

NEGOTIATED AND ADVERTISED PROCUREMENT ACTIONS

Negotiated procurements for fiscal year 1967 were 86 percent of total awards with business firms in the United States, up 1 percent from the previous year.

TABLE 10.—NET VALUE OF MILITARY PROCUREMENT ACTIONS, WITH BUSINESS FIRMS FOR WORK IN THE UNITED STATES, CLASSIFIED BY METHOD OF PROCUREMENT, FISCAL YEARS 1951-67

[Dollar amounts in millions]

Fiscal year	Total net value	Formally advertised procurement		Negotiated procurement	
		Amount	Percent	Amount	Percent
1951.....	\$30,823	\$3,720	12.1	\$27,103	87.9
1952.....	41,482	4,479	10.8	37,003	89.2
1953.....	27,822	3,089	11.1	24,733	88.9
1954.....	11,448	1,789	15.6	9,659	84.4
1955.....	14,930	2,386	16.0	12,544	84.0
1956.....	17,750	2,815	15.9	14,935	84.1
1957.....	19,133	3,321	17.4	15,812	82.6
1958.....	21,827	3,115	14.3	18,712	85.7
1959.....	22,744	3,089	13.6	19,655	86.4
1960.....	21,302	2,978	14.0	18,324	86.0
1961.....	22,992	2,770	12.0	20,222	88.0
1962.....	26,147	3,412	13.1	22,735	86.9
1963.....	27,143	3,538	13.0	23,605	87.0
1964.....	26,221	3,889	14.8	22,332	85.2
1965.....	25,281	4,660	18.4	20,621	81.6
1966.....	34,026	5,147	15.1	28,879	84.9
1967.....	39,809	5,621	14.1	34,188	85.9
Total, 1951-67.....	430,880	59,817	13.9	371,062	86.1

Source: "Military Prime Contract Awards and Subcontract Payments or Commitments, July 1966-June 1967," Office of the Secretary of Defense.

Three types of negotiation authority account for 44 percent of all procurement in fiscal 1967, the same as in fiscal 1966. The results for fiscal years 1965, 1966, and 1967 follow:

CONTRACT AWARDS BY STATUTORY AUTHORITY

[Excerpt from table 11]

	Percent		
	1965	1966	1967
Impracticable to secure competition by formal advertising.....	14.4	15.5	17.3
Experimental, developmental, test, or research.....	16.6	12.1	11.2
Technical or specialized supplies requiring substantial initial investment or extended period of preparation for manufacture.....	23.0	16.2	15.0
Total.....	54.0	43.8	43.5