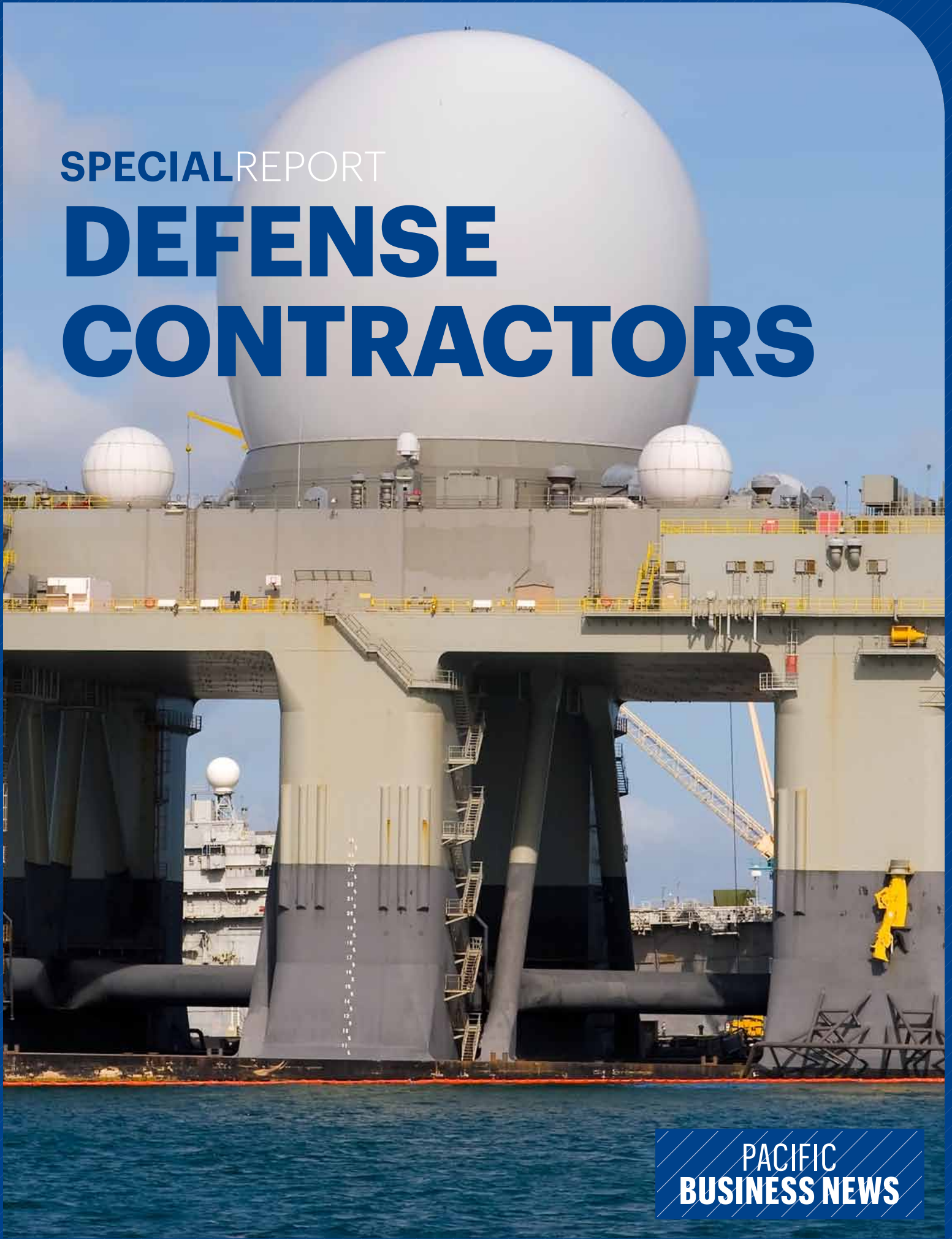


SPECIAL REPORT

DEFENSE CONTRACTORS



PACIFIC
BUSINESS NEWS

SPECIAL REPORT

DEFENSE CONTRACTORS

From construction to food service, a wide range of industries do business with the military in Hawaii.

THE LIST

The top 25 defense contractors, ranked by contract value.

EXPERT ADVICE

Tips and insights on how to land government contracts.

24 PACIFIC BUSINESS NEWS

THE LIST

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DEFENSE CONTRACTORS
RANKED BY 2013 DODM IPSUM

Rank	Company	Address	2013 Contract Value (\$M)	2012 Contract Value (\$M)	Employees	The International Trade Administration	NAICS Code
1	AECON (C)	1985 Kalia Dr., Ste. 200 Honolulu, HI 96815	\$17,743.00	\$17,743.00	200	1000000000	2361
2	Parsons Brinckerhoff Inc. (C)	2765 Kalia Dr., Ste. 200 Honolulu, HI 96815	\$10,000.00	\$10,000.00	200	1000000000	2361
3	Hydrovay Engineering Inc. (C)	4500 Kalia Dr., Ste. 200 Honolulu, HI 96815	\$9,000.00	\$9,000.00	100	1000000000	2361
4	Brown and Caldwell (C)	75 Kalia Dr., Ste. 200 Honolulu, HI 96815	\$8,000.00	\$8,000.00	100	1000000000	2361
5	Orion (C)	4500 Kalia Dr., Ste. 200 Honolulu, HI 96815	\$7,000.00	\$7,000.00	100	1000000000	2361
6	Donald M. Ho & Associates Inc. (C)	2765 Kalia Dr., Ste. 200 Honolulu, HI 96815	\$6,000.00	\$6,000.00	100	1000000000	2361
7	Malak Ocean Engineering (C)	4500 Kalia Dr., Ste. 200 Honolulu, HI 96815	\$5,000.00	\$5,000.00	100	1000000000	2361
8	Bell Collins Hawaii (C)	2765 Kalia Dr., Ste. 200 Honolulu, HI 96815	\$4,000.00	\$4,000.00	100	1000000000	2361
9	Tygi Kawaii Engineers (C)	2765 Kalia Dr., Ste. 200 Honolulu, HI 96815	\$3,000.00	\$3,000.00	100	1000000000	2361
10	Park Engineering (C)	2765 Kalia Dr., Ste. 200 Honolulu, HI 96815	\$2,000.00	\$2,000.00	100	1000000000	2361
11	Sun Engineering Inc. (C)	2765 Kalia Dr., Ste. 200 Honolulu, HI 96815	\$1,500.00	\$1,500.00	100	1000000000	2361
12	Western Solutions Inc. (C)	2765 Kalia Dr., Ste. 200 Honolulu, HI 96815	\$1,000.00	\$1,000.00	100	1000000000	2361
13	Fulbright & Associates Inc. (C)	2765 Kalia Dr., Ste. 200 Honolulu, HI 96815	\$1,000.00	\$1,000.00	100	1000000000	2361
14	Dishara & Associates Inc. (C)	2765 Kalia Dr., Ste. 200 Honolulu, HI 96815	\$1,000.00	\$1,000.00	100	1000000000	2361
15	URS Corp. (C)	2765 Kalia Dr., Ste. 200 Honolulu, HI 96815	\$1,000.00	\$1,000.00	100	1000000000	2361
16	Alana Buck & Bera Inc. (C)	2765 Kalia Dr., Ste. 200 Honolulu, HI 96815	\$1,000.00	\$1,000.00	100	1000000000	2361
17	Coffman Engineers Inc. (C)	2765 Kalia Dr., Ste. 200 Honolulu, HI 96815	\$1,000.00	\$1,000.00	100	1000000000	2361
18	The Loveland Consulting Group Inc. (C)	2765 Kalia Dr., Ste. 200 Honolulu, HI 96815	\$1,000.00	\$1,000.00	100	1000000000	2361
19	Mechanical Engineers of Hawaii Corp. (C)	2765 Kalia Dr., Ste. 200 Honolulu, HI 96815	\$1,000.00	\$1,000.00	100	1000000000	2361
20	Hawaii Engineering Group Inc. (C)	2765 Kalia Dr., Ste. 200 Honolulu, HI 96815	\$1,000.00	\$1,000.00	100	1000000000	2361
21	WSP Hawaii Inc. (C)	2765 Kalia Dr., Ste. 200 Honolulu, HI 96815	\$1,000.00	\$1,000.00	100	1000000000	2361
22	Gray Hong Hejima & Associates Inc. (C)	2765 Kalia Dr., Ste. 200 Honolulu, HI 96815	\$1,000.00	\$1,000.00	100	1000000000	2361
23	Wes Janssen & Associates Inc. (C)	2765 Kalia Dr., Ste. 200 Honolulu, HI 96815	\$1,000.00	\$1,000.00	100	1000000000	2361
24	Roe Engineering & Development Inc. (C)	2765 Kalia Dr., Ste. 200 Honolulu, HI 96815	\$1,000.00	\$1,000.00	100	1000000000	2361
25	Bills Engineering Inc. (C)	2765 Kalia Dr., Ste. 200 Honolulu, HI 96815	\$1,000.00	\$1,000.00	100	1000000000	2361
26	Corbin TSC Inc. (C)	2765 Kalia Dr., Ste. 200 Honolulu, HI 96815	\$1,000.00	\$1,000.00	100	1000000000	2361

CLOSER LOOK

\$292M

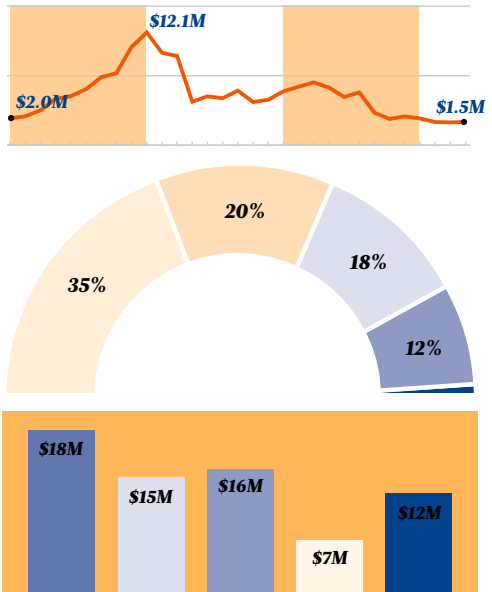
\$252M

NOI ENGINEERS



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DEFENSE CONTRACTORS

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SPECIAL REPORT

DEFENSE CONTRACTORS

Despite federal cutbacks, there's still money to be made in the defense industry. Local executives will share their advice on how to capture a piece of the defense business.

We've discounted ad packages, so if you want to align your business with these specific industries be sure to take advantage of one of the section dominance options below:

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Belt color ad	\$2,850
Half page color ad in the section	\$2,473
One-eighth page color list ad and logo on top of list	\$2,000
Quarter page color ad	\$1,645

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LIST

Defense Contractors

SPACE DEADLINE

October 15, 2014

MATERIALS DUE

October 17, 2014

CALL (808) 955-8050 FOR MORE INFORMATION

