROUP	EQUIPMENT CATEGORY	$ VALUE OF PRONS	$ VALUE OF UML	NUMBER PRONS	RATIO (%) SUML/$ FUNDED
AIRCRAFT	CARGO/TRAN	222	16	1	7.77
	TRAINER	1891005	35286	2	1.93
	UTILITY	217063584	3959770	1766	2.13
AUTOMOTIVE	NOT IDENT	9751	89	1	.92
	TACT VEHIC	40311766	1256907	238	3.34
	SUPPORT VE	182788	2841	4	1.56
COMBAT VEH	TANKS	133767839	2528078	470	2.38
	APC	31938321	782896	49	3.98
	S/P ARTY	34252442	968677	254	3.07
	OTH CBT VE	30520139	807576	179	3.09
CONST EQPT	TRAC/EARTH	6238172	218350	6	3.65
	CRANE/SHOV	2896203	95513	8	3.47
	OTH CONST	89091	3084	2	3.59
ELSCOM EQ	NOT IDENT	203414	22	9	.01
	RADIO	44070728	2888789	834	7.60
	RADAR	7316321	373320	165	6.01
	WIRE & COM	26549564	1775477	463	7.59
	OTHER	13968200	786626	618	7.30
MISSILE SY	BALLISTIC	25229335	1996033	508	9.11
	OTHER	82684925	3618986	2273	5.43
SHIPS	PATROL	8759	190	3	2.22
	AUX/AMP VS	264694	20181	10	8.26
	SVC/MISC V	46560	6669	8	16.72
MUNITIONS	NUCLEAR	7457274	1088456	39	17.24
	CBR	10341355	235643	42	2.35
	CONV AMMO	10289431	823245	94	9.89
WEAPONS AR	SMALL ARMS	2011133	31739	45	1.63
	ARTY & GUN	9028739	232444	170	2.76
	OTH ORD WP	3763324	161950	86	4.61
RAIL	LOCOMOTIVE	1284911	41177	15	3.54
	ROLL STOCK	2343984	64111	16	2.81
GEN EQUIP	GENERATORS	13338094	378516	130	2.98
	MAT/HAND E	18027	163	4	.91
	BRIDGE EQ	267733	7468	7	3.65
	PRTS/REPRO	449887	12717	12	2.94
	SURV/DIST	561651	17489	23	4.07
	WTR TREAT	872836	32109	5	3.90

	SHOP SETS	160850	3620	3	2.30
	OTH SPT EQ	8156753	261492	126	3.39
COMMODITY	TEST/MEAS	14918101	1099316	253	7.99
	ALL OTHER	627010	18238	34	3.01
TOTALS		785298536	26634869	8975	4.02

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PROFILE OF DARCOM DEPOT MAINTENANCE BUSINESS

ALL CUSTOMERS INCLUDING FMS - FY 1981

MAJOR GROUP	EQUIPMENT CATEGORY	$ VALUE OF PRONS	$ VALUE OF UNL	NUMBER PRONS	RATIO (%) SUNL/$ FUNDED
AIRCRAFT	NOT IDENT	1497	47	1	3.24
	FIGHTER	6200	137	1	2.26
	TRAINER	2198991	27938	1	2.00
	UTILITY	176926600	4677766	1758	3.02
AUTOMOTIVE	NOT IDENT	3660	227	2	6.61
	TACT VEHIC	39611667	883858	246	2.36
	SUPPORT VE	95378	1732	5	1.85
COMBAT VEH	NOT IDENT	9569	144	1	1.53
	TANKS	102761729	1775283	391	2.30
	APC	90105515	1495639	59	3.38
	S/P ARTY	44894633	991058	278	2.40
	OTH CBT VE	25338755	628425	129	2.75
CONST EQPT	TRAC/EARTH	832389	21563	10	2.66
	CRANE/SHOV	3161531	100442	15	3.39
	OTH CONST	54390	1498	4	2.83
EL&COM EQ	NOT IDENT	1946019	0	5	.00
	RADIO	55766316	4125313	909	9.66
	RADAR	4813964	365188	151	8.98
	WIRE & COM	36033836	2716160	586	8.90
	OTHER	17614032	1054108	668	7.69
MISSILE SY	BALLISTIC	17208871	1405046	398	9.63
	OTHER	89345871	3051417	2148	4.12
SHIPS	PATROL	1179	224	1	23.46
	AUX/AMP VS	140800	14923	6	11.86
	SVC/MISC V	720943	69584	7	14.40
MUNITIONS	NUCLEAR	6787989	1290346	41	24.18
	CBR	3777131	72252	68	1.97
	CONV AMMO	15076039	1111826	136	8.13
WEAPONS AR	SMALL ARMS	9861848	157910	77	1.68
	ARTY & GUN	6398751	109860	141	1.87
	OTH ORD WP	4196109	94984	85	2.38
RAIL	LOCOMOTIVE	1797807	41931	18	2.39
	ROLL STOCK	1950881	44916	19	2.50
GEN EQUIP	GENERATORS	8958633	214806	116	2.48
	MAT/HAND E	50998	1234	5	2.77
	BRIDGE EQ	422343	13521	9	3.31
	PRTS/REPRO	47779	738	5	1.57

	SURV/DIST	566123	17182	9	3.15
	WTR TREAT	869940	26446	11	3.17
	SHOP SETS	75854	2521	2	3.44
	OTH SPT EQ	12612333	349066	119	2.98
COMMODITY	NOT IDENT	23966	666	1	3.75
	TEST/MEAS	14382303	1066654	259	8.30
	ALL OTHER	938835	31443	18	3.48
NONRECCUR	BASE CLOSR	762125	61787	2	8.82
TOTALS		799138572	28118329	8641	4.35

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APPENDIX D

ALL FMS CUSTOMERS

FY 1979

MAJOR GROUP	EQUIPMENT CATEGORY	$ VALUE OF PRONS	$ VALUE OF UML	NUMBER PRONS	RATIO (%) $UML/$ FUNDED
AINCRAFT	UTILITY	647764	6752	7	1.38
AUTOMOTIVE	TACT VEHIC	330396	10012	2	3.23
COMBAT VEH	TANKS	4652225	157490	7	3.61
	S/P ARTY	2037772	66701	16	3.55
EL&COM EQ	RADIO	1929813	17318	5	3.77
	RADAR	75442	2950	2	5.31
MISSILE SY	BALLISTIC	966959	54524	174	6.17
	OTHER	3576625	156715	135	5.06
MUNITIONS	CONV AMMO	649391	7976	4	1.37
WEAPONS AR	ARTY & GUN	3450	84	2	2.50
GEN EQUIP	GENERATORS	143	4	1	2.88
COMMODITY	TEST/MEAS	1743	214	1	14.00
	ALL OTHER	194	2	1	1.04
TOTALS		14871917	480742	357	3.97

ALL FMS CUSTOMERS - FY 1980

MAJOR GROUP	EQUIPMENT CATEGORY	$ VALUE OF PRONS	$ VALUE OF UML	NUMBER PRONS	RATIO (%) SUML/$ FUNDED
AIRCRAFT	UTILITY	575656	7506	14	1.58
COMBAT VEH	TANKS	1431935	31612	7	2.26
	S/P ARTY	132480	9367	17	8.09
EL&COM EQ	RADIO	194481	9603	13	5.19
	WIRE & COM	4832	521	4	12.09
	OTHER	29606	2114	7	7.69
MISSILE SY	BALLISTIC	768520	32834	94	4.93
	OTHER	1546583	81990	128	5.86
MUNITIONS	CONV AMMO	629632	59169	6	12.85
WEAPONS AR	ARTY & GUN	122989	2721	5	2.42
	OTH ORD WP	32630	2364	1	7.81
GEN EQUIP	GENERATORS	118468	5439	4	4.81
	OTH SPT EQ	789	12	1	1.54
TOTALS		5588601	245252	301	4.92

ALL FMS CUSTOMERS - FY 1981

MAJOR GROUP	EQUIPMENT CATEGORY	$ VALUE OF PRONS	$ VALUE OF UML	NUMBER PRONS	RATIO (%) $UML/$ FUNDED
AIRCRAFT	UTILITY	294750	10399	9	3.66
AUTOMOTIVE	TACT VEHIC	852320	17327	4	2.08
COMBAT VEH	TANKS	3602947	164679	6	4.95
	APC	142269	4274	7	3.10
	S/P ARTY	913956	44175	36	5.13
EL&COM EQ	RADIO	142828	20773	9	17.02
	RADAR	18598	3083	3	19.87
	WIRE & COM	1472985	151475	27	11.47
	OTHER	193058	19732	38	11.38
MISSILE SY	BALLISTIC	818215	28110	63	3.73
	OTHER	1549896	48022	145	3.21
MUNITIONS	CONV AMMO	1128917	80467	13	7.78
WEAPONS AR	ARTY & GUN	86285	3519	10	4.26
GEN EQUIP	GENERATORS	119513	3181	13	2.73
	WTR TREAT	71447	3205	1	4.70
	OTH SPT EQ	21959	1209	2	5.83
TOTALS		11429943	603630	386	5.67

APPENDIX E

CUSTOMER 19 ONLY - FY1979

MAJOR GROUP	EQUIPMENT CATEGORY	$ VALUE OF PRONS	$ VALUE OF UML	NUMBER PRONS	RATIO (%) SUML/$ FUNDED
AIRCRAFT	UTILITY	647764	6752	7	1.38
AUTOMOTIVE	TACT VEHIC	330396	10012	2	3.23
COMBAT VEH	TANKS	4652225	157490	7	3.61
	S/P ARTY	2037772	66701	16	3.55
EL&COM EQ	RADIO	1927123	17244	4	3.78
	RADAR	75442	2950	2	5.31
MISSILE SY	BALLISTIC	966959	54524	174	6.17
	OTHER	3481516	151129	134	5.03
COMMODITY	TEST/MEAS	1743	214	1	14.00
	ALL OTHER	194	2	1	1.04
TOTALS		14121134	467018	348	4.08

CUSTOMER 19 ONLY - FY1980

MAJOR GROUP	EQUIPMENT CATEGORY	$ VALUE OF PRCNS	$ VALUE OF UML	NUMBER PRCNS	RATIO (%) SUML/$ FUNDED
AIRCRAFT	UTILITY	519667	6158	12	1.46
COMBAT VEH	TANKS	312441	4765	2	1.55
	S/P ARTY	96145	8307	15	10.32
EL&COM EQ	RADIO	106512	2510	9	2.41
	WIRE & COM	152	23	1	17.83
MISSILE SY	BALLISTIC	768520	32834	94	4.93
	OTHER	1401230	73438	124	5.82
WEAPONS AR	ARTY & GUN	41200	1103	3	3.42
	OTH ORD WP	32630	2364	1	7.81
GEN EQUIP	GENERATORS	220	21	1	10.55
TOTALS		3278717	131523	262	4.53

CUSTOMER 19 ONLY - FY1981

MAJOR GROUP	EQUIPMENT CATEGORY	$ VALUE OF PRONS	$ VALUE OF UML	NUMBER PRONS	RATIO (%) SUML/$ FUNDED
AIRCRAFT	UTILITY	20862	417	4	2.04
AUTOMOTIVE	TACT VEHIC	852320	17327	4	2.08
COMBAT VEH	TANKS	3602947	164679	6	4.95
	APC	142269	4274	7	3.10
	S/P ARTY	320482	17584	19	5.96
EL&COM EQ	RADIO	1110	53	1	5.01
	RADAR	15536	2966	1	23.60
	WIRE & COM	6800	239	11	3.64
MISSILE SY	BALLISTIC	678825	22687	47	3.67
	OTHER	552958	18412	103	3.49
MUNITIONS	CONV AMMO	692606	46554	1	7.21
WEAPONS AR	ARTY & GUN	72083	2597	4	3.75
GEN EQUIP	GENERATORS	3956	80	1	2.06
TOTALS		6962754	297869	209	4.58

CUSTOMER 23 ONLY - FY1979

MAJOR GROUP	EQUIPMENT CATEGORY	$ VALUE OF PRONS	$ VALUE OF UNL	NUMBER PRONS	RATIO (%) $UNL/$ FUNDED
EL&COM EQ	RADIO	2690	74	1	2.83
MISSILE SY	OTHER	95109	5586	1	6.24
MUNITIONS	CONV AMMO	649391	7976	4	1.37
WEAPONS AR	ARTY & GUN	3450	84	2	2.50
GEN EQUIP	GENERATORS	143	4	1	2.88
TOTALS		750783	13724	9	2.02

CUSTOMER 23 ONLY - FY1980

MAJOR GROUP	EQUIPMENT CATEGORY	$ VALUE OF PRONS	$ VALUE OF UML	NUMBER PRONS	RATIO (%) SUML/$ FUNDED
AIRCRAFT	UTILITY	55989	1348	2	2.47
COMBAT VEH	TANKS	1119494	26847	5	2.46
	S/P ARTY	36335	1060	2	3.00
EL&COM EQ	RADIO	87969	7093	4	8.77
	WIRE & COM	4680	498	3	11.91
	OTHER	29606	2114	7	7.69
MISSILE SY	OTHER	145393	8552	4	6.25
MUNITIONS	CONV AMMO	629632	59169	6	12.85
WEAPONS AR	ARTY & GUN	81789	1618	2	2.02
GEN EQUIP	GENERATORS	118248	5418	3	4.80
	OTH SPT EQ	789	12	1	1.54
TOTALS		2309884	113729	39	5.45

CUSTOMER 23 ONLY - FY1981

MAJOR GROUP	EQUIPMENT CATEGORY	$ VALUE OF PRONS	$ VALUE OF UML	NUMBER PRONS	RATIO (%) SUML/$ FUNDED
AIRCRAFT	UTILITY	224935	8680	2	4.01
COMBAT VEH	S/P ARTY	567825	24697	11	4.55
ELSCOM EQ	RADIO	141718	20720	8	17.12
	RADAR	3062	117	2	3.97
	WIRE & COM	1466185	151236	16	11.50
	OTHER	193058	19732	38	11.38
MISSILE SY	OTHER	993740	29584	37	3.07
MUNITIONS	CONV AMMO	436311	33913	12	8.73
GEN EQUIP	GENERATORS	115557	3101	12	2.76
	WTR TREAT	71447	3205	1	4.70
	OTH SPT EQ	21959	1209	2	5.83
TOTALS		4235797	296194	141	7.55

CUSTOMER 32* ONLY -FY1981

MAJOR GROUP	EQUIPMENT CATEGORY	$ VALUE OF PRONS	$ VALUE OF UNL	NUMBER PRONS	RATIO (%) SUNL/$ FUNDED
AIRCRAFT	UTILITY	234935	8680	2	4.01
COMBAT VEH	S/P ARTY	567625	24697	11	4.55
ELSCOM EQ	RADIO	141718	20720	8	17.12
	RADAR	3062	117	2	3.97
	WIRE & COM	1466185	151236	16	11.50
	OTHER	193658	19732	38	11.38
MISSILE SY	OTHER	993740	29584	37	3.07
MUNITIONS	CONV AMMO	430311	33913	12	8.73
GEN EQUIP	GENERATORS	115557	3101	12	2.76
	WTR TREAT	75447	3205	1	4.70
	OTH SPT EQ	25959	1209	2	5.83
TOTALS		4235797	296194	141	7.55

*New code, first used in FY 81.

STRATIFICATION OF PRONS BY VALUE RANGE

ALL CUSTOMERS EXCEPT FMS

FISCAL YEAR 1979

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	38	2.76	315926919	253221601	55720076	6985242
1 - 2.5 MILLION	58	3.90	107608564	91177358	12872126	3559080
900K - 1 MILLION	14	4.37	15106569	13078091	1456797	571681
800K - 900K	19	7.23	20989436	15886471	3954455	1148510
700K - 800K	20	3.86	16298486	15018170	701130	579186
600K - 700K	26	3.88	21565705	16696690	4013469	655546
500K - 600K	36	4.80	21173619	19243844	1005909	923866
400K - 500K	43	4.83	21559973	19340891	1285037	934045
300K - 400K	103	5.04	40000662	35329039	2892326	1779297
200K - 300K	146	5.48	41630641	36269229	3375348	1986064
100K - 200K	352	7.25	56748095	49134461	4051294	3562340
50K - 100K	549	6.04	46720292	38548085	5844551	2327656
25K - 50K	825	6.13	33409087	29667782	1922778	1818527
10K - 25K	1422	6.17	28208778	22833889	3965043	1409846
5K - 10K	1203	6.44	9633228	8629940	447335	555953
2.5K - 5K	1221	6.27	4889082	4445085	165245	278752
0 - 2.5K	4165	6.74	4360953	3814743	289061	257149
TOTALS	10240	4.36	805830089	672535369	103961980	29332740

STRATIFICATION OF PRONS BY VALUE RANGE
ALL CUSTOMERS EXCEPT FMS

FISCAL YEAR 1980

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	43	2.27	312935625	261469216	45541303	5925107
1 - 2.5 MILLION	68	2.95	129478794	106754546	19574407	3149841
900K - 1 MILLION	8	2.91	8824052	7527670	1077371	219011
800K - 900K	17	8.35	17803960	14471795	2124258	1207907
700K - 800K	15	4.87	12392873	11374978	464367	553528
600K - 700K	24	4.46	19672269	15251951	3740738	679580
500K - 600K	29	4.16	18061368	15971051	1425363	664954
400K - 500K	58	6.63	29320194	25774711	1836784	1708699
300K - 400K	72	4.72	29978201	24979755	3819507	1178939
200K - 300K	139	7.14	37963831	33393959	2185524	2384348
100K - 200K	340	5.54	56306692	47185037	6509915	2611740
50K - 100K	507	6.30	40527257	35677942	2601825	2247490
25K - 50K	702	6.29	27938418	24736491	1645439	1556488
10K - 25K	1201	6.78	22298659	19368753	1616002	1313904
5K - 10K	1052	6.80	8362112	7500778	351266	510068
2.5K - 5K	1095	6.78	4546744	3957233	321251	268260
0 - 2.5K	3304	7.09	3298895	2960479	128659	209757
TOTALS	8674	4.01	779709944	658356345	94963979	26389621

STRATIFICATION OF PRONS BY VALUE RANGE
ALL CUSTOMERS EXCEPT FMS

FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	35	2.46	284121739	231810685	46602437	5708619
1 - 2.5 MILLION	63	3.06	137540270	99139063	35362989	3038221
900K - 1 MILLION	8	4.27	8820343	7665295	827640	327408
800K - 900K	14	3.19	14044873	11904018	1761230	379625
700K - 800K	19	7.03	15869601	14220279	649910	999412
600K - 700K	27	4.38	20368114	17372373	2235079	760662
500K - 600K	32	5.45	19301957	17544883	800658	956416
400K - 500K	46	5.17	22662478	20323069	1288549	1050860
300K - 400K	86	6.80	41757076	30282683	9415435	2058958
200K - 300K	146	6.99	41164411	35596702	3077934	2489775
100K - 200K	390	6.60	64967968	54727339	6630531	3610098
50K - 100K	506	6.18	47768987	35991130	9552531	2225326
25K - 50K	742	6.83	31105262	26407475	2894912	1802875
10K - 25K	1187	6.49	22344572	19049764	2058844	1235964
5K - 10K	1044	6.24	8514834	7524823	520232	469779
2.5K - 5K	1040	5.86	4185426	3782029	181653	221744
0 - 2.5K	3070	6.29	3170727	2845149	146710	178868
TOTALS	8455	4.32	787708638	636186759	124007274	27514610

STRATIFICATION OF PRONS BY VALUE RANGE
FMS CUSTOMERS ONLY

FISCAL YEAR 1979

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	0	.00	0	0	0	0
1 - 2.5 MILLION	3	2.56	5395018	5070906	194152	129960
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	0	.00	0	0	0	0
700K - 800K	0	.00	0	0	0	0
600K - 700K	1	5.45	732382	645168	52056	35158
500K - 600K	0	.00	0	0	0	0
400K - 500K	1	.35	486830	485114	0	1716
300K - 400K	1	2.16	339677	332492	0	7185
200K - 300K	5	5.54	1648179	1209755	371409	67015
100K - 200K	14	4.10	3547643	2073035	1389516	85092
50K - 100K	13	6.14	1212648	1051809	96298	64541
25K - 50K	13	7.57	493333	425861	35227	32245
10K - 25K	21	6.90	381171	327615	30938	22618
5K - 10K	31	7.47	238810	212236	10709	15863
2.5K - 5K	38	6.41	151684	133565	9556	8563
0 - 2.5K	216	6.89	244542	156592	77164	10786
TOTALS	357	3.97	14871917	12124150	2267025	480742

STRATIFICATION OF PRONS BY VALUE RANGE
FMS CUSTOMERS ONLY

FISCAL YEAR 1980

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	0	.00	0	0	0	0
1 - 2.5 MILLION	0	.00	0	0	0	0
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	0	.00	0	0	0	0
700K - 800K	0	.00	0	0	0	0
600K - 700K	0	.00	0	0	0	0
500K - 600K	2	2.79	1246509	1155075	59246	32188
400K - 500K	1	2.22	456519	446600	0	9919
300K - 400K	0	.00	0	0	0	0
200K - 300K	3	8.14	864498	703769	103429	57300
100K - 200K	9	5.77	1290902	1108581	118313	64008
50K - 100K	5	4.99	402957	377507	6611	18839
25K - 50K	12	3.94	471868	426134	28947	16787
10K - 25K	22	6.40	410954	373101	13971	23882
5K - 10K	24	4.84	193055	172818	11880	8357
2.5K - 5K	27	6.13	104035	96889	1208	5938
0 - 2.5K	196	6.28	147304	127881	11389	8034
TOTALS	301	4.92	5588601	4988355	354994	245252

STRATIFICATION OF PRONS BY VALUE RANGE
FMS CUSTOMERS ONLY

FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	1	5.70	2883904	2728481	0	155423
1 - 2.5 MILLION	0	.00	0	0	0	0
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	0	.00	0	0	0	0
700K - 800K	0	.00	0	0	0	0
600K - 700K	1	7.21	692606	645744	308	46554
500K - 600K	0	.00	0	0	0	0
400K - 500K	1	20.47	568250	471693	0	96557
300K - 400K	2	2.82	730584	710544	0	20040
200K - 300K	3	2.34	656572	641464	107	15001
100K - 200K	15	3.93	2431162	2203494	141012	86656
50K - 100K	17	4.66	1279497	1206970	16270	56257
25K - 50K	21	7.47	802487	746443	319	55725
10K - 25K	47	6.09	782229	724320	13777	44132
5K - 10K	34	4.05	253525	242285	1433	9807
2.5K - 5K	46	4.52	175521	167909	15	7597
0 - 2.5K	198	6.28	173606	157299	6426	9881
TOTALS	386	5.67	11429943	10646646	179667	603630

STRATIFICATION OF PRONS BY VALUE RANGE
ALL CUSTOMERS EXCEPT FMS
AIRCRAFT - UTILITY
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	12	1.72	77864722	67717807	8985515	1161400
1 - 2.5 MILLION	15	1.81	28321586	24633637	3241807	446142
900K - 1 MILLION	3	5.70	3045144	2820269	64082	160793
800K - 900K	3	1.54	2601448	2510771	52043	38634
700K - 800K	4	2.57	3142190	3006283	58545	77362
600K - 700K	5	2.34	3734032	3168389	491458	74185
500K - 600K	5	1.96	2861196	2694517	113783	52896
400K - 500K	11	1.77	5256455	4991151	176840	88464
300K - 400K	12	2.27	5864373	4332671	1433522	98180
200K - 300K	26	3.68	7881100	6442160	1201816	237124
100K - 200K	78	6.84	12526937	11207667	552251	767019
50K - 100K	106	5.93	8279264	7554335	277333	447596
25K - 50K	179	8.34	7451610	6226647	705827	519136
10K - 25K	257	7.14	4482643	4106930	82600	293113
5K - 10K	242	6.78	1884007	1743609	22199	118199
2.5K - 5K	219	6.18	838360	789017	574	48769
0 - 2.5K	572	7.19	596786	533522	24906	38358
TOTALS	1749	3.02	176631853	154479382	17485101	4667370

STRATIFICATION OF PRONS BY VALUE RANGE
ALL CUSTOMERS EXCEPT FMS
AUTOMOTIVE - TACT VEHI
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED $VALUE	MAT'L	UML $VALUE
OVER 2.5 MILLION	3	2.28	14931309	13595989	1024919		310401
1 - 2.5 MILLION	7	2.61	10950110	10565709	108978		275423
900K - 1 MILLION	1	1.91	976435	958142	0		18293
800K - 900K	1	2.57	910903	884643	3567		22693
700K - 800K	1	1.80	755034	741695	0		13339
600K - 700K	2	1.61	1294004	1260485	13279		20240
500K - 600K	1	3.14	530071	513921	0		16150
400K - 500K	4	2.29	1795324	1755157	0		40167
300K - 400K	2	2.65	691773	673937	0		17836
200K - 300K	6	2.28	1533382	1498044	1130		34208
100K - 200K	12	1.99	1716564	1610795	73660		32109
50K - 100K	12	2.36	913186	890831	1336		21019
25K - 50K	20	2.51	754364	709622	26941		17801
10K - 25K	32	2.28	585739	572682	0		13057
5K - 10K	30	3.14	235550	228372	0		7178
2.5K - 5K	32	3.63	119779	115489	101		4189
0 - 2.5K	76	4.03	65220	62692	0		2528
TOTALS	242	2.37	38758747	36638205	1253911		866631

STRATIFICATION OF PRONS BY VALUE RANGE
ALL CUSTOMERS EXCEPT FMS
COMBAT VEH - TANKS
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	5	1.72	59158308	52388213	5871474	898621
1 - 2.5 MILLION	3	3.60	15071267	5667833	9178875	204560
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	0	.00	0	0	0	0
700K - 800K	0	.00	0	0	0	0
600K - 700K	1	.37	656953	621586	33043	2324
500K - 600K	4	3.76	2311726	2118221	113849	79656
400K - 500K	3	2.07	1320415	1287835	5888	26692
300K - 400K	8	2.43	3124793	2810450	246168	68175
200K - 300K	6	4.31	1621454	1535099	20268	66087
100K - 200K	23	3.64	7597301	3182669	4298644	115988
50K - 100K	31	2.95	5625620	2204283	3356331	65006
25K - 50K	30	4.51	1168116	1029049	92650	46417
10K - 25K	28	2.64	903494	434418	457589	11487
5K - 10K	40	4.43	290484	278174	0	12310
2.5K - 5K	34	3.65	122417	118107	0	4310
0 - 2.5K	169	5.11	186434	175514	1948	8972
TOTALS	385	2.18	99158782	73871451	23676727	1610605

STRATIFICATION OF PRONS BY VALUE RANGE
ALL CUSTOMERS EXCEPT FMS
COMBAT VEH - APC
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	3	3.29	66873175	39062363	26527530	1283284
1 - 2.5 MILLION	2	4.85	20909725	3000635	17763508	145584
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	0	.00	0	0	0	0
700K - 800K	0	.00	0	0	0	0
600K - 700K	0	.00	0	0	0	0
500K - 600K	0	.00	0	0	0	0
400K - 500K	1	2.16	498343	487830	0	10513
300K - 400K	0	.00	0	0	0	0
200K - 300K	2	3.92	455930	438748	0	17182
100K - 200K	4	2.36	579505	558248	8055	13202
50K - 100K	3	2.99	213380	207194	0	6186
25K - 50K	7	3.74	259314	249961	0	9353
10K - 25K	4	3.57	89951	86847	0	3104
5K - 10K	7	4.16	56044	53806	0	2238
2.5K - 5K	4	1.96	15242	14949	0	293
0 - 2.5K	15	3.55	12643	12210	0	433
TOTALS	52	3.38	89963252	44172791	44299093	1491372

STRATIFICATION OF PRONS BY VALUE RANGE
ALL CUSTOMERS EXCEPT FMS
COMBAT VEH - S/P ARTY
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	4	2.15	26006765	24262809	1221503	522453
1 - 2.5 MILLION	4	2.35	8164769	7268117	725977	170675
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	2	1.94	1733662	1700054	633	32975
700K - 800K	0	.00	0	0	0	0
600K - 700K	0	.00	0	0	0	0
500K - 600K	2	3.93	1242092	1120688	77394	44010
400K - 500K	1	3.67	503358	446974	39963	16401
300K - 400K	4	1.81	1678283	1468962	182694	26627
200K - 300K	2	3.30	737799	550900	168733	18166
100K - 200K	11	4.04	1614866	1499681	54596	60589
50K - 100K	10	2.01	764214	746364	2867	14983
25K - 50K	17	2.58	651041	570237	66120	14664
10K - 25K	27	2.71	457169	442250	2932	11987
5K - 10K	31	3.01	226371	219758	0	6613
2.5K - 5K	31	3.17	117031	113430	6	3595
0 - 2.5K	96	3.90	83257	80132	0	3125
TOTALS	242	2.34	43980677	40490356	2543438	946883

STRATIFICATION OF PRONS BY VALUE RANGE
ALL CUSTOMERS EXCEPT FMS
EL & CUM EQ - RADIO
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	0	.00	0	0	0	0
1 - 2.5 MILLION	5	8.45	8157566	6778301	806828	572437
900K - 1 MILLION	2	1.97	2207809	1941156	228339	38314
800K - 900K	2	2.24	3168612	1708012	1422308	38292
700K - 800K	4	16.12	3687553	2976660	230985	479908
600K - 700K	1	20.13	818342	668855	14817	134670
500K - 600K	2	5.54	1193171	1126719	4010	62442
400K - 500K	6	6.05	2631322	2584307	90611	156404
300K - 400K	5	13.76	6976777	1779230	4952767	244780
200K - 300K	19	10.11	5185062	4558887	165498	460677
100K - 200K	50	10.59	8026054	6906739	388026	731289
50K - 100K	61	10.12	4896211	4211639	258346	426226
25K - 50K	90	9.87	3904724	3390763	179196	334765
10K - 25K	156	10.63	2927953	2493078	169816	265059
5K - 10K	110	11.91	903265	794816	13750	94699
2.5K - 5K	107	9.17	441901	403055	1900	36946
0 - 2.5K	280	10.29	297166	268654	880	27632
TOTALS	900	9.64	55623488	42590871	8928077	4104540

STRATIFICATION OF PRONS BY VALUE RANGE
ALL CUSTOMERS EXCEPT FMS
EL & COM EQ - RADAR
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	0	.00	0	0	0	0
1 - 2.5 MILLION	0	.00	0	0	0	0
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	0	.00	0	0	0	0
700K - 800K	0	.00	0	0	0	0
600K - 700K	1	4.66	702400	643091	29315	29994
500K - 600K	1	3.91	626572	593446	9940	23186
400K - 500K	1	3.40	439585	425135	0	14450
300K - 400K	0	.00	0	0	0	0
200K - 300K	3	14.04	943753	729323	112018	102412
100K - 200K	3	9.67	462731	388919	36220	37592
50K - 100K	7	13.91	732191	499326	163428	69437
25K - 50K	7	10.81	263778	238051	0	25727
10K - 25K	18	9.96	321000	270369	23698	26933
5K - 10K	19	11.53	149678	134203	0	15475
2.5K - 5K	18	14.46	82571	64076	9230	9265
0 - 2.5K	70	12.03	71107	63473	0	7634
TOTALS	148	8.94	4795366	4049412	383849	362105

STRATIFICATION OF PRONS BY VALUE RANGE
ALL CUSTOMERS EXCEPT FMS
EL & COM EQ - WIRE & C
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	2	11.77	8072677	6565749	734383	772545
1 - 2.5 MILLION	1	1.93	1643904	1325393	292908	25603
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	0	.00	0	0	0	0
700K - 800K	0	.00	0	0	0	0
600K - 700K	1	3.97	689677	663052	301	26324
500K - 600K	1	2.26	618777	597071	8232	13474
400K - 500K	2	3.38	1373263	878367	465187	29709
300K - 400K	15	7.45	5723882	5153568	166453	363861
200K - 300K	10	11.30	2871610	2533145	52133	286332
100K - 200K	38	8.96	5867361	5294704	98108	474549
50K - 100K	33	8.17	2934267	2428571	307273	198423
25K - 50K	55	8.41	2250743	2034559	45134	171050
10K - 25K	63	11.00	1712264	1009901	591228	111135
5K - 10K	57	10.45	484042	425998	13543	44501
2.5K - 5K	41	9.82	172338	153280	4000	15058
0 - 2.5K	160	9.16	146046	132355	1570	12121
TOTALS	479	8.78	34560851	29195713	2800453	2564685

STRATIFICATION OF PRONS BY VALUE RANGE
ALL CUSTOMERS EXCEPT FMS
EL & COM EQ - OTHER
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	0	.00	0	0	0	0
1 - 2.5 MILLION	0	.00	0	0	0	0
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	0	.00	0	0	0	0
700K - 800K	0	.00	0	0	0	0
600K - 700K	0	.00	0	0	0	0
500K - 600K	1	1.54	593480	525956	59440	8084
400K - 500K	2	1.75	945024	928754	0	16270
300K - 400K	3	11.35	2297751	1102943	1069635	125173
200K - 300K	8	2.11	1864642	1781623	45353	37666
100K - 200K	21	8.27	3474870	2922552	310682	241636
50K - 100K	28	9.97	2284323	1956499	132750	195074
25K - 50K	48	9.99	2969404	1661497	1141941	165966
10K - 25K	105	8.83	1938917	1708448	79695	150774
5K - 10K	61	9.59	465264	420434	4527	40303
2.5K - 5K	84	10.15	355944	314440	9592	31912
0 - 2.5K	269	10.34	231355	208066	1771	21516
TOTALS	630	7.64	17420974	13531212	2855386	1034376

STRATIFICATION OF PRONS BY VALUE RANGE
ALL CUSTOMERS EXCEPT FMS
MISSILE SY - BALLISTIC
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	0	.00	0	0	0	0
1 - 2.5 MILLION	1	5.24	1231003	1090993	82808	57202
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	0	.00	0	0	0	0
700K - 800K	3	13.21	2679610	2196897	192512	290201
600K - 700K	2	1.75	1357174	1211122	124829	21223
500K - 600K	3	24.71	2068208	1658378	0	409830
400K - 500K	2	14.60	1021617	891479	0	130138
300K - 400K	1	5.80	353873	334472	0	19401
200K - 300K	5	6.00	1513738	1239334	200101	74303
100K - 200K	17	7.86	2565382	2228206	162136	175040
50K - 100K	14	7.27	1049650	909093	74432	66125
25K - 50K	17	8.47	991438	617086	322109	52243
10K - 25K	54	5.12	863454	810459	11471	41524
5K - 10K	44	6.00	349098	326743	622	19733
2.5K - 5K	52	6.34	199785	184045	4075	11665
0 - 2.5K	120	6.01	146626	138223	95	8308
TOTALS	335	9.95	16390656	13838530	1175190	1376936

STRATIFICATION OF PRONS BY VALUE RANGE
ALL CUSTOMERS EXCEPT FMS
MISSILE SY = OTHER
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	3	2.98	17645295	16129602	1035424	480269
1 - 2.5 MILLION	9	2.63	16608530	14456998	1771822	379710
900K - 1 MILLION	1	9.18	1627011	999991	535219	91801
800K - 900K	2	3.33	1849182	1730134	61471	57577
700K - 800K	2	3.20	1757835	1564437	143410	49988
600K - 700K	5	2.41	4624095	3270490	1274923	78682
500K - 600K	3	4.61	1875606	1620412	180561	74633
400K - 500K	3	10.85	1440832	1296979	3177	140676
300K - 400K	11	8.36	4875308	3928782	617928	328598
200K - 300K	16	8.55	4605937	3957506	310146	338285
100K - 200K	41	5.04	6644414	5858998	490174	295242
50K - 100K	89	3.91	11054759	6179375	4634032	241352
25K - 50K	115	4.21	4505031	4074689	258837	171505
10K - 25K	234	3.65	4064644	3603153	329985	131506
5K - 10K	267	3.63	2344456	1891274	384616	68566
2.5K - 5K	300	3.63	1260815	1078082	143571	39162
0 - 2.5K	902	4.15	1012225	864697	111685	35843
TOTALS	2003	4.14	87795975	72505599	12286981	3003395

STRATIFICATION OF PRONS BY VALUE RANGE
ALL CUSTOMERS EXCEPT FMS
MUNITIONS - CONV AMMO
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	0	.00	0	0	0	0
1 - 2.5 MILLION	2	7.99	3402992	3151086	0	251906
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	2	6.69	2088218	1717715	221208	149295
700K - 800K	0	.00	0	0	0	0
600K - 700K	1	1.25	640452	632518	0	7934
500K - 600K	1	6.37	613410	576696	0	36714
400K - 500K	0	.00	0	0	0	0
300K - 400K	5	16.76	2165798	1854858	0	310940
200K - 300K	4	8.31	1060405	979037	0	81368
100K - 200K	14	4.47	2142355	2046919	3913	91523
50K - 100K	10	5.20	822229	766798	15551	39880
25K - 50K	15	7.32	585828	517179	30784	37865
10K - 25K	19	6.65	299528	280581	295	18652
5K - 10K	9	4.10	70862	68073	0	2789
2.5K - 5K	10	3.41	37565	36327	0	1238
0 - 2.5K	31	7.73	17480	16225	0	1255
TOTALS	123	8.16	13947122	12644012	271751	1031359

STRATIFICATION OF PRONS BY VALUE RANGE
ALL CUSTOMERS EXCEPT FMS
WEAPONS AR - AMTY & GU
FISCAL YEAR 1981

FUNDED VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	0	.00	0	0	0	0
1 - 2.5 MILLION	1	1.64	1383660	1218995	144677	19988
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	0	.00	0	0	0	0
700K - 800K	0	.00	0	0	0	0
600K - 700K	0	.00	0	0	0	0
500K - 600K	1	1.74	624337	559131	55460	9746
400K - 500K	0	.00	0	0	0	0
300K - 400K	3	2.75	1130099	992652	109896	27351
200K - 300K	3	1.24	669140	657403	3595	8142
100K - 200K	7	1.55	1065974	1017953	32255	15766
50K - 100K	7	1.24	588907	535191	47091	6625
25K - 50K	11	2.09	401322	382813	10496	8013
10K - 25K	13	2.00	214522	202449	8028	4045
5K - 10K	14	3.24	114135	110548	0	3587
2.5K - 5K	18	2.97	68145	66179	0	1966
0 - 2.5K	53	2.59	44225	42896	217	1112
TOTALS	131	1.84	6304466	5786410	411715	106341

STRATIFICATION OF PRONS BY VALUE RANGE
ALL CUSTOMERS EXCEPT FMS
GEN EQUIP - GENERATORS
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	0	.00	0	0	0	0
1 - 2.5 MILLION	1	1.50	1053095	1025811	11860	15424
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	1	2.45	822621	802972	0	19649
700K - 800K	1	2.17	823373	794287	11860	17226
600K - 700K	0	.00	0	0	0	0
500K - 600K	1	2.08	514205	500414	3360	10431
400K - 500K	3	2.24	1400560	1362963	7076	30521
300K - 400K	3	2.62	1066490	1039212	0	27278
200K - 300K	1	2.40	290505	283688	0	6817
100K - 200K	7	3.44	1025915	969797	22775	33343
50K - 100K	8	2.74	571951	556675	44	15232
25K - 50K	18	3.14	714037	689163	3215	21659
10K - 25K	20	2.56	374787	365112	340	9335
5K - 10K	16	2.98	124744	120121	1048	3575
2.5K - 5K	9	2.42	32342	31579	0	763
0 - 2.5K	14	2.31	16495	16123	0	372
TOTALS	103	2.47	8831120	8557917	61578	211625

STRATIFICATION OF PRONS BY VALUE RANGE
ALL CUSTOMERS EXCEPT FMS
GEN EQUIP - WTR TRMT
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	0	.00	0	0	0	0
1 - 2.5 MILLION	0	.00	0	0	0	0
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	0	.00	0	0	0	0
700K - 800K	0	.00	0	0	0	0
600K - 700K	0	.00	0	0	0	0
500K - 600K	0	.00	0	0	0	0
400K - 500K	0	.00	0	0	0	0
300K - 400K	0	.00	0	0	0	0
200K - 300K	0	.00	0	0	0	0
100K - 200K	5	2.99	724438	694584	9080	20774
50K - 100K	0	.00	0	0	0	0
25K - 50K	1	4.67	27638	26404	0	1234
10K - 25K	2	2.68	41790	40650	52	1088
5K - 10K	0	.00	0	0	0	0
2.5K - 5K	0	.00	0	0	0	0
0 - 2.5K	2	3.24	4627	4482	0	145
TOTALS	10	3.03	798493	766120	9132	23241

STRATIFICATION OF PRONS BY VALUE RANGE
ALL CUSTOMERS EXCEPT FMS
GEN EQUIP - OTH SPT EQ
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	0	.00	0	0	0	0
1 - 2.5 MILLION	2	2.43	2935307	2747159	121523	66625
900K - 1 MILLION	1	1.93	963944	945737	0	18207
800K - 900K	1	2.41	870227	849717	0	20510
700K - 800K	3	2.67	2265313	2194075	12598	58640
600K - 700K	0	.00	0	0	0	0
500K - 600K	1	3.43	553281	534053	915	18313
400K - 500K	0	.00	0	0	0	0
300K - 400K	1	6.20	352396	331838	0	20558
200K - 300K	4	5.29	960580	903339	9241	47800
100K - 200K	6	3.19	841167	815153	0	26014
50K - 100K	16	2.89	1336414	1251513	48721	36180
25K - 50K	17	2.95	611969	589250	5332	17387
10K - 25K	22	3.10	668274	395324	260680	12270
5K - 10K	14	3.02	175752	95279	77593	2880
2.5K - 5K	9	5.65	33662	31862	0	1800
0 - 2.5K	20	2.92	27288	23077	3538	673
TOTALS	117	2.97	12595374	11707376	540141	347857

STRATIFICATION OF PRONS BY VALUE RANGE
FMS CUSTOMERS ONLY
AIRCRAFT - UTILITY
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	0	.00	0	0	0	0
1 - 2.5 MILLION	0	.00	0	0	0	0
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	0	.00	0	0	0	0
700K - 800K	0	.00	0	0	0	0
600K - 700K	0	.00	0	0	0	0
500K - 600K	0	.00	0	0	0	0
400K - 500K	0	.00	0	0	0	0
300K - 400K	0	.00	0	0	0	0
200K - 300K	0	.00	0	0	0	0
100K - 200K	1	4.15	204532	196384	0	8148
50K - 100K	0	.00	0	0	0	0
25K - 50K	1	2.72	47582	46321	0	1261
10K - 25K	2	2.42	32448	31681	0	767
5K - 10K	1	1.77	5752	5652	0	100
2.5K - 5K	1	2.73	2746	2673	0	73
0 - 2.5K	3	3.05	1690	1640	0	50
TOTALS	9	3.66	294750	284351	0	10399

STRATIFICATION OF PRONS BY VALUE RANGE
FMS CUSTOMERS ONLY
AUTOMOTIVE - TACT VEHI
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	0	.00	0	0	0	0
1 - 2.5 MILLION	0	.00	0	0	0	0
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	0	.00	0	0	0	0
700K - 800K	0	.00	0	0	0	0
600K - 700K	0	.00	0	0	0	0
500K - 600K	0	.00	0	0	0	0
400K - 500K	0	.00	0	0	0	0
300K - 400K	0	.00	0	0	0	0
200K - 300K	3	2.34	656572	641464	107	15001
100K - 200K	1	1.20	195748	193422	0	2326
50K - 100K	0	.00	0	0	0	0
25K - 50K	0	.00	0	0	0	0
10K - 25K	0	.00	0	0	0	0
5K - 10K	0	.00	0	0	0	0
2.5K - 5K	0	.00	0	0	0	0
0 - 2.5K	0	.00	0	0	0	0
TOTALS	4	2.08	852320	834886	107	17327

STRATIFICATION OF PRONS BY VALUE RANGE
FMS CUSTOMERS ONLY
COMBAT VEH - TANKS
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	1	5.70	2883904	2728481	0	155423
1 - 2.5 MILLION	0	.00	0	0	0	0
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	0	.00	0	0	0	0
700K - 800K	0	.00	0	0	0	0
600K - 700K	0	.00	0	0	0	0
500K - 600K	0	.00	0	0	0	0
400K - 500K	0	.00	0	0	0	0
300K - 400K	1	.70	356137	353662	0	2475
200K - 300K	0	.00	0	0	0	0
100K - 200K	1	2.63	273626	156614	112900	4112
50K - 100K	1	.10	63688	63623	0	65
25K - 50K	0	.00	0	0	0	0
10K - 25K	1	11.47	25314	22710	0	2604
5K - 10K	0	.00	0	0	0	0
2.5K - 5K	0	.00	0	0	0	0
0 - 2.5K	1	.00	278	278	0	0
TOTALS	6	4.95	3602947	3325368	112900	164679

STRATIFICATION OF PRONS BY VALUE RANGE
FMS CUSTOMERS ONLY
COMBAT VEH - APC
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	0	.00	0	0	0	0
1 - 2.5 MILLION	0	.00	0	0	0	0
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	0	.00	0	0	0	0
700K - 800K	0	.00	0	0	0	0
600K - 700K	0	.00	0	0	0	0
500K - 600K	0	.00	0	0	0	0
400K - 500K	0	.00	0	0	0	0
300K - 400K	0	.00	0	0	0	0
200K - 300K	0	.00	0	0	0	0
100K - 200K	0	.00	0	0	0	0
50K - 100K	1	3.27	59796	57901	0	1895
25K - 50K	1	3.18	40517	39270	0	1247
10K - 25K	1	2.97	22440	21792	0	648
5K - 10K	3	2.30	17097	16713	0	384
2.5K - 5K	0	.00	0	0	0	0
0 - 2.5K	1	4.31	2419	2319	0	100
TOTALS	7	3.10	142269	137995	0	4274

STRATIFICATION OF PRONS BY VALUE RANGE
FMS CUSTOMERS ONLY
COMBAT VEH - S/P ANTY
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	0	.00	0	0	0	0
1 - 2.5 MILLION	0	.00	0	0	0	0
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	0	.00	0	0	0	0
700K - 800K	0	.00	0	0	0	0
600K - 700K	0	.00	0	0	0	0
500K - 600K	0	.00	0	0	0	0
400K - 500K	0	.00	0	0	0	0
300K - 400K	1	4.92	374447	356882	0	17565
200K - 300K	0	.00	0	0	0	0
100K - 200K	2	3.93	328525	308858	7534	12133
50K - 100K	1	3.51	74022	71497	14	2511
25K - 50K	1	23.46	45981	37244	0	8737
10K - 25K	2	4.46	33120	31707	0	1413
5K - 10K	3	1.48	23094	22373	389	332
2.5K - 5K	5	5.24	21905	20815	0	1090
0 - 2.5K	21	3.16	12862	12468	0	394
TOTALS	36	5.13	913956	861844	7937	44175

STRATIFICATION OF PRONS BY VALUE RANGE
FMS CUSTOMERS ONLY
EL & COM EQ - RADIO
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	0	.00	0	0	0	0
1 - 2.5 MILLION	0	.00	0	0	0	0
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	0	.00	0	0	0	0
700K - 800K	0	.00	0	0	0	0
600K - 700K	0	.00	0	0	0	0
500K - 600K	0	.00	0	0	0	0
400K - 500K	0	.00	0	0	0	0
300K - 400K	0	.00	0	0	0	0
200K - 300K	0	.00	0	0	0	0
100K - 200K	0	.00	0	0	0	0
50K - 100K	0	.00	0	0	0	0
25K - 50K	1	17.27	49879	42533	0	7346
10K - 25K	5	18.94	75852	63773	0	12079
5K - 10K	2	8.81	15987	14692	0	1295
2.5K - 5K	0	.00	0	0	0	0
0 - 2.5K	1	5.01	1110	1057	0	53
TOTALS	9	17.02	142828	122055	0	20773

STRATIFICATION OF PRONS BY VALUE RANGE
FMS CUSTOMERS ONLY
EL & COM EQ - RADAR
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	0	.00	0	0	0	0
1 - 2.5 MILLION	0	.00	0	0	0	0
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	0	.00	0	0	0	0
700K - 800K	0	.00	0	0	0	0
600K - 700K	0	.00	0	0	0	0
500K - 600K	0	.00	0	0	0	0
400K - 500K	0	.00	0	0	0	0
300K - 400K	0	.00	0	0	0	0
200K - 300K	0	.00	0	0	0	0
100K - 200K	0	.00	0	0	0	0
50K - 100K	0	.00	0	0	0	0
25K - 50K	0	.00	0	0	0	0
10K - 25K	1	23.60	15536	12570	0	2966
5K - 10K	0	.00	0	0	0	0
2.5K - 5K	1	3.96	2938	2826	0	112
0 - 2.5K	1	4.20	124	119	0	5
TOTALS	3	19.87	18598	15515	0	3083

STRATIFICATION OF PRONS BY VALUE RANGE
FMS CUSTOMERS ONLY
EL & COM EQ - WIRE & C
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	0	.00	0	0	0	0
1 - 2.5 MILLION	0	.00	0	0	0	0
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	0	.00	0	0	0	0
700K - 800K	0	.00	0	0	0	0
600K - 700K	0	.00	0	0	0	0
500K - 600K	0	.00	0	0	0	0
400K - 500K	1	20.47	568250	471693	0	96557
300K - 400K	0	.00	0	0	0	0
200K - 300K	0	.00	0	0	0	0
100K - 200K	3	4.53	488088	466744	200	21144
50K - 100K	3	9.66	221774	202237	0	19537
25K - 50K	4	9.40	150845	137759	132	12954
10K - 25K	2	2.15	32899	32208	0	691
5K - 10K	1	3.35	5612	5430	0	182
2.5K - 5K	0	.00	0	0	0	0
0 - 2.5K	13	8.03	5517	5107	0	410
TOTALS	27	11.47	1472985	1321178	332	151475

STRATIFICATION OF PRONS BY VALUE RANGE
FMS CUSTOMERS ONLY
EL & COM EQ - OTHER
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	0	.00	0	0	0	0
1 - 2.5 MILLION	0	.00	0	0	0	0
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	0	.00	0	0	0	0
700K - 800K	0	.00	0	0	0	0
600K - 700K	0	.00	0	0	0	0
500K - 600K	0	.00	0	0	0	0
400K - 500K	0	.00	0	0	0	0
300K - 400K	0	.00	0	0	0	0
200K - 300K	0	.00	0	0	0	0
100K - 200K	0	.00	0	0	0	0
50K - 100K	0	.00	0	0	0	0
25K - 50K	1	22.35	32364	26452	0	5912
10K - 25K	6	8.08	88592	81972	0	6620
5K - 10K	1	15.66	11339	9804	0	1535
2.5K - 5K	11	10.08	40173	36496	0	3677
0 - 2.5K	19	10.69	20590	18602	0	1988
TOTALS	38	11.38	193058	173326	0	19732

STRATIFICATION OF PRONS BY VALUE RANGE
FMS CUSTOMERS ONLY
MISSILE SY = BALLISTIC
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	0	.00	0	0	0	0
1 - 2.5 MILLION	0	.00	0	0	0	0
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	0	.00	0	0	0	0
700K - 800K	0	.00	0	0	0	0
600K - 700K	0	.00	0	0	0	0
500K - 600K	0	.00	0	0	0	0
400K - 500K	0	.00	0	0	0	0
300K - 400K	0	.00	0	0	0	0
200K - 300K	0	.00	0	0	0	0
100K - 200K	3	4.37	406384	369948	20283	16153
50K - 100K	2	.78	147625	144519	1982	1124
25K - 50K	2	5.91	63481	59762	187	3532
10K - 25K	6	4.39	115277	100112	10766	4399
5K - 10K	3	2.48	23400	22833	0	567
2.5K - 5K	5	3.94	20214	19448	0	766
0 - 2.5K	42	4.32	41834	36291	3974	1569
TOTALS	63	3.73	818215	752913	37192	28110

STRATIFICATION OF PRONS BY VALUE RANGE
FMS CUSTOMERS ONLY
MISSILE SY - OTHER
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	0	.00	0	0	0	0
1 - 2.5 MILLION	0	.00	0	0	0	0
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	0	.00	0	0	0	0
700K - 800K	0	.00	0	0	0	0
600K - 700K	0	.00	0	0	0	0
500K - 600K	0	.00	0	0	0	0
400K - 500K	0	.00	0	0	0	0
300K - 400K	0	.00	0	0	0	0
200K - 300K	0	.00	0	0	0	0
100K - 200K	3	2.93	415685	403777	95	11813
50K - 100K	6	2.18	446659	436583	537	9539
25K - 50K	7	4.64	272937	260841	0	12096
10K - 25K	12	3.61	174916	166086	2827	6003
5K - 10K	13	2.79	95153	91559	1044	2550
2.5K - 5K	18	2.40	68651	67025	15	1611
0 - 2.5K	86	6.39	75895	69033	2452	4410
TOTALS	145	3.21	1549896	1494904	6970	48022

STRATIFICATION OF PRONS BY VALUE RANGE
FMS CUSTOMERS ONLY
MUNITIONS - CONV AMMO
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	0	.00	0	0	0	0
1 - 2.5 MILLION	0	.00	0	0	0	0
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	0	.00	0	0	0	0
700K - 800K	0	.00	0	0	0	0
600K - 700K	1	7.21	692606	645744	308	46554
500K - 600K	0	.00	0	0	0	0
400K - 500K	0	.00	0	0	0	0
300K - 400K	0	.00	0	0	0	0
200K - 300K	0	.00	0	0	0	0
100K - 200K	1	10.05	118574	107747	0	10827
50K - 100K	2	11.32	194486	162368	13737	18381
25K - 50K	2	1.36	62467	61630	0	837
10K - 25K	2	6.52	35127	32977	0	2150
5K - 10K	3	8.09	22132	20476	0	1656
2.5K - 5K	1	1.72	3189	3135	0	54
0 - 2.5K	1	2.44	336	328	0	8
TOTALS	13	7.78	1128917	1034405	14045	80467

STRATIFICATION OF PRONS BY VALUE RANGE
FMS CUSTOMERS ONLY
WEAPONS AN - ARTY & GU
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	0	.00	0	0	0	0
1 - 2.5 MILLION	0	.00	0	0	0	0
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	0	.00	0	0	0	0
700K - 800K	0	.00	0	0	0	0
600K - 700K	0	.00	0	0	0	0
500K - 600K	0	.00	0	0	0	0
400K - 500K	0	.00	0	0	0	0
300K - 400K	0	.00	0	0	0	0
200K - 300K	0	.00	0	0	0	0
100K - 200K	0	.00	0	0	0	0
50K - 100K	0	.00	0	0	0	0
25K - 50K	1	5.21	36434	34631	0	1803
10K - 25K	2	2.44	32369	31418	184	767
5K - 10K	1	6.70	8168	7655	0	513
2.5K - 5K	1	.83	3280	3253	0	27
0 - 2.5K	5	7.27	6034	5625	0	409
TOTALS	10	4.26	86285	82582	184	3519

STRATIFICATION OF PRONS BY VALUE RANGE
FMS CUSTOMERS ONLY
GEN EQUIP - GENERATORS
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	0	.00	0	0	0	0
1 - 2.5 MILLION	0	.00	0	0	0	0
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	0	.00	0	0	0	0
700K - 800K	0	.00	0	0	0	0
600K - 700K	0	.00	0	0	0	0
500K - 600K	0	.00	0	0	0	0
400K - 500K	0	.00	0	0	0	0
300K - 400K	0	.00	0	0	0	0
200K - 300K	0	.00	0	0	0	0
100K - 200K	0	.00	0	0	0	0
50K - 100K	0	.00	0	0	0	0
25K - 50K	0	.00	0	0	0	0
10K - 25K	4	2.38	80384	78519	0	1865
5K - 10K	3	2.76	25791	25098	0	693
2.5K - 5K	2	1.67	8421	8283	0	138
0 - 2.5K	4	10.94	4917	4432	0	485
TOTALS	13	2.73	119513	116332	0	3181

STRATIFICATION OF PRONS BY VALUE RANGE
FMS CUSTOMERS ONLY
GEN EQUIP - WTR TRMT
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	0	.00	0	0	0	0
1 - 2.5 MILLION	0	.00	0	0	0	0
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	0	.00	0	0	0	0
700K - 800K	0	.00	0	0	0	0
600K - 700K	0	.00	0	0	0	0
500K - 600K	0	.00	0	0	0	0
400K - 500K	0	.00	0	0	0	0
300K - 400K	0	.00	0	0	0	0
200K - 300K	0	.00	0	0	0	0
100K - 200K	0	.00	0	0	0	0
50K - 100K	1	4.70	71447	68242	0	3205
25K - 50K	0	.00	0	0	0	0
10K - 25K	0	.00	0	0	0	0
5K - 10K	0	.00	0	0	0	0
2.5K - 5K	0	.00	0	0	0	0
0 - 2.5K	0	.00	0	0	0	0
TOTALS	1	4.70	71447	68242	0	3205

STRATIFICATION OF PRONS BY VALUE RANGE
FMS CUSTOMERS ONLY
GEN EQUIP - OTH SPT EQ
FISCAL YEAR 1981

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE
OVER 2.5 MILLION	0	.00	0	0	0	0
1 - 2.5 MILLION	0	.00	0	0	0	0
900K - 1 MILLION	0	.00	0	0	0	0
800K - 900K	0	.00	0	0	0	0
700K - 800K	0	.00	0	0	0	0
600K - 700K	0	.00	0	0	0	0
500K - 600K	0	.00	0	0	0	0
400K - 500K	0	.00	0	0	0	0
300K - 400K	0	.00	0	0	0	0
200K - 300K	0	.00	0	0	0	0
100K - 200K	0	.00	0	0	0	0
50K - 100K	0	.00	0	0	0	0
25K - 50K	0	.00	0	0	0	0
10K - 25K	1	6.91	17955	16795	0	1160
5K - 10K	0	.00	0	0	0	0
2.5K - 5K	1	1.24	4004	3955	0	49
0 - 2.5K	0	.00	0	0	0	0
TOTALS	2	5.83	21959	20750	0	1209

COMPARISON OF VALUES BY CLASS - FY81
AIRCRAFT - UTILITY

FUNDED $VALUE	#PRONS	%UPL	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE	
100K - 200K	78	6.84	12526937	11207667	552251	767019	- ARMY
	1	4.15	204532	196384	0	8148	- FMS
	1.37	6.84	219501	196384	9677	13440	- THEOR
25K - 50K	179	8.34	7451610	6226647	705827	519136	- ARMY
	1	2.72	47582	46321	0	1261	- FMS
	1.33	8.34	55434	46321	5251	3862	- THEOR
10K - 25K	257	7.14	4482643	4106930	82600	293113	- ARMY
	2	2.42	32448	31681	0	767	- FMS
	1.98	7.14	34579	31681	637	2261	- THEOR
5K - 10K	242	6.78	1884007	1743609	22199	118199	- ARMY
	1	1.77	5752	5652	0	100	- FMS
	.78	6.78	6107	5652	72	383	- THEOR
2.5K - 5K	219	6.18	838360	789017	574	48769	- ARMY
	1	2.73	2746	2673	0	73	- FMS
	.74	6.18	2840	2673	2	165	- THEOR
0 - 2.5K	572	7.19	596786	533522	24906	38358	- ARMY
	3	3.05	1690	1640	0	50	- FMS
	1.76	7.19	1834	1640	77	118	- THEOR
TOTALS	9.00	3.66	294750	284351	0	10399	- FMS
TOTALS	7.97	7.11	320295	284351	15715	20229	- THEOR

COMPARISON OF VALUES BY CLASS - FY81
AUTOMOTIVE - TACT VEHI

FUNDED SVALUE	#PRUNS	XUPL	PRONS SVALUE	FUNDED SVALUE	UNFUNDED MAT'L SVALUE	UML SVALUE	
200K - 300K	6	2.28	1533382	1498044	1130	34208	- ARMY
	3	2.34	656572	641464	107	15001	- FYS
	2.57	2.28	656596	641464	484	14646	- THEOR
100K - 200K	12	1.99	1716564	1610795	73660	32109	- ARMY
	1	1.20	195748	193422	0	2326	- FYS
	1.44	1.99	206123	193422	8845	3856	- THEOR
TOTALS	4.00	2.08	852320	834886	107	17327	- FYS
TOTALS	4.01	2.22	862718	834886	9329	18503	- THEOR

COMPARISON OF VALUES BY CLASS - FY81
COMBAT VEH - TANKS

FUNDED $VALUE	#PRUNS	%UNL	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UNL $VALUE	
OVER 2.5 MILLION	5	1.72	59158308	52388213	5871474	898621	- ARMY
	1	5.70	2883904	2728481	0	155423	- FMS
	.26	1.72	3081081	2728481	305798	46802	- THEOR
300K - 400K	8	2.43	3124793	2810450	246168	66175	- ARMY
	1	.70	356137	353662	0	2475	- FMS
	1.01	2.43	393218	353662	30977	8579	- THEOR
200K - 300K	23	3.64	7597301	3182669	4298644	115988	- ARMY
	1	2.63	273626	156614	112900	4112	- FMS
	1.13	3.64	373851	156614	211529	5708	- THEOR
150K - 100K	31	2.95	5625620	2204283	3356331	65006	- ARMY
	1	.10	63688	63623	0	65	- FMS
	.89	2.95	162374	63623	96875	1876	- THEOR
10K - 25K	28	2.64	903494	434418	457589	11487	- ARMY
	1	11.47	25314	22710	0	2604	- FMS
	1.46	2.64	47232	22710	23921	601	- THEOR
0 - 2.5K	169	5.11	186434	175514	1948	8972	- ARMY
	1	.00	278	278	0	0	- FMS
	.27	5.11	295	278	3	14	- THEOR
TOTALS	6.00	4.95	3602947	3325368	112900	164679	- FMS
TOTALS	5.03	1.91	4058052	3325368	669104	63579	- THEOR

COMPARISON OF VALUES BY CLASS - FY81
COMBAT VEH - APC

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE	
50K - 100K	3	2.99	213380	207194	0	6186	- ARMY
	1	3.27	59796	57901	0	1895	- FMS
	.84	2.99	59630	57901	0	1729	- THEOR
25K - 50K	7	3.74	259314	249961	0	9353	- ARMY
	1	3.18	40517	39270	0	1247	- FMS
	1.10	3.74	40739	39270	0	1469	- THEOR
10K - 25K	4	3.57	89951	86847	0	3104	- ARMY
	1	2.97	22440	21792	0	648	- FMS
	1.00	3.57	22571	21792	0	779	- THEOR
5K - 10K	7	4.16	56044	53806	0	2238	- ARMY
	3	2.30	17097	16713	0	384	- FMS
	2.17	4.16	17408	16713	0	695	- THEOR
0 - 2.5K	15	3.55	12643	12210	0	433	- ARMY
	1	4.31	2419	2319	0	100	- FMS
	2.85	3.55	2401	2319	0	82	- THEOR
TOTALS	7.00	3.10	142269	137995	0	4274	- FMS
TOTALS	7.96	3.45	142749	137995	0	4754	- THEOR

COMPARISON OF VALUES BY CLASS - FY81
COMBAT VEH - S/P ARTY

FUNDED $VALUE	#PRONS	%UPL	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE	
300K - 400K	4	1.81	1678283	1468962	182694	26627	- ARMY
	1	4.92	374447	356882	0	17565	- FPS
	.97	1.81	407736	356882	44365	6469	- THEOR
100K - 200K	11	4.04	1614866	1499681	54596	60589	- ARMY
	2	3.93	328525	308858	7534	12133	- FPS
	2.27	4.04	332580	308858	11244	12476	- THEOR
50K - 100K	10	2.01	764214	746364	2867	14983	- ARMY
	1	3.51	74022	71497	14	2511	- FPS
	.96	2.01	73207	71497	275	1435	- THEOR
25K - 50K	17	2.58	651041	570237	66120	14684	- ARMY
	1	23.46	45981	37244	0	8737	- FPS
	1.11	2.58	42522	37244	4319	959	- THEOR
10K - 25K	27	2.71	457169	442250	2932	11987	- ARMY
	2	4.46	33120	31707	0	1413	- FPS
	1.94	2.71	32777	31707	210	859	- THEOR
5K - 10K	31	3.01	226371	219758	0	6613	- ARMY
	3	1.48	23094	22373	389	332	- FPS
	3.16	3.01	23046	22373	0	673	- THEOR
2.5K - 5K	31	3.17	117031	113430	6	3595	- ARMY
	5	5.24	21905	20815	0	1090	- FPS
	5.69	3.17	21476	20815	1	660	- THEOR
0 - 2.5K	96	3.90	83257	80132	0	3125	- ARMY
	21	3.16	12862	12468	0	394	- FPS
	14.94	3.90	12954	12468	0	486	- THEOR
TOTALS	36.00	5.13	913956	861844	7937	44175	- FPS
TOTALS	31.02	2.79	946298	861844	60434	24020	- THEOR

COMPARISON OF VALUES BY CLASS - FY81
EL & CUM EU - RADIO

FUNDED $VALUE	#PRUNS	%UML	PRUNS $VALUE	FUNDED $VALUE	UNFUNDED $VALUE	MAT'L UML $VALUE	
25K - 50K	90	9.87	3904724	3390763	179196	334765	- ARMY
	1	17.27	49879	42533	0	7346	- FMS
	1.13	9.87	48980	42533	2248	4199	- THEOR
10K - 25K	156	10.63	2927953	2493078	169816	265059	- ARMY
	5	18.94	75852	63773	0	12079	- FMS
	3.99	10.63	74897	63773	4344	6780	- THEOR
5K - 10K	110	11.91	903265	794816	13750	94699	- ARMY
	2	8.81	15987	14692	0	1295	- FMS
	2.03	11.91	16697	14692	254	1750	- THEOR
0 - 2.5K	280	10.29	297166	268654	880	27632	- ARMY
	1	5.01	1110	1057	0	53	- FMS
	1.10	10.29	1169	1057	3	109	- THEOR
TOTALS	9.00	17.02	142828	122055	0	20773	- FMS
TOTALS	8.25	10.52	141743	122055	6649	12839	- THEOR

COMPARISON OF VALUES BY CLASS - FY81
EL & COM EQ - RADAR

FUNDED $VALUE	#PRUNS	%LPL	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE	
10K - 25K	18	9.96	321000	270369	23698	26933	- ARMY
	1	23.60	15536	12570	0	2966	- FMS
	.84	9.96	14924	12570	1102	1252	- THEOR
2.5K - 5K	18	14.46	82571	64076	9230	9265	- ARMY
	1	3.96	2938	2826	0	112	- FMS
	.79	14.46	3642	2826	407	409	- THEOR
0 - 2.5K	70	12.03	71107	63473	0	7634	- ARMY
	1	4.20	124	119	0	5	- FMS
	.13	12.03	133	119	0	14	- THEOR
TOTALS	3.00	19.87	18598	15515	0	3083	- FMS
TOTALS	1.76	10.80	18699	15515	1509	1675	- THEOR

COMPARISON OF VALUES BY CLASS - FY81
EL & COM EQ - WIRE & C

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE	
400K - 500K	2	3.38	1373263	878367	465187	29709	- ARMY
	1	20.47	568250	471693	0	96557	- FMS
	1.07	3.38	737458	471693	249811	15954	- THEOR
100K - 200K	38	8.96	5867361	5294704	98108	474549	- ARMY
	3	4.53	488088	466744	200	21144	- FMS
	3.35	8.96	517225	466744	8649	41833	- THEOR
50K - 100K	33	8.17	2934267	2428571	307273	198423	- ARMY
	3	9.66	221774	202237	0	19537	- FMS
	2.75	8.17	244348	202237	25588	16523	- THEOR
25K - 50K	55	8.41	2250743	2034559	45134	171050	- ARMY
	4	9.40	150845	137759	132	12954	- FMS
	3.72	8.41	152397	137759	3056	11582	- THEOR
10K - 25K	63	11.00	1712264	1009901	591228	111135	- ARMY
	2	2.15	32899	32208	0	691	- FMS
	2.01	11.00	54608	32208	18856	3544	- THEOR
5K - 10K	57	10.45	484042	425998	13543	44501	- ARMY
	1	3.35	5612	5430	0	182	- FMS
	.73	10.45	6170	5430	173	567	- THEOR
0 - 2.5K	160	9.16	146046	132355	1570	12121	- ARMY
	13	6.03	5517	5107	0	410	- FMS
	6.17	9.16	5635	5107	61	468	- THEOR
TOTALS	27.00	11.47	1472965	1321178	332	151475	- FMS
TOTALS	19.81	6.85	1717841	1321178	306192	90471	- THEOR

COMPARISON OF VALUES BY CLASS - FY81
EL & COM EQ - OTHER

FUNDED SVALUE	#PRUNS	%UML	PRUNS SVALUE	FUNDED SVALUE	UNFUNDED MAT'L SVALUE	UML SVALUE	
25K - 50K	48	9.99	2969404	1661497	1141941	165966	- ARMY
	1	22.35	32364	26452	0	5912	- FMS
	.76	9.99	47275	26452	18180	2642	- THEOR
10K - 25K	105	8.83	1936917	1708448	79695	150774	- ARMY
	6	8.08	88592	81972	0	6620	- FMS
	5.04	8.83	93030	81972	3824	7234	- THEOR
5K - 10K	61	9.59	465264	420434	4527	40303	- ARMY
	1	15.66	11339	9804	0	1535	- FMS
	1.42	9.59	10849	9804	106	940	- THEOR
2.5K - 5K	84	10.15	355944	314440	9592	31912	- ARMY
	11	10.08	40173	36496	0	3677	- FMS
	9.75	10.15	41313	36496	1113	3704	- THEOR
0 - 2.5K	269	10.34	231355	208066	1771	21518	- ARMY
	19	10.69	20590	18602	0	1988	- FMS
	24.05	10.34	20684	18602	158	1924	- THEOR
TOTALS	38.00	11.38	193058	173326	0	19732	- FMS
TOTALS	41.02	9.49	213151	173326	23381	16444	- THEOR

COMPARISON OF VALUES BY CLASS - FY81
MISSILE SY - BALLISTIC

FUNDED $VALUE	#PRONS	%UNL	PRCNS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE	
100K - 200K	17	7.86	2565382	2228206	162136	175040	- ARMY
	3	4.37	406384	369948	20283	16153	- FMS
	2.82	7.86	425929	369948	26919	29062	- THEOR
50K - 100K	14	7.27	1049650	909093	74432	66125	- ARMY
	2	.78	147625	144519	1982	1124	- FMS
	2.23	7.27	166863	144519	11832	10512	- THEOR
25K - 50K	17	8.47	991438	617086	322109	52243	- ARMY
	2	5.91	63481	59762	187	3532	- FMS
	1.65	8.47	96016	59762	31195	5059	- THEOR
10K - 25K	54	5.12	863454	810459	11471	41524	- ARMY
	6	4.39	115277	100112	10766	4399	- FMS
	6.67	5.12	106658	100112	1417	5129	- THEOR
5K - 10K	44	6.00	349098	328743	622	19733	- ARMY
	3	2.48	23400	22833	0	567	- FMS
	3.06	6.00	24247	22833	43	1371	- THEOR
2.5K - 5K	52	6.34	199785	184045	4075	11665	- ARMY
	5	3.94	20214	19448	0	766	- FMS
	5.49	6.34	21111	19448	431	1233	- THEOR
0 - 2.5K	120	6.01	146626	138223	95	8308	- ARMY
	42	4.32	41834	36291	3974	1569	- FMS
	31.51	6.01	38497	36291	25	2181	- THEOR
TOTALS	63.00	3.73	818215	752913	37192	28110	- FMS
TOTALS	53.42	7.24	879322	752913	71862	54547	- THEOR

COMPARISON OF VALUES BY CLASS - FY81
MISSILE SY - OTHER

FUNDED $VALUE	#PRONS	%UNL	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UNL $VALUE	
100K - 200K	41	5.04	6644414	5858998	490174	295242	- ARMY
	3	2.93	415685	403777	95	11813	- FMS
	2.83	5.04	457905	403777	33781	20347	- THEOR
50K - 100K	89	3.91	11054759	6179375	4634032	241352	- ARMY
	6	2.18	446659	436583	537	9539	- FMS
	6.29	3.91	781037	436583	327402	17052	- THEOR
25K - 50K	115	4.21	4505031	4074689	258837	171505	- ARMY
	7	4.64	272937	260841	0	12096	- FMS
	7.36	4.21	288389	260841	16569	10979	- THEOR
10K - 25K	234	3.65	4064644	3603153	329985	131506	- ARMY
	12	3.61	174916	166086	2827	6003	- FMS
	10.79	3.65	187358	166086	15211	6062	- THEOR
5K - 10K	267	3.63	2344456	1891274	384616	68566	- ARMY
	13	2.79	95153	91559	1044	2550	- FMS
	12.93	3.63	113498	91559	18620	3319	- THEOR
2.5K - 5K	300	3.63	1260815	1078082	143571	39162	- ARMY
	18	2.40	68651	67025	15	1611	- FMS
	18.65	3.63	78386	67025	8926	2435	- THEOR
0 - 2.5K	902	4.15	1012225	864697	111685	35843	- ARMY
	86	6.39	75895	69033	2452	4410	- FMS
	72.01	4.15	80811	69033	8916	2862	- THEOR
TOTALS	145.00	3.21	1549896	1494904	6970	48022	- FMS
TOTALS	130.85	4.22	1987384	1494904	429425	63055	- THEOR

COMPARISON OF VALUES BY CLASS - FY81
MUNITIONS - CONV AMMO

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE	
600K - 700K	1	1.25	640452	632518	0	7934	- ARMY
	1	7.21	692606	645744	308	46554	- FMS
	1.02	1.25	653844	645744	0	8100	- THEOR
100K - 200K	14	4.47	2142355	2046919	3913	91523	- ARMY
	1	10.05	118574	107747	0	10827	- FMS
	.74	4.47	112771	107747	206	4818	- THEOR
50K - 100K	10	5.20	822229	766798	15551	39880	- ARMY
	2	11.32	194486	162368	13737	18381	- FMS
	2.12	5.20	174105	162368	3293	8445	- THEOR
25K - 50K	15	7.32	585828	517179	30784	37865	- ARMY
	2	1.36	62467	61630	0	837	- FMS
	1.79	7.32	69811	61630	3668	4512	- THEOR
10K - 25K	19	6.65	299528	280581	295	18652	- ARMY
	2	6.52	35127	32977	0	2150	- FMS
	2.23	6.65	35204	32977	35	2192	- THEOR
5K - 10K	9	4.10	70862	66073	0	2789	- ARMY
	3	8.09	22132	20476	0	1656	- FMS
	2.71	4.10	21315	20476	0	839	- THEOR
2.5K - 5K	10	3.41	37565	36327	0	1238	- ARMY
	1	1.72	3189	3135	0	54	- FMS
	.86	3.41	3242	3135	0	107	- THEOR
0 - 2.5K	31	7.73	17480	16225	0	1255	- ARMY
	1	2.44	336	328	0	8	- FMS
	.63	7.73	353	328	0	25	- THEOR
TOTALS	13.00	7.78	1128917	1034405	14045	80467	- FMS
TOTALS	12.09	2.81	1070644	1034405	7202	29038	- THEOR

COMPARISON OF VALUES BY CLASS - FY81
WEAPONS AR - ARTY & GU

FUNDED $VALUE	#PRONS	%UML	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UML $VALUE	
25K - 50K	11	2.09	401322	382813	10496	8013	- ARMY
	1	5.21	36434	34631	0	1803	- FMS
	1.00	2.09	36305	34631	950	725	- THEOR
10K - 25K	13	2.00	214522	202449	6028	4045	- ARMY
	2	2.44	32369	31418	184	767	- FMS
	2.02	2.00	33292	31418	1246	628	- THEOR
5K - 10K	14	3.24	114135	110548	0	3587	- ARMY
	1	6.70	8168	7655	0	513	- FMS
	.97	3.24	7903	7655	0	248	- THEOR
2.5K - 5K	18	2.97	68145	66179	0	1966	- ARMY
	1	.83	3280	3253	0	27	- FMS
	.88	2.97	3350	3253	0	97	- THEOR
0 - 2.5K	53	2.59	44225	42896	217	1112	- ARMY
	5	7.27	6034	5625	0	409	- FMS
	6.95	2.59	5799	5625	28	146	- THEOR
TOTALS	10.00	4.26	86285	82582	184	3519	- FMS
TOTALS	11.82	2.23	86649	82582	2224	1843	- THEOR

COMPARISON OF VALUES BY CLASS - FY81
GEN EQUIP - GENERATORS

FUNDED $VALUE	#PRONS	%UNL	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UNL $VALUE	
10K - 25K	20	2.56	374787	365112	340	9335	- ARMY
	4	2.38	80384	78519	0	1865	- FMS
	4.30	2.56	80600	78519	73	2008	- THEOR
5K - 10K	16	2.98	124744	120121	1048	3575	- ARMY
	3	2.76	25791	25098	0	693	- FMS
	3.34	2.98	26064	25098	219	747	- THEOR
2.5K - 5K	9	2.42	32342	31579	0	763	- ARMY
	2	1.67	8421	8283	0	138	- FMS
	2.36	2.42	8483	8283	0	200	- THEOR
0 - 2.5K	14	2.31	16495	16123	0	372	- ARMY
	4	10.94	4917	4432	0	485	- FMS
	3.85	2.31	4534	4432	0	102	- THEOR
TOTALS	13.00	2.73	119513	116332	0	3181	- FMS
TOTALS	13.85	2.63	119681	116332	292	3057	- THEOR

COMPARISON OF VALUES BY CLASS - FY81

GEN EQUIP - WTR TRMT

FUNDED $ VALUE	# PRONS	% UML	PRONS $ VALUE	FUNDED $ VALUE	UNFUNDED MAT'L $ VALUE	UML $ VALUE	
50K-100K	0	-	0	0	0	0	- ARMY
	1	4.70	71447	68242	0	3205	- FMS
	.96	3.83	70856	68242	0	2614	- THEOR
TOTALS	1	4.70	71447	68242	0	3205	- FMS
TOTALS	.96	3.83	70856	68242	0	2614	- THEOR

COMPARISON OF VALUES BY CLASS - FY81
GEN EQUIP - OTH SPT EQ

FUNDED $VALUE	#PRONS	%UPL	PRONS $VALUE	FUNDED $VALUE	UNFUNDED MAT'L $VALUE	UNL $VALUE	
10K - 25K	22	3.10	668274	395524	260680	12270	- ARMY
	1	6.91	17955	16795	0	1160	- FMS
	.93	3.10	28391	16795	11075	521	- THEOR
2.5K - 5K	9	5.65	33662	31862	0	1800	- ARMY
	1	1.24	4004	3955	0	49	- FMS
	1.12	5.65	4178	3955	0	223	- THEOR
TOTALS	2.00	5.83	21959	20750	0	1209	- FMS
TOTALS	2.05	3.59	32569	20750	11075	745	- THEOR

THEORETICAL SAMPLE

FY 1981

MAJOR GROUP/EQUIPMENT CAT	PERCENTAGE UML	PRONS $ VALUE	FUNDED $ VALUE	UNFUNDED MAT'L	UML $ VALUE
Aircraft-Utility	7.11	320,295	284,351	15,715	20,229
Automotive-Tact Vehic	2.22	862,718	834,886	9,329	18,503
Combat Veh-Tanks	1.91	4,058,052	3,325,368	669,104	63,579
-APC	3.45	142,749	137,995	0	4,754
-S/P Arty	2.79	946,298	861,844	60,434	24,020
El&Com-Radio	10.52	141,743	122,055	6,849	12,839
-Radar	10.80	18,699	15,515	1,509	1,675
-Wire & Com	6.85	1,717,841	1,321,178	306,192	90,471
-Other	9.49	213,151	173,326	23,381	16,444
Missile Sy-Ballistic	7.24	879,322	752,913	71,862	54,547
-Other	4.22	1,987,384	1,494,904	429,425	63,055
Munitions-Conv Ammo	2.81	1,070,644	1,034,405	7,202	29,038
Weapons AR-Arty & Gun	2.23	86,649	82,582	2,224	1,843
Gen Equip-Generators	2.63	119,681	116,332	292	3,057
-Wtr Treat	3.83	70,856	68,242	0	2,614
-Oth Spt Eq	3.59	32,569	20,750	11,075	745
Theoretical totals (A)	3.83	12,668,651	10,646,646	1,614,593	407,413
vs					
FMS totals (B)	5.67	11,429,943	10,649,646	176,667	603,630
Difference (A-B)	-1.84	1,238,708	0	1,437,926	-196,217

APPENDIX L

STRUCTURED SYSTEMS ANALYSIS DIAGRAM

Remark: For computing FMS UML surcharge based on PRONs completed during previous Fiscal Year.

Get Master File, Maintenance

```
From 1st PRON record to last
     If PRON not CONUS depot shops then next record
     If PRON not completed in previous fiscal year then next record
     If customer code not equal to "19" or "23" or "32" then next
       record
     Accumulate total cost incurred (TCI)
     Accumulate total funded cost incurred (TFCI)
     Accumulate unfunded materiel costs (UMC)
Next Record
```

$$\text{Percentage UML} = \frac{100 \times (TCI - TFCI - UMC)}{TFCI}$$

Print TCI, TFCI, UMC to nearest dollar

Print percentage UML to two decimal positions

APPENDIX M

PRONS WITH MORE THAN 17% UML
AND FUNDED $VAL OVER $100
FISCAL YEAR 1981
FMS ONLY

MAJOR GROUP	EGU CODE	TOTAL $ VAL	FUNDED $ VAL	UNFUNDED MAT'L $ VAL	UML $ VAL	%UML
C	3	45981	37244	0	8737	23.46
C	3	5667	4836	0	831	17.16
E	1	49879	42533	0	7346	17.27
E	1	16626	13922	0	2704	19.42
E	1	15965	13014	0	2951	22.68
E	1	14516	11800	0	2716	23.02
E	2	15536	12570	0	2966	23.60
E	3	568250	471693	0	96557	20.47
E	3	75340	63939	0	11401	17.83
E	3	37172	31076	132	5964	19.19
E	4	32364	26452	0	5912	22.35
E	4	13675	11140	0	2535	22.76
E	4	4568	3710	0	858	23.13
E	4	1989	1627	0	362	22.25
E	4	570	486	0	84	17.28
E	4	516	440	0	76	17.27
F	1	20280	17287	0	2993	17.31
F	1	215	180	0	35	19.44
F	1	211	176	0	35	19.89
F	2	30399	25357	0	5042	19.88
F	2	3301	1303	1712	286	21.95
F	2	1927	1643	0	284	17.29
F	2	1049	651	255	143	21.97
F	2	1043	872	0	171	19.41
F	2	703	550	0	153	27.[illegible]
F	2	661	563	0	98	17.41
F	2	519	427	0	92	21.55
F	2	477	391	0	86	21.99
F	2	470	401	0	69	17.21
F	2	411	321	0	90	28.04
F	2	352	275	0	77	28.00
F	2	329	278	0	51	18.35
F	2	329	278	0	51	18.35
F	2	244	196	0	48	24.49
F	2	132	109	0	23	21.10
F	2	129	106	0	23	21.70
F	2	127	104	0	23	22.12
F	2	127	104	0	23	22.12
F	2	127	104	0	23	22.12

APPENDIX N

CODES PERTINENT TO THE STUDY

MAJOR GROUP	CORRESPONDING EQUIPMENT CATEGORY
A - AIRCRAFT	1 - FIGHTER 2 - BOMBER 3 - CARGO/TRANSPORT 4 - TRAINER 5 - UTILITY
B - AUTOMOTIVE	1 - TACTICAL VEHICLE 2 - SUPPORT VEHICLE 3 - ADMIN VEHICLE
C - COMBAT VEHICLES	1 - TANKS 2 - ARMORED PSNL CARRIER 3 - S/P ARTILLERY 4 - OTHER COMBAT VEHICLE
D - CONSTRUCTION EQUIPMENT	1 - TRACTOR/EARTH MOVING EQUIPMENT 2 - CRANES/SHOVELS 3 - OTHER CONSTRUCTION EQUIPMENT
E - ELECTRONIC & COMMUNICATIONS EQUIPMENT	1 - RADIO 2 - RADAR 3 - WIRE & COMMUNICATION 4 - OTHER
F - MISSILE SYSTEMS	1 - BALLISTIC 2 - OTHER
G - SHIPS	5 - PATROL 7 - AUX & AMP VESSEL 8 - SERVICE & MISC VESSEL
H - MUNITIONS ARMAMENT	1 - NUCLEAR 2 - CBR 3 - CONVENTIONAL AMMO
I - WEAPONS ARMAMENT	4 - SMALL ARMS 5 - ARTILLERY & GUNS 6 - OTHER ORDNANCE WEAPONS
J - RAIL	1 - LOCOMOTIVES 2 - ROLLING STOCK

K - GENERAL EQUIPMENT	1 - GENERATORS
	2 - MATERIEL HANDLING EQUIPMENT
	3 - BRIDGING EQUIPMENT
	4 - PRINTING/REPRODUCTION EQUIPMENT
	5 - SURV/DIST/MEAS EQUIPMENT
	6 - PUMP/TANK/WATER TRMT EQUIPMENT
	7 - SHOP SETS & RELATED EQUIPMENT
	9 - OTHER SUPPORT EQUIPMENT
L - COMMODITY GROUPS	7 - TEST/MEAS EQUIPMENT
	9 - ALL OTHER
Y - NONRECURRING COSTS	1 - BASE CLOSURE & RF
	2 - RETROACTIVE COST ADJUSTMENT
	3 - LOCAL NATIONALS & RTMT
	4 - OTHER

APPENDIX O

CODES PERTINENT TO THE STUDY

CUSTOMER CODES -

01 - DIRECT ARMY W/DIR OBLG AUTHORITY
02 - DIRECT ARMY W/FND REIMB OBLG AUTH
03 - AIR FORCE
04 - NAVY
07 - MARINE CORPS
08 - DLA
09 - DIRECT ARMY, FINANCES W/EARNINGS FROM SALES & EXCHANGES OF EQPM/SUPPLIES TO OTHER DOD AGENTS
11 - MAP
19 - FMS
20 - OTHER FD REIMB
21 - ARMY STOCK FUND
23 - ARMY PROCUREMENT (FMS ONLY)
24 - ARMY PROCUREMENT (EXCLUDE FMS)
25 - AIR FORCE
26 - NAVY
27 - MARINE CORPS
28 - DLA
29 - AID
30 - GSA
31 - POST OFFICE
32 - FMS
33 - RDT&E
34 - O&MA
35 - USA NAT'L GUARD
36 - USA RESERVE
37 - FAM HOUS MGT
38 - USA NON APP FUNDS
39 - OTHER MAP
40 - OTHER DOD AGCY
41 - OTHER NON DOD
42 - MIL CONST ARMY
43 - USA INTDEPOT/INTERPLANT WORK
44 - OTHER DA CUSTOMERS
99 - PLANT EQUIPMENT