Defense Systems

Strategic countermeasures; tactical jamming systems; electronic intelligence; electronic support measures and radar surveillance.

The principal market for these products is the United States Government.

Other Information

Operating profit represents net sales less operating expenses for each segment and geographic region and excludes interest expense and income, and general corporate expenses – net.

Identifiable assets for each segment and geographic region represent those assets used in operations, including excess of cost over net assets of businesses acquired, and exclude general corporate assets, which consist principally of short-term investments, deferred income taxes, investments carried at equity, property and other assets.

Net sales to divisions and subsidiaries of one customer, primarily from the Vehicle Components business segment (in millions), were $623 in 1994, $541 in 1993 and $491 in 1992 (10% of sales in 1994, 12% in 1993 and 1992).

GEOGRAPHIC REGION INFORMATION

	United States	*Canada*	*Europe*	*Latin America*	*Pacific Region*	*Elimin-ations*	*Totals*
(Millions)							
1994							
Net sales	$4,807	$292	$912	$298	$103	$360	$6,052
Operating profit	491	30	50	9	14		594
Identifiable assets	3,098	119	636	156	57	86	3,980
1993							
Net sales	$3,404	$183	$769	$202	$ 81	$238	$4,401
Operating profit	275	21	17	9	10		332
Identifiable assets	1,726	101	548	103	48	60	2,466
1992							
Net sales	$3,002	$175	$861	$184	$ 66	$187	$4,101
Operating profit	201	20	29	8	6		264
Identifiable assets	1,781	74	630	98	48	59	2,572

Results for 1994 reflect the acquisition of DCBU on January 31, 1994.

Operating profit in 1993 was reduced $53 million in the United States and $2 million in Canada by an acquisition integration charge related to the purchase of DCBU, and by a $9 million charge for streamlining operations in Europe

Geographic region information (table above) does not include results of associate companies and joint ventures in which the Company holds a 20%-50% ownership interest, which are accounted for by the equity method, and which had total sales as follows:

	United States	*Europe*	*Latin America*	*Pacific Region*	*Totals*
(Millions)					
1994	$8	$15	$10	$240	$273
1993	7	13	15	169	204
1992	6	18	6	136	166