



From the
Minister for Trade

Private Secretary to the
Rt Hon Timothy Raison MP
Minister for Overseas Development
Overseas Development Administration
Eland House
Stag Place
London SW1E 5DH

DEPARTMENT OF TRADE
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LONDON SW1H 0ET

TELEPHONE DIRECT LINE 01 215 5144
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CE NO
2
Prime Minister

*Good point, which you
have already been told*

3rd May 1983 *about*

(at Moustair McAlpine's)

Mes 4/5

Dear Mike,

INVOLVEMENT OF UK MANUFACTURERS IN MAJOR PROJECTS OVERSEAS

One of the criticisms directed at the use of the Aid and Trade provision is that when it comes to the benefit accruing to the UK economy this is concentrated within just a few, usually major, companies within the UK. We in this Department have always challenged that view since it has been very clear to us that although one company for a particular project may be the lead contractor there are very many other companies involved in the same project who benefit from the business that has been gained. Up until now we have not been able to quantify this specifically but following discussions with Balfour Beatty we now have rather more precise information on the companies that are involved in one particular order.

Balfour Beatty looked at the projects involving mini-hydro power generation and wood burning power stations in the Philippines. These two projects together had a total UK content value of about £23M with an aid input of about £6.4M. As the enclosed list shows Balfour Beatty have identified more than 300 direct sub-contractors; and one of those sub-contractors, Towler, has identified 120 sub-sub suppliers. Obviously not all the sub-contractors will have the same number of suppliers but nonetheless this illustrates the extent to which the benefit from this order has worked its way down through a large number of companies. Indeed Balfour Beatty themselves only accounted for about 12% of



the work that arose from the contract and the balance was spread around a wide selection of British industry, effectively none of which could have expected to have obtained work of this type if the contract had been awarded to Balfour Beatty's main competitors for this business ie Swedish, French or Chinese companies. A copy of Balfour Beatty's analysis is enclosed. This type of exercise was relatively easy in this case, since the projects consisted of a number of similar units: the same pyramid effect will of course apply to other projects, though inevitably more difficult to identify. But this case does illustrate the basic point.

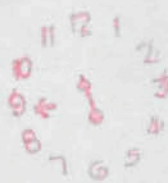
I am copying this letter to Number Ten, and to the Private Secretaries to the Chancellor; Chief Secretary; Foreign Secretary; Leader of the House, Chairman of the Party and to the Secretaries of State for Industry; Defence; Scotland; Northern Ireland and Wales.

Yours sincerely,

Jonathan Rees

JONATHAN REES
Private Secretary to the
Minister for Trade (PETER REES)

E 4 MAY 1982



Overseas Aid



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London SW1H 0ET

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I attach enclosures referred
to, but unfortunately not
sent with Jonathan Rees'
letter of 3/5/83 to
PS/Minister for Overseas
Development - ODA, on
"Involvement of UK Manufacturers
in Major Projects Overseas."

PM's Box
45

With the Compliments of
the Minister for
Trade's Office

Apologies for the inconvenience.

Balfour Beatty
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BBE Projects Division
Marlowe House
Sidcup Kent DA15 7AU
England

Telephone 01-300 3
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Cables Civmech
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PED/PB.2712/GFB/DMM

Date 13th September 1982

Janet Langdon/J. Poole
Department of Trade
Projects & Export Policy Division
1 Victoria Street
LONDON SW1H 0ET

JP o/r

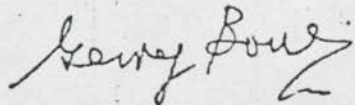
Dear Janet/Jeff

BBEL CONTRACTS FOR MINI HYDRO POWER
GENERATION AND WOOD BURNING
POWER STATIONS

Involvement of U.K. Manufacturers

Further to our recent discussion in your offices regarding the impact of Balfour Beatty Engineering contracts for renewable energy, for which we have received U.K. Government support, please find enclosed comprehensive lists of the manufacturers involved, their location and number of employees. These lists have been separated for Mini Hydro work and Wood Burning Power Station activities. We are also enclosing a further list kindly supplied by Towler to indicate the sub-suppliers used by one of our Main Sub-Contractors. The exercise has been carried out to assist you in identifying the impact of these contracts on U.K. trade and could be used to demonstrate to any interested parties, their far reaching effect.

Yours sincerely,



G.F. BONE
MARKETING DIRECTOR

copy to: Mr. K.M. Odell
Mr. P.A. Duckworth



MANUFACTURER:	LOCATION:	NO EMPL
Brush Switchgear Ltd.	Loughborough, Leics.	Over
Brush Electrical Machines Ltd.	" "	
B.I.C.C.Ltd.	Helsby, Warrington	
Bowthorpe EMP Ltd.	Brighton, Sussex	100 -
Clifford & Snell Ltd.	Croydon, Surrey	20 -
Crompton Instruments UK Marketing	Northampton	100 -
Craig & Derricott Ltd.	Walsall, Staffs	80 -
Cutler Hammer Europa Ltd.	Bedford	150 -
G.E.C.Switchgear Ltd.	Higher Openshaw, M'ter	450 -
G.E.C.Measurements Ltd.	Stafford	450 -
Stone Platt Ltd.	Crawley, Surrey	100 -
U.K.Solenoid Ltd.	Newbury, Berks.	40 -
Tempatron Ltd.	Reading, Berks.	20 -
Hall & Watts Ltd.	London N.W.10	20 -
Brush Transformers Ltd.	Loughborough, Leics.	250 -
Accurate Controls Ltd.	Sunbury-on-Thames, Middx	30 -
Aluminium Printers Ltd.	London N.W.9	10 -
Appareils Scientifiques de Précision	FRANCE	
B.I.C.C.Connollys Ltd.	Liverpool	200 -
B.I.C.C.Ltd.	Prescot, Merseyside	Over
Burmah Control Ltd.	Swindon, Wilts.	30 -
Enfield Winding Wires Ltd.	Enfield, Middlx.	100 -
D.K.Moriarty Ltd.	Colchester, Essex	20 -
Nottingham Thermometer Co.	Bullwell, Nottingham	20 -
Peglar & Loudon Ltd.	Newport, Gwent.	20 -
Simwest Ltd.	Stourbridge, W.Midlands	20 -
R.H.Symonds Ltd.	Enfield, Middlx.	20 -
Webster Wilkinson Ltd.	Telford, Salop.	30 -
Weir Electrical Instruments Ltd.	Bradford-on-Avon, Wilts.	20 -
Ward Brooke Ltd.	High Wycombe, Bucks.	20 -
Arcontrol Ltd.	Sevenoaks, Kent.	80 -
South Wales Transformers Ltd.	Pontypridd, Glam.	150 -
Gilbert Gilkes & Gordon Ltd.	Kendal, Cumbria	200 -
British Timkin Ltd.	Buston, Northampton	350 -
Bestobell Valves Ltd.	Rotherham, Yorks.	200 -
Bearing Factors Ltd.	Nelson, Lancs.	15 -
Brown & Towse Tubes Ltd.	Manchester	30 -
Boving A.	London W.C.2	200 -

MANUFACTURER:	LOCATION:	NO. OF EMPLOYE
Honeywell Controls	Bracknell, Berks.	350 - 40
R.Hough Ltd.	Blackburn	30 - 5
Glapwell Contracting Ltd.	Chesterfield	10 - 2
Krupp Steel Co.Ltd.	Derby	10 - 2
Kell Foundry Ltd.	Gloucester	30 - 4
Hyson Kershaw Ltd.	Huddersfield	20 - 3
Germyn Industries Ltd.	Sevenoaks, Kent	20 - 3
Mawdsleys Ltd.	Dursley, Glos.	350 - 40
Morley Engineering Co.Ltd.	Pudsey, W.Yorks.	40 - 5
T.Morley's Co.Ltd.	Birmingham	20 - 3
W.S.McMillan Ltd.	East Kilbride	30 - 4
J.S.Naylor's Son Ltd.	Keighley	30 - 4
Newby & Son Ltd.	West Bromwich	30 - 4
Northern Valve Services Ltd.	Thornaby, Cleveland	20 - 3
Neesham Ltd.	Gloucester	30 - 4
Parsons Peebles Ltd.	Edinburgh	450 - 50
Parsons Peebles Ltd.	Birmingham	250 - 30
Parkfield Foundries Ltd.	Stockton-on-Tees	80 - 10
Thames Wire Co.Ltd.	Hoddesdon, Herts.	15 - 2
Pentagon Electric Products Ltd.	Birmingham	15 - 2
Pirelli General Cables Ltd.	Southampton	450 - 50
Renold Ltd.	Bradford	200 - 25
International Rectifiers	Oxted, Surrey	15 - 2
Radio Resistors Ltd.	Hitchin, Herts	10 - 1
Royate Engineering Ltd.	Bristol	30 - 4
Walter Somers Ltd.	Halesowen, W.Midlands	100 - 15
Solenoids & Regulators Ltd.	Birmingham	60 - 8
Steel Cabinets (Telford) Ltd.	Telford, Salop.	30 - 4
Solent & Pratt Ltd.	Southampton	200 - 25
R.S.Components Ltd.	London E.C.2	15 - 2
Ross Electrical Ltd.	Glasgow	15 - 2
Rose Bros.Ltd.	Gainsborough	15 - 2
Reynold Power Transmission Ltd.	Bradford	200 - 25
Trionite (J.T.Price) Ltd.	Newcastle	100 - 15
Robert Taylor & Co.	Stirlingshire	60 - 8
Torkmatic UK (Sales) Ltd.	Newbury, Berks.	40 - 6
Tipton Non-Ferrous Foundry Ltd.	Tipton, Staffs.	30 - 4
C.G.Thornton Ltd.	Birmingham	15 - 2

MINI HYDRO GENERATING SETS - PHILIPPINES

MANUFACTURER:	LOCATION:	NO. OF EMPLOYEE
Francis Brown Ltd.	Stockton-on-Tees	50 - 60
British Rototherm Co.Ltd.	Margam, Nr.Port Talbot	80 - 100
British Brown Boveri Ltd.	Telford, Salop.	40 - 50
Birkett & Sons Ltd.	Cleckheaton, Yorks.	60 - 80
Bijay Engineering(Scotland)	Paisley	60 - 80
Backer Electric Co.Ltd.	Rotherham, Yorks.	20 - 30
E.W.Bearings Ltd.	Gloucester	15 - 20
Bray Chromalox Ltd.	Leeds	15 - 20
B. & R. Ltd.	Harlow, Essex	15 - 20
E.N.Bray Ltd.	East Kilbride	40 - 50
Clarks Crank & Forge	Lincoln	80 - 100
Cast Metals Ltd.	Blackburn	40 - 50
Coley Thermometer Ltd.	Brentford, Middlx.	20 - 30
Custom Transformers Ltd.	Malmesbury, Wilts.	40 - 50
Townsend Coates Ltd.	Leicester	30 - 40
J.T. & E.Castings Ltd.	Wigan	20 - 30
Sema (UK) Ltd.	Wembley, Middlx.	10 - 15
Cuthbertson & Laird Ltd.	Burnbank, Hamilton	30 - 40
Clayton Goodfellow Ltd.	Blackburn	60 - 80
Dunlop & Rankin Ltd.	Leeds	20 - 30
John Folkes (Lye Forge) Ltd.	Kidderminster, Worcs.	60 - 80
Eva Bros.Ltd.	Clayton, M'ter.	80 - 100
Foundrometers Ltd.	Leeds	40 - 50
George Emmott (Pawsons) Ltd.	Keighley	40 - 50
Electronic Materials Ltd.	Gateshead	30 - 40
Firth Vickers (Foundry) Ltd.	Sheffield	350 - 400
Edgars (Steel Stockholders) Ltd.	Kirkbride	15 - 20
E.R.D.(North)Ltd.	Glasgow	20 - 30
J.H.Fenner & Co.Ltd.	Burnley	150 - 200
G.E.C.(Rugby)Ltd.	Rugby	400 - 450
Genristo Ltd.	Nottingham	20 - 30
Herringshaw Steels Ltd.	Hyde, Cheshire	15 - 20
Hillfoot Steel (Stockholders) Ltd.	Wolverhampton	15 - 20
Industrial Fasteners Ltd.	Gloucester	15 - 20
P.Hewins Ltd.	Stroud, Gos.	15 - 20
H.T.S.Industrial(Midlands)Ltd.	Bridgewater, Shrops.	20 - 30
A.Herriot Ltd.	Glasgow	20 - 30

MANUFACTURER:	LOCATION:	NO. OF EMPLOYEES
U.K.Solenoids Ltd.	Berkshire	40 -
Wyco Bearings	Liverpool	15 -
Vierod & Woods Ltd.	Bradford	40 -
Victaulic & Co.Ltd.	Hitchin, Herts.	100 - 1
Woodward Governors Ltd.	Slough, Bucks.	80 - 1
Varatic Ltd.	" "	50 - 6
Vickers Ltd.	Newcastle-on-Tyne	100 - 1
Wellman Bibby & Co.Ltd.	Dewsbury, W.Yorks.	30 - 4
Wiltshire Wholesale Electric	Gloucestershire	15 - 2
Blackwell Contracts Services Ltd.	Chesterfield	20 - 3
J.Bennett	Kendal, Cumbria	20 - 3
Crosley, Potter Cowan	Newcastle-upon-Tyne	30 - 4
Walkersteel General Products	Blackburn	15 - 2
F.L.T.Metals Ltd.	Brentford, Middlx.	15 - 2
Industrial Trading Co.Ltd.	Worcester	20 - 3
Harrison & Clough Ltd.	Keighley	20 - 3
Woodberry Chillcott Ltd.	Gloucester	30 - 4
Robert Fraser & Sons Ltd.	Manchester	40 - 5
Spunalloys Ltd.	Walsall, W.Midlands	40 - 5
Carlton Sign & Engraving Ltd.	Newark, Notts.	15 - 2
Holcroft Castings & Forgings Ltd.	Rochdale	30 - 4
Darwins Alloy Castings Ltd.	Sheffield	60 - 8
Hawker Siddeley Power Transf.Ltd	London E.17	350 - 40

WOODBURNING POWER STNS. - PHILIPPINES

MANUFACTURER:	LOCATION:	NO. OF EMPLOYEES
A.E.I. Cables Ltd.	Gravesend, Kent.	300 - 350
Peter Brotherhood Ltd.	Peterborough	750 - 800
Ampy Automation - Digalog Ltd.	"	40 - 50
David Brown Gear Industries Ltd.	Huddersfield	350 - 400
Babcock Bristol Ltd.	Kidderminster	40 - 50
British Rotothorn Co. Ltd.	Glamorgan, S. Wales	60 - 80
B.I.C.C. Ltd.	Prescot	Over 5000
J. Brown (Dukinfield) Ltd.	Cheshire	20 - 30
Brooke Crompton Parkinson Motors Ltd.	Altrincham	400 - 450
Blackburn Starling Eng. Ltd.	Nottingham	50 - 60
B & R Relays Ltd.	Harlow, Essex	15 - 20
E.N. Bray Ltd.	Waltham Cross, Herts.	40 - 50
Clarke's Crank & Forge Co. Ltd.	Lincoln	80 - 100
Clifford & Snell Ltd.	Croydon, Surrey	20 - 40
Cruikshank & Co. Ltd.	Denny, Glasgow	100 - 150
Flexibox Ltd.	Manchester	100 - 150
John Folkes (Lye Forge) Ltd.	Kidderminster	60 - 80
Eva Brothers Ltd.	Manchester	80 - 100
Don Forge & Eng. Co. Ltd.	Rotherham	300 - 350
Eldon Electric Ltd.	Staines, Middlx.	50 - 60
G.E.C. Ltd.	Stafford	Over 5000
G.E.C. Industrial Controls Ltd.	Rugby	400 - 450
Wright Hingley Ltd.	Dudley, W. Midlands	80 - 100
I.G.F. Ltd.	Congleton, Cheshire	40 - 50
Highland Electric Ltd.	Dunfermline	40 - 50
Kelburn Eng. Co. Ltd.	Barrihead, Glasgow	80 - 100
Richard Klinger Ltd.	Sidcup, Kent.	350 - 400
Morley Electrical Eng. Co. Ltd.	Pudsey, W. Yorks.	100 - 150
Nash Eng. Co. (GB) Ltd.	Northampton	100 - 150
Norton Devices Ltd.	Ipswich, Suffolk	15 - 20
Parsons Peebles Ltd.	Birmingham	250 - 300
Parsons Peebles Ltd.	Edinburgh	450 - 500
Pokorney Mfg.	Illinois, U.S.A.	
Serck Heat Transfer	Birmingham	250 - 300
Spiral Tube	Derby	100 - 120
Walter Somers Ltd.	Halesowen, W. Midlands	100 - 150
Thames Wire & Cable Ltd.	Hoddesdon, Herts.	20 - 30
Chas. Thornton Ltd.	Birmingham	20 - 30

MANUFACTURER:	LOCATION:	NO. OF EMPLOYEES
U.K.Solenoid Ltd.	Newbury, Berks.	40 - 50
Worthington-Simpson Ltd.	Redditch	300 - 350
Woodward Governor Ltd.	Slough, Bucks.	80 - 100
Henry Witham & Son Ltd.	Sheffield	80 - 100
Watford Electric Co.Ltd.	Kempston, Beds.	80 - 100
Towler & Son Ltd.	Clacton-on-Sea, Essex	100 - 150
Allthread Distributors	Braintree, Essex	15 - 20
Anglia Welding Co.	Clacton-on-Sea	20 - 30
Arrow Pipework Co.Ltd.	Barking, Essex	80 - 100
Anglia Handling Divn.of Iloyds British Testing Co.Ltd.	Great Yarmouth, Norfolk	15 - 20
B.R.Ainsworth & Co.Ltd.	Barking, Essex	20 - 30
Allister Welding Co.Ltd.	London E.16	20 - 30
Bestobell Mobrey Ltd.	Slough, Bucks.	150 - 200
Babcock Bristol Ltd.	Croydon, Surrey	30 - 40
Bowden Controls Ltd.	Dyfed, Wales	100 - 120
Birch Eng.(Cuffley)Ltd.	Harpenden, Herts.	60 - 80
Brown & Tawse Ltd.	London E.3	20 - 30
Beldam Packing & Rubber Co.Ltd.	Brentford, Middlx.	40 - 50
Bestra Ltd.	Hitchin, Herts.	40 - 50
Brown & Sons Ltd.	Clacton-on-Sea, Essex	20 - 30
J.Bridge Steel Stockist Ltd.	Birmingham	20 - 30
Brooks & Walker Ltd.	London S.E.22	40 - 50
B.S.C.Ltd.	Glasgow	Over 5000
Britton Engineering	Clacton-on-Sea	40 - 50
B.D.T.Welded Fabrications Ltd.	Poole	40 - 50
Barlow Fastners Ltd.	Ipswich, Suffolk	20 - 30
Bloomfield Steel Construction	Tipton, Staffs.	50 - 60
S.Batchelor & Sons Ltd.	Haverhill, Suffolk	20 - 30
B.J.H.Metal Fabrications Ltd.	Watford, Herts.	40 - 50
W.B.Bawn(Wickford)Ltd.	Wickford, Essex.	40 - 50
Chum Fans Ltd.	Manchester	40 - 50
C-Ring Eng.Ltd.	Barking, Essex	20 - 30
Carpenter & Peterson	Powys	50 - 60
Croda Paints (C/o Rolls & Co.)	London N.9	20 - 30
Clyde Blowers Ltd.	Clydebank, Scotland	80 - 100
Casemore Eng.Ltd.	Erith, Kent	40 - 50
Clarke Group	Hackney, London E.5	40 - 50

MANUFACTURER:	LOCATION:	NO. OF EMPLOYEES
J.H.Carruthers & Co.Ltd.	East Kilbride	40 - 50
D.K.L.	Leicester	40 - 50
Dee Cee Contracts & Supplies Ltd.	Dartford, Kent	10 - 15
E.W.Bearings Ltd.	Colchester	10 - 15
A & G Fabrications Ltd.	Clacton-on-Sea	40 - 50
Foxboro Yoxall Ltd.	Redhill, Surrey	80 - 100
Fisher Controls Ltd.	Croydon, Surrey	450 - 500
E.A.Engineering Appliances(1978)Ltd.	London W.4	20 - 30
Fielding & Bacon Ltd.	Erith, Kent	80 - 100
E.Green & Son Ltd.	Wakefield, W.Yorks.	150 - 200
Gestra (UK) Ltd.	Hitchin, Herts.	40 - 50
GKN Steelstock Ltd.	South Ockenden, Essex	20 - 30
Hydra-Tight Ltd.	Walsall	20 - 30
High Pressure Forgings Ltd.	Tipton, Staffs.	80 - 100
A.J.Howard Ltd.	Southend-on-Sea, Essex	30 - 40
Harmers Foundry Ltd.	Walton-on-Naze, Essex	40 - 50
Hindle Cockburn Ltd.	Leeds	400 - 500
Hosequip Ltd.	Colchester, Essex	30 - 40
Hopkinsons Ltd.	Huddersfield	300 - 350
Hayward Tyler Ltd.	London W.1	250 - 300
J.P.S.Engineering Ltd.	Croydon, Surrey	15 - 20
K.S.B.Manufacturing Ltd.	London S.E.1	80 - 100
Kingsteel Ltd.	Norwich	20 - 30
JBS Factors Ltd.	Clacton-on-Sea	15 - 20
M.Lynch & Sons Ltd.	Rochester	15 - 20
T.G.Lynes & Sons Ltd.	London N.1	20 - 30
Masoneilon Ltd.	Uxbridge	60 - 80
M.S.W.Control Instruments Ltd.	Crawley, Sussex	50 - 60
Mackneys Div.	South Ockenden, Essex	15 - 20
Morganite Ceramic Fibres Ltd.	Wirral, Merseyside	60 - 80
C.McNeil Ltd.	Motherwell	40 - 50
M.S.C.Controls Ltd.	Crawley, Sussex	40 - 50
Mechelec Ltd.	Bromsgrove	60 - 80
Ormonde Ashton Ltd.	Ashton-under-Lyne	30 - 40
National Vulcan Eng.Ltd.	Manchester	50 - 60
Niagara Eng.Co.Ltd.	London S.W.5	30 - 40
Nu-Way Heating	Droitwich	100 - 150
Peabody Water Services	High Wycombe, Bucks.	30 - 40

MANUFACTURER:	LOCATION:	NO. OF EMPLOYEES
M.J.Pneumatic & Hydraulic Supplies Ltd.	Birmingham	20 - 30
Pipe & Tubes Supplies Ltd.	Bourne End, Bucks.	20 - 30
W.S.Profiles Ltd.	London W.13	20 - 30
Phoenix Steel Tube Co.	West Bromwich	150 - 200
Shaw Son & Greenhalgh Ltd.	Huddersfield	100 - 150
G.R.Stein Refractories Ltd.	Sheffield	50 - 60
Seatru Ltd.	Bristol	40 - 50
C & A Stewart Ltd.	Glasgow	20 - 30
Stephens Miraclo Extremultus Ltd.	Dukinfield, Cheshire	20 - 30
Senior Economisers Ltd.	Watford, Herts.	30 - 40
Spirax Sarco	Cheltenham	100 - 150
Sydney Smith Dennis Ltd.	Nottingham	80 - 100
Sunnybank Fabrication	Kirkham, Lancs.	30 - 40
Henry Righton	London N.1	20 - 30
Salmons Northfleet Ltd.	Gravesend, Kent.	15 - 20
Rose Engineering	Clacton-on-Sea	20 - 30
Rayne Foundry Eng.Co.	Braintree, Essex	40 - 50
Scandura Ltd.	Cleckheaton	30 - 40
Smith & Grace(Sales)Ltd.	Ipswich, Suffolk	15 - 20
Triangle Controls Ltd.	Ormskirk	60 - 80
Unit Superheater & Pipe Co.Ltd.	Swansea	300 - 350
Tridan Eng.Ltd.	Clacton-on-Sea	20 - 30
West Ltd.	Ipswich	30 - 40
W.S.Profiling Ltd.	Haverhill, Suffolk.	20 - 30
Walthamstow Engraving Ltd.	London E.17	20 - 30
Willingale (Eng.) Supplies Ltd.	Sudbury, Suffolk	15 - 20
Brush Transformers Ltd.	Loughborough	200 - 250
Associated Tapchangers Ltd.	London E.17	80 - 100
Bowthorpe EMP Ltd.	Brighton	100 - 120
CMP Glands Ltd.	Newcastle-on-Tyne	10 - 15
EMP Electric Ltd.	London N.17	15 - 20
Moriarty Ltd.	Colchester	40 - 50
British Rototherm Ltd.	Port Talbot	80 - 100
Ward Brooke Ltd.	High Wycombe, Bucks.	20 - 40
Webster Wilkinson Ltd.	Telford	30 - 40
Brush Switchgear Ltd.	Loughborough	Over 5000
Brush Elect.M/C Ltd.	"	"

MANUFACTURER:	LOCATION:	NO. OF EMPLOYEES
Brookness Ltd.	Adenshaw, Manchester	30 - 40
Crompton Instruments Ltd.	Northampton	100 - 150
Craig & Derricott Ltd.	Walsall	80 - 100
G.E.C. Measurements Ltd.	Stafford	450 - 500
G.E.C. Switchgear Ltd.	Manchester	450 - 500
Stone Platt Ltd.	Crawley, Sussex	100 - 150
Cutler Hammer Europa Ltd.	Bedford	150 - 200
NEI Bruce Peebles Ltd.	Edinburgh	450 - 500
Bijay Eng. (Scotland) Ltd.	Paisley	60 - 80
Painter Bros. Ltd.	Hereford	150 - 200
Loundsdale Electric Ltd.	Paisley	150 - 200
Felco Hoists Ltd.	Kingston-upon-Thames	100 - 150
Dale Electric of Gt. Britain Ltd.	Filey, Yorks.	200 - 250
Davenport Engineering Ltd.	Bradford	80 - 100
Aerex Ltd.	Sheffield	350 - 400
Davenport Metal Fabrication Ltd.	Leeds	40 - 50
Fenton's Maintenance	Hull	40 - 50
Galvanised Bolts & Nuts Ltd.	Halesowen	20 - 30
Inertia Switch Ltd.	Hartley Whitney, Hants.	30 - 40
Highfield Gears Ltd.	Huddersfield	80 - 100
Harrison & Clough Ltd.	Keighley	30 - 40
Kwikseal Prod. Ltd.	Chesham, Bucks.	20 - 30
Turboflex Ltd.	High Wycombe, Bucks.	40 - 50
Sigmund Pulsometer Pumps Ltd.	Reading	150 - 200
Delta Enfield Metals Ltd.	Enfield, Middlx.	150 - 200
Fletcher Stewart Ltd.	Derby	30 - 40
Entecon Ltd.	Camberley, Surrey	20 - 30
Hardy Spicer Ltd.	Birmingham	450 - 500
Mole Foundries Ltd.	Stourbridge, Worcs.	40 - 50
Warwill Ltd.	Gwent	30 - 40
B.D. Profiles Ltd.	Warley, W. Midlands	30 - 40
Flexitalic Gaskets Ltd.	Heckmonwike, W. Yorks.	20 - 30
Chas. H. Andrews Export Ltd.	London S.E.1	15 - 20
G.D. Underwood Ltd.	Sidcup, Kent.	15 - 20