

Table 8.7

TOP 100 COMPANIES HEADQUARTERED IN CONNECTICUT **Ranked by Total Sales**

Rank 1998	Rank 1997	Company	Town	Sales in Dollars	Main Products or Services
1	1	General Electric Co. Inc.	Fairfield	\$79,179,000,000	Diversified manufacturing & technology
2	2	United Technologies Corp.	Hartford	23,273,000,000	Aerospace, transportation, building products
3	3	GTE Corp.	Stamford	21,339,000,000	Telecommunications
4	4	Xerox Corp.	Stamford	17,378,000,000	Copiers, office products and systems
5	7	Tosco Corp.	Stamford	9,923,000,000	Oil refineries
6*	39	Holberg Industries, Inc.	Greenwich	6,780,000,000	Shoes
7	6	Tenneco Inc.	Greenwich	6,648,000,000	Energy, packaging materials
8*	20	Deloitte & Touche Tohmatsu Int'l	Wilton	6,500,000,000	Professional services
9	9	Union Carbide Corp.	Danbury	6,106,000,000	Chemicals and plastics
10	8	Champion International Corp.	Stamford	5,880,000,000	Paper and wood products
11	5	Fortune Brands, Inc.	Old Greenwich	5,776,000,000	Office, hardware, home products
12	13	Praxair Inc.	Danbury	4,449,000,000	Industrial gases
13	11	Pitney Bowes Inc.	Stamford	3,858,000,000	Office machines
14	10	Northeast Utilities	Berlin	3,792,000,000	Electricity
15	14	Echlin Inc.	Branford	3,569,000,000	Motor vehicle parts
16*	16	Doctor's Associates (Subway)	Milford	3,250,000,000	Fast-food franchises
17	15	The Pittston Co. Inc.	Greenwich	3,106,000,000	Coal, security services
18	28	Oxford Health Plans Inc.	Norwalk	3,075,700,000	Managed-care plans
19	19	The Stanley Works	New Britain	2,671,000,000	Tools, hardware, specialty hardware
20	12	Olin Corp.	Norwalk	2,638,000,000	Ammunition, chemicals, metals
21	17	Caldor Inc.	Norwalk	2,602,000,000	Retail department stores
22	32	CUC International Inc.	Stamford	2,348,000,000	Membership services
23	23	Witco Corp.	Greenwich	2,263,000,000	Specialty chemicals, petroleum products
24	22	Ames Department Stores Inc.	Rocky Hill	2,162,000,000	Department stores
25	25	General Signal Corp.	Stamford	2,065,000,000	Diversified manufacturing
26	26	Southern New England Telecommunications	New Haven	1,941,000,000	Telecommunications
27	35	Micro Warehouse Inc.	South Norwalk	1,916,000,000	Computer marketing
28	27	Crane Co.	Stamford	1,848,000,000	Diversified manufacturing
29	61	Crompton & Knowles Corp.	Stamford	1,804,000,000	Dyes, chemicals, machinery
30	30	Cognizant Corp.	Westport	1,730,000,000	Pharmaceutical, media, technology research
31	29	EMCOR Group Inc.	Norwalk	1,669,000,000	Mechanical, electrical services
32	37	World Color Press Inc.	Greenwich	1,641,000,000	Commercial printing
33	44	Silgan Corp.	Stamford	1,405,000,000	Metal, plastic & paper products
34	34	UST Inc.	Greenwich	1,396,000,000	Tobacco, wine & other products
35	36	ACNielsen Corp.	Stamford	1,359,000,000	Marketing, research and analysis
36	40	Air Express International Corp.	Darien	1,335,000,000	Freight shipping
37	48	Citizens Utilities Co. Inc.	Stamford	1,306,000,000	Electric, telephone, natural gas, water
38	43	Hubbell Inc.	Orange	1,297,000,000	Electrical parts
39	41	Landstar Systems Inc.	Shelton	1,297,000,000	Trucking
40	42	Perkin-Elmer Corp.	Norwalk	1,276,000,000	Analytical and life science instruments
41	38	Rayonier Inc.	Stamford	1,178,000,000	Pulp, timber, lumber products
42	47	First Brands Corp.	Danbury	1,120,000,000	Plastics & assorted products
43	51	United States Surgical Corp.	Norwalk	1,112,700,000	Surgical instruments
44	45	Dexter Corp.	Windsor Locks	1,112,400,000	Aerospace, electronics, food packaging
45*	49	Mashantucket Pequot Gaming Enterprises Inc.	Mashantucket	1,100,000,000	Gaming, lodging, entertainment
46	52	ADVO Systems Inc.	Windsor	1,016,000,000	Direct-mail marketing
47	^	Howmet International Corp.	Stamford	1,000,000,000	Superalloy and titanium casting
48	55	Kaman Corp.	Bloomfield	948,100,000	Advanced technology products
49	54	UCAR Int'l Inc.	Danbury	948,000,000	Electrical connectors
50	57	Amphenol Corp.	Wallingford	776,200,000	Electronic cables, connectors
51*	58	American Metals & Coal Int.	Greenwich	750,000,000	Coal mining & marketing
52	65	Coca-Cola Bottling Co. of NY	Greenwich	744,000,000	Soft-drink bottling
53	60	United Illuminating	New Haven	726,400,000	Electric power
54*	62	Timex Enterprises Inc.	Middlebury	700,000,000	Watches
55	^	Hexcel Corp.	Stamford	695,300,000	Engineered Materials
56	50	Terex Corp.	Westport	678,000,000	Heavy construction equipment
57	72	Century Communications Corp.	New Canaan	643,500,000	Cable TV & phone systems
58	64	Petroleum Heat & Power Co.	Stamford	608,200,000	Home heating oil
59	67	Barnes Group Inc.	Bristol	595,000,000	Springs and metal components
60	85	Mariner Health Group Inc.	Mystic	590,800,000	Health-care facilities clinics

61	71	Ethan Allen Inc.	Danbury	571,800,000	Furniture and household products
62*	69	American Color Graphics Inc.	Stamford	536,342,000	Printing, digital pre-press services
63	66	General Host Corp.	Stamford	530,700,000	Nurseries & craft retailer
64*	^	Mohegan Tribal Gaming Authority	Uncasville	520,000,000	Gaming & Entertainment
65	73	Playtex Family Products Corp.	Westport	498,700,000	Personal-care products
66	81	Blyth Industries Inc.	Greenwich	495,700,000	Cement
67	78	Physicians Health Services Inc.	Trumbull	481,500,000	Health-care plans
68	80	Lynch Corp.	Greenwich	451,900,000	Packaging, communications
69	^	United Natural Foods	Dayville	421,700,000	Groceries and related products
70	76	Starter Corp.	New Haven	405,900,000	Licensed and branded sports apparel
71	^	Gartner Group	Stamford	394,700,000	Computer research, analysis
72	77	Gerber Scientific Inc.	South Windsor	380,900,000	Scientific instruments
73*	74	Chase Enterprises Inc.	Hartford	380,000,000	Diversified operations
74*	75	Bozzutos Inc.	Cheshire	371,800,000	Wholesale groceries, convenience stores
75	82	Lone Star Industries Inc.	Stamford	367,700,000	Cement
76*	^	Bob's Stores	Meriden	340,000,000	Retail clothing stores
77*	^	Dictaphone Corporation	Stratford	332,500,000	Office Machines
78	79	Yankee Energy System Inc.	Meriden	325,000,000	Natural gas
79	84	CTG Resources (CT Natural Gas)	Hartford	305,600,000	Natural gas
80	96	MacDermid Inc.	Waterbury	293,700,000	Industrial chemicals, metal finishing
81	89	The Advest Group Inc.	Hartford	289,300,000	Full service brokerage
82	87	Moore Medical Corp.	New Britain	286,300,000	Pharmaceutical and medical supplies
83*	^	Cullman Ventures	Norwalk	281,400,000	Commercial printing
84*	88	Stanadyne Automotive Corp.	Windsor	280,000,000	Diesel-fuel injection equipment
85	95	Devon Group Inc.	Stamford	264,400,000	Diversified graphic arts
86	^	TransPro Inc.	New Haven	264,100,000	Automotive products
87*	91	Lane Industries Inc.	Meriden	260,600,000	Heavy construction
88	93	Connecticut Energy Corp.	Bridgeport	253,200,000	Natural gas
89	94	Lydall Inc.	Manchester	252,700,000	Fiber materials, components
90*		ConnectiCare, Inc.	Farmington	250,600,000	Health-care plans
91	90	Baldwin Technology Co.	Rowayton	244,100,000	Controls & accessories for printing
92*	92	Remington Products Inc.	Bridgeport	242,000,000	Household, personal care products
93	100	Bridgeport Machines Inc.	Bridgeport	227,500,000	Machine Tools
94	^	Sturm, Ruger & Company, Inc.	Fairfield	223,300,000	Firearms
95	^	Hyperion Software, Inc.	Stamford	222,800,000	Financial management software
96	^	Raytech Corp.	Shelton	217,700,000	Brake linings, friction products
97	86	Executone Information Systems	Darien	212,000,000	Telephone systems
98	97	General DataComm Industries Inc.	Middlebury	207,800,000	Data information networks
99*	^	Country Home Bakers, Inc.	Shelton	200,000,000	Frozen, oven-ready baked goods
100*	^	Price & Pierce, Inc.	Stamford	185,000,000	Paper, pulp export

Note: ^ - not previously ranked; * - privately owned

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