

Booz | Allen | Hamilton Historical Timeline

1914–2004 **90 Years** Delivering Results That Endure

Booz Allen Hamilton, a global strategy and technology consulting firm,
works with clients to deliver results that endure.



Booz | Allen | Hamilton Select Moments from Our History



The four partners—
Fry, Booz, Hamilton,
and Allen, left to right—
golfed together



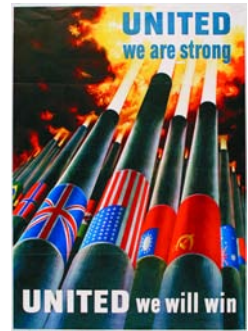
Edwin G. Booz



James L. Allen



Carl L. Hamilton



An Allied poster from
early World War II

1910s

1914

Edwin G. Booz graduates with a master's degree from Northwestern University and establishes The Business Research Service, a consulting firm headquartered in the Otis Building in Chicago. His first major client is the Illinois State Railroad.

1917

Drafted into the U.S. Army, Booz works for the Army's personnel system during World War I.

1919

Booz returns to Chicago and names his company Business Engineering Service. Early clients include the State Bank & Trust Company of Evanston, Illinois.

1920s

1924

The firm changes its name to Edwin G. Booz Surveys.

1925

George W. Fry joins the firm.

1929

James L. Allen joins the firm as it moves to the new Chicago Daily News Building. Major clients include U.S. Gypsum Company, Goodyear Tire & Rubber Co., Montgomery Ward, the Chicago Daily News, and the Chicago Tribune.

1930s

1934

Allen leaves the firm to take a position at Ditto Inc.

The firm opens its first branch office, in New York City, with Fry in charge.

1935

The firm changes its name to Edwin G. Booz and Fry Surveys.

Carl L. Hamilton, from Weyerhaeuser, joins as partner.

1936

Allen returns and the firm becomes a four-person partnership called Booz, Fry, Allen and Hamilton.

1940s

1940

Hired by incoming Secretary of the Navy Frank Knox, the firm begins its long relationship with the U.S. Navy, helping it gear up for World War II.

1942-1943

Booz and Fry dispute the future of government consulting. Allen temporarily leaves the firm and Fry resigns to start his own consulting business. Allen later returns and the firm adopts the name Booz, Allen & Hamilton.

1944

Fortune magazine features Booz Allen in a lengthy article about management consulting headlined, "The Doctors of Management."

1945

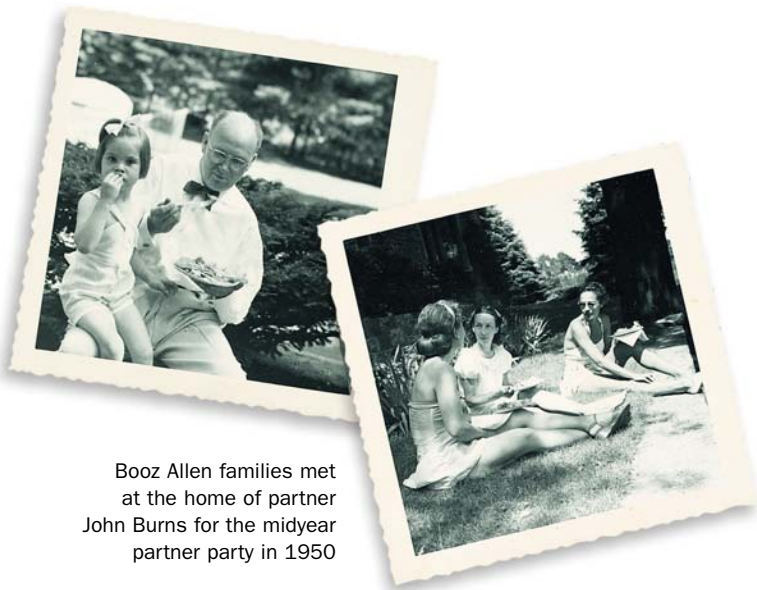
A long phase of fast growth begins; there are now eight partners, 129 staff members, and offices in Chicago, New York, and Los Angeles. Other offices soon follow in Minneapolis, Washington, and San Francisco.

1946

Hamilton dies of a heart attack. Booz semi-retires; Allen becomes the partner in charge of the firm.

1947

Sales exceed US\$2 million.



Booz Allen families met at the home of partner John Burns for the midyear partner party in 1950



Booz Allen works with clients across the globe in both the public and private sectors



1950s

1950s

Postwar expansion brings numerous clients, including Johnson Wax, RCA, NBC, and Cessna.

1951

Booz dies following a stroke.

1953

The firm undertakes its first major project outside the United States (a land-ownership study for the government of the Philippines).

1955

The firm creates a new subsidiary, Booz Allen Applied Research (BAARINC), forerunner of today's Worldwide Technology Business, for technical consulting and government contracting.

1956

The firm creates its Booz, Allen & Hamilton International subsidiary.

1957

Booz Allen opens an office in Zurich, its first outside the United States.

Two critical pieces of the firm's intellectual property are developed, the "product life cycle" and the "critical path" (or PERT) process.

1958

Staff exceeds 300.
Sales reach US\$7 million.

1960s

1961

Charles P. Bowen is appointed president of Booz, Allen & Hamilton.

1962

Booz Allen changes its structure from a partnership to a privately held corporation.

1969

Sales reach US\$55 million.

1970s

1970

Booz Allen goes public; 500,000 shares are sold to the public at US\$24 per share.

Allen retires, Bowen becomes chairman, and James W. Taylor becomes president.

1973

James Farley becomes president.

1975

Farley becomes chairman and Jack Leshner is appointed president.

1976

Booz Allen moves its corporate headquarters to New York.

In the largest-ever leveraged buyout involving a consulting firm, Booz Allen's partners buy back the stock, returning the firm to private ownership with a new governance structure and a five-year plan for business development.

1977

Sales exceed US\$100 million.

1979

Booz Allen begins work with the Chrysler Corporation, helping the automaker accomplish its historic turnaround.

1980s

1980

Booz Allen publishes *Outlook*, the first in a series of management magazines.

1982

A Booz Allen vice president in the London office, Keith Oliver, develops the concept for supply chain management, working with Dutch electronics giant Philips.

1985

Mike McCullough is elected chairman.

The Düsseldorf office begins to spearhead a renewal of energy and investment in Europe, particularly in Germany, Austria, and Switzerland.

1986

Booz Allen establishes the Professional Excellence Awards.

1988

Staff exceeds 3,500.



The certificate for Booz Allen's public stock, traded between 1970 and 1976



The medal given to winners of Booz Allen's Professional Excellence Awards



Booz Allen looks to China as a source of growth. The rapidly changing Shanghai skyline reflects the country's emergence as an economic power

1990s

1991

William Stasior is elected chairman and CEO.

Booz Allen reorganizes into the Worldwide Commercial Business, serving primarily the corporate sector, and the Worldwide Technology Business, serving primarily government clients.

1992

Booz Allen opens its new corporate headquarters on its own campus in McLean, Virginia.

Allen dies at the age of 88.

1993

The Worldwide Commercial Business adopts a new strategy known as Vision 2000.

1994

The Worldwide Technology Business adopts a new strategy following its own Vision 2000 process.

1995

Staff exceeds 6,000.

Booz Allen's magazine of thought leadership, *strategy+business*, begins publication.

1997

Sales exceed US\$1.3 billion.

1999

Ralph W. Shrader, having been elected the previous year, takes office as chairman and CEO.

Booz Allen acquires Carta Corporate Advisors, the leading Nordic management consulting firm.

Worldwide offices exceed 100.

2000s

2000

Staff exceeds 10,000.
Sales exceed US\$2 billion.

2001

The firm streamlines its name to Booz Allen Hamilton; adopts a new business definition ("global strategy and technology consulting firm") and a new, one-phrase mission ("Booz Allen Hamilton works with clients to deliver results that endure").

Engagements increasingly draw upon the complementary capabilities of the firm's public- and private-sector experts.

2002

Booz Allen publishes its first annual report on CEO turnover at the world's 2,500 largest publicly traded corporations.

2003

Booz Allen acquires Gemini Consulting Japan, doubling the size of the Tokyo office.

Booz Allen develops the Org DNA online self-assessment tool, enabling company leaders to better understand how the inherent traits of their organizations influence employee behavior and affect company performance.

2004–2005

Booz Allen announces a multiyear agreement to sponsor the Booz Allen Classic, a Professional Golf Association tournament in the Washington, D.C., area.

Staff grows to more than 16,000.
Sales reach US\$3.3 billion.



Booz | Allen | Hamilton
90 years delivering results that endure

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