

APPENDIX I
(referred to in paragraph 1.5)

The Commission's survey of the SWF industry in the United Kingdom

1. A questionnaire was sent to TWIL, whose reply was supplemented by further written evidence and by interviews.

2. A questionnaire for independent producers (see paragraph 2.6) was sent to the 15 companies which were reported to us by 31 May 1985 as having manufactured SWF during 1984. Fourteen of them replied substantially, in most cases with the help of an interview, although in half of these cases the accounting information requested was either not available or not completely so. The 15th company provided us with broad estimates of its relatively low sales of SWF and purchases of steel wire. On 22 November 1985 TWIL told us that there was a 16th independent producer, and we subsequently learned that two independent wire drawers had also produced plain wire fencing in 1984; we did not send these three companies a questionnaire but all of them supplied us with information regarding their sales of SWF. TWIL gave us information concerning sales during the first half of 1984 by Lilleshall, the 19th independent producer. Simplified versions of the questionnaire were sent to two companies which began to manufacture or to finance the manufacture of SWF in 1985; both gave full replies.

3. A questionnaire was sent to ASW, the only large producer of mild steel wire (apart from TWIL) in the United Kingdom; it replied fully.

4. A questionnaire was sent to each of the four main wholesalers (see paragraph 2.8), all of which replied substantially.

5. A questionnaire for independent importers of steel wire or SWF (see paragraph 2.7) was sent to nine importers (not also independent producers or main wholesalers) which had been brought to our attention by 30 September 1985. Of these, seven replied substantially enough, although many were unable to provide the accounting information requested, in some cases because they were only representatives of overseas companies. The other two said that they had not imported significant amounts of steel wire or SWF during 1984. On 22 November 1985 TWIL provided us with a longer list of importers. Most of those not included above were covered by the questionnaire referred to in paragraphs 6 and 7. Our estimates of imports in Table 2.1 are, however, based upon official figures.

6. A questionnaire was sent to 62 companies believed to be small wholesalers of SWF (see paragraph 2.8), which were identified from a variety of trade sources. The aim was to cover all such companies without sampling. In the event 20, including some listed by TWIL as its wholesalers, were found not to be dealers in SWF in 1984, leaving 42 of which 37 had replied by 8 November 1985, representing a response rate of 88 per cent. (See also paragraph 9.33.)

7. The questionnaire for small wholesalers was also sent to a sample of 338 retailers, agricultural distributors and end-users, drawn from a variety of trade sources, there being no single comprehensive record available of the thousands of purchasers of SWF that there were generally believed to be. A random process was used to select a representative list of purchasers from each of the majority of sources. In a few cases information was available to allow us to select a higher proportion of relatively large purchasers of SWF, and to exclude those likely to have purchased less than £1,000 in 1984. In a few other cases the source information was so limited that an entire list of customers had to be accepted as representative. The sizes of the lists were then adjusted to ensure as far as possible a balanced coverage, the deletion of duplicated names, and the deletion of further names by a random process until a list of 400 names (including those of the 62 believed to be small wholesalers) was obtained. This was the number thought likely to produce a significant number of responses for each category of purchaser that we would probably be concerned with.

8. By 8 November 1985, 55 of the 338 selected retailers, agricultural distributors and end-users were found to have purchased less than £1,000 of SWF during 1984 and were removed from the inquiry. Another eight were deleted because each was part of the same organisation as another selected firm which was asked to respond on behalf of both. Of the remaining 275, 190 had replied representing a response rate of 69 per cent.

9. As the source information was not comprehensive, it was envisaged that a few small wholesalers with significant trade in SWF might be selected in the sample of retailers, agricultural distributors and end-users. Replies from four small wholesalers found in this sample have been included amongst the replies of small wholesalers in the analysis of questionnaire results. This left 186 replies from retailers, agricultural distributors and end-users, and 41 from small wholesalers.

British Standards

British Standards Institution: functions and organisation

1. The British Standards Institution (BSI) is the recognised body in the United Kingdom for the preparation and promulgation of national standards in all fields. Its main function is to draw up voluntary standards by agreement among all the interests concerned and to promote their adoption. Standards are being prepared or revised at any one time by some 1,000 active Technical Committees. There is also a Quality Assurance Council, responsible for BSI's certification, assessment, testing and inspection activities (see paragraph 9). Under this Council is a structure of representative supervisory and advisory committees, similar to the Technical Committees, but smaller in number.

BS 4102

2. BS 4102 was first introduced in 1967. As noted in paragraph 2.29, it currently specifies requirements for barbed wire, chain link, stock fencing, welded mesh and plain wire fencing. Generally, requirements are included for the quality of wire (for example, that it should be free from internal and surface defects which could affect its performance); wire diameters before and after coating; tolerances for deviations from these diameters; and tensile strengths. For particular sorts of SWF, the requirements include, for barbed wire, the distances between barbs and the way in which they should be twisted around the single or double strands of line wire; for chain link and stock fencing, widths and mesh sizes; and for plain wire fencing, nominal lengths per 100 kg for different wire diameters and tensile strengths. In addition, for chain link, welded mesh and plain wire fencing the specifications differ in certain cases according to whether the coating is zinc; zinc and plastic-coated (called Grade A plastics coated wire); or only plastic-coated (called Grade B plastics coated wire). Specifications are also given for plastic coatings which have been proved in service and shown by experience to protect the wire completely for at least ten years provided that the coating is not mechanically damaged; it is also strongly recommended, for reasons of colour fastness, that the plastic be either green or black. For all the types of SWF included in BS 4102, the zinc coating, if any, is required to comply with BS 443, with the exception noted in paragraph 5.

3. BS 4102 also specifies that each coil of SWF should be securely tied and labelled according to its type, size and tensile strength. Each manufacturer is responsible for routinely inspecting and testing that its SWF complies with the standard.

4. BSI said that deer fencing, as such, did not appear in the new version of BS 4102, but a wider width of fencing had been included which could cover deer fencing. It had also been suggested by some members of the Technical Committee that deer fencing was often made by placing two smaller widths of stock fencing one on top of the other; as far as was possible this practice was covered in the new BS.

BS 443

5. BS 443 was first introduced in 1932. BS 443:1982 sets out requirements for chemical methods of testing the quality of zinc coatings, and for the methods of determining the adhesion, surface regularity and mass of zinc coatings. It specifies that the zinc coating should remain firmly adherent when the coated wire is wrapped six close turns round a mandrel (ie cylinder) with a diameter four times that of the wire (five times for thicker wire). As an exception, BS 4102:1986 states that this test should be carried out on a mandrel of its own diameter in the case of wire for chain link, stock fencing and welded mesh.

Exclusion of certain coatings

6. The requirements of BS 443:1982 are such that they exclude the relatively thinly coated 'commercially' galvanised wire. BSI said that the Technical Committee revising BS 4102 felt that the exclusion of commercially galvanised wire reflected practical usage and the sort of performance that the user would expect. BSI had no test data comparing the lives of commercially galvanised and BS 443 wire, but commented that it was generally accepted that the thicker the coating the longer the life.

7. BS 443:1982 does not cover coatings which are less than 99.5 zinc, and thus excludes the newly developed zinc/aluminium alloy (95 per cent zinc) referred to in paragraphs 8.82 and 8.83, and other such new alloys. BSI told us that the Technical Committee revising BS 4102 had decided that the products to be specified in the new BS should have a lifetime of ten years. There was insufficient evidence about the lifetimes and methods of testing of the new alloys; a working party had been set up to look into them and it was possible that, when it reported, they would be included by issuing an amendment to BS 4102.

Other related BS

8. *BS 1722* sets out requirements for the erection of fences made from SWF and other materials. Other relevant BS are *BS 2571*, which concerns types of PVC; *BS 2782*—Testing of PVC; *BS 970*—Steel specifications; *BS 3436*—Zinc grades; *BS 5781*—Measurement and calibration systems.

Certification and assessment

9. BSI operates a number of quality assurance assessment schemes under *BS 5750*, one of which deals with fencing contractors' methods, and it plans to develop another one in respect of the manufacturers of all types of fencing.

10. BSI also operates two certification marking systems: the *Kitemark*, BSI's certification trade-mark, first used in 1903; and the *Safety Mark*, introduced in 1974. A licence to use the Kitemark or Safety Mark is granted to any manufacturer or producer which demonstrates to BSI that it can and will be able to make that product consistently to the requirements specified in the relevant BS. No SWF manufacturer has yet applied for certification under either system.

APPENDIX 3
(referred to in paragraph 3.51)

TWIL's research and product development

*Details omitted.
See note on page iv.*

*Details omitted.
See note on page iv.*

TWIL's patents

1. In the late 1960s a number of manufacturers started supplying barbed wire incorporating only one line of high tensile wire, with the intention of providing a cheaper form of barbed wire but with a similar breaking strain. This barbed wire was made by them under patent licences. Rather than take out a licence Tinsley Wire Industries Limited (as it was then) devised its own type of single strand barbed wire which was patented in 1968 (patent number 1,174,691). This patent expired in September 1984. Only small quantities of barbed wire have been manufactured by this method.

2. In the early 1960s Barnards devised a special winding-up mechanism for chain link fencing which enabled the finished roll to be wound to smaller dimensions. A patent was taken out in 1966 (patent number 1,109,582). Other companies devised their own methods of producing tight-wound rolls of chain link, among them being ARBED SA of Luxembourg and Wafios Maschinenfabrik of Germany. The Barnards patent expired in 1982.

3. In the early 1970s it was thought that there could be sales potential in chain link with plastic strips through the meshes to make it relatively opaque. Barnards designed a device for pulling the strips into the mesh, which was patented in 1973 (patent number 1,442,698). This was a very slow method, and an improved one was designed and patented in 1979 (number 2,051,621). The earlier patent was allowed to lapse but the later patent remains in force. It covers the method of incorporating the strips in the mesh but does not cover the 'peep-proof' product itself. There has not, however, been any demand for such a product.

4. The companies of the TWIL Group have always had access to technical knowledge held by Bekaert. For a number of years this right of access to technical knowledge has been set out in a series of technical assistance agreements with Bekaert. These agreements specifically state that they do 'not imply the granting of any licence by one party to the other under any special "know-how" arrangement or under any patent relating to the field and each party shall remain free to grant or not to grant such licence and to determine and negotiate the terms thereof'. There are no such know-how or patent licences relating to SWF.

5. Through this access to Bekaert's technical knowledge certain SWF products have been introduced into the United Kingdom by TWIL:

(a) *Motto Barbed Wire*. 'Motto' is a trade-mark registered by Bekaert covering a particular type of barbed wire. This barbed wire was a Bekaert invention first patented about 1930, incorporating two high tensile line wires of a thinner diameter than low tensile wire, with the line wires between alternate barbs being twisted in opposite directions. As with single strand barbed wire the aim is to provide a barbed wire which has the same breaking strain but is cheaper per unit length than conventional barbed wire. Under licence agreements with Bekaert, Tinsley Wire (Ireland) Limited is a registered user of the Motto trade-mark in Northern Ireland and Rylands is a registered user in Great Britain. The product itself is not covered by any patents or licence agreements, and standard machinery is available for its manufacture.

(b) *Trimfence*. For a number of years a form of plastic-coated welded mesh has been on sale on the Continent as an alternative to chain link fencing. Bekaert sells such a product under the name of 'Pantamet'. Some years ago TWIL introduced the product under the registered trade-mark 'Sentinel Trimfence'. There is no design or other restriction on the introduction of a similar product by other manufacturers.

6. In 1984 TWIL introduced a new form of welded mesh fencing panel for which a Registered Design (number 1,019,668) has been granted and the name 'Paladin' has been registered as a trade-mark (number 1,222,079/84735). The panel was designed to fill a gap in the security fencing market at an economical price. The development of this product was carried out solely by TWIL.

Source: TWIL.

APPENDIX 5
(referred to in paragraph 8.8)

TWIL's letter to Universal, November 1980

Mr Z Tomczyk
Universal Przedsiębiorstwo
Bandlu Zagranicznego
Al. Jerozolimskie 44
WARSAW
Poland

TWIL
Limited
Registered Office
PO Box 119
Shepcote Lane
Sheffield S9 1TY
Telephone: Sheffield
(0742) 445301
Telex: 54135
Telegrams: TWIL
Sheffield
Registered in England
No 1261902

Your ref
Our ref JF/JMB
Date 27 November 1980

Dear Mr Tomczyk

We have pleasure in confirming the offer made during our visit to Universal, and which we discussed at length. It was as follows:

1. We would like to sell Polish nails in the U.K. and Ireland for you on an exclusive basis.
2. Because of our strength in the market, we have access to all the major distributors of nails and wire products. We have control of approximately 40% of the nail market, and 70% to 100% of every other wire product, eg Netting, Field Fence, Barbed Wire, Chain Link, etc.
3. We would guarantee to take from you in the first 12 months, a minimum of 2,000 tonnes (at 500 tonnes per quarter), and we would expect this figure to increase to a minimum of 3,000 tonnes within two years.
4. The price we would pay you for nails delivered during the first three months of the contract would be that price which you were obtaining for the three months prior to the start of the contract. For the second three months of the contract, we would pay you a minimum of 10% over this price. Thereafter, the price would be related to our net selling price for British nails. We are not certain whether we will be able to increase prices in 1981, but if we do, then whatever percentage increase is applied to British nails, we will also apply this to our buying price from you. This means that for 1981, for the first three months of our contract, you will receive the same price at which you sold to your agent for the previous three months (this assumes no major uplift in your price during this period), and thereafter through 1981, a minimum 10% increase on the first three months price. If we are successful in increasing British prices, then you will see an additional benefit from this.
5. We will guarantee that our price to you for Polish nails follows the price movement of British nails.
6. We trust you will see the benefits of this arrangement, as we feel that by handling your nails, we will both see the good results of higher prices, and you will have the added benefit of increased volume. We would stress that we do not see this arrangement as a short-term one, as we have closely examined your arrangements with the Bekaert Group, and have decided that we wish to operate in the same way on a long term basis. It is, therefore, very important, because of our good name in the market for service and quality, that you endeavour to provide us with continuity of service and quality.

A M GILLAN *Company Secretary*

7. Our undertaking to expand the sales of Polish nails to 3,000 tonnes per annum is conditional upon an exclusive agency for the import and sale of Barbed Wire. We have explained to you that the British market mainly buys to the British standard which is a heavily galvanised zinc coating. Your material has a very light coating of zinc and will, consequently, only give about 50% of the life of the British product. This factor is now becoming apparent to farmers who have purchased Polish barbed wire. Consequently, although we would try to expand sales of Polish barbed wire, we believe that it will become more and more difficult to achieve this. Nevertheless, we would undertake to guarantee a minimum quantity of 500 tonnes per annum, and use our best endeavours to increase this. We would also try to obtain better prices, but again, we could give no guarantee.
8. Finally, you asked for details of our Group, TWIL Ltd. We have a wire-drawing capacity of over 350,000 tonnes, the major portion of which is transformed into galvanised wire and fencing products. We have factories throughout the U.K. and Ireland, and our market share of every single product we sell is not less than 30%, and in the majority of products, between 70/100%. We sell nails and fencing products through all the major distributors (wholesale), and have, as you will see from our market share, very strong connections with those customers. This is why we know we can improve your position in the U.K. market to the advantage of both of us.

Yours sincerely

J FOULDES
Chief Executive

Enclosure: TWIL Group Brochure.

APPENDIX 6
(referred to in paragraph 8.11)

BISPA's letter to the Polish Embassy, April 1979

The British Independent Steel Producers Association
Sheffield Regional Office: 4 Melbourne Avenue, Sheffield S10 2QL

Tel: 663291 STD (0742)
Telex: 54350

Mr M J Wieniewski
Commercial Attache
Polish Embassy
15 Devonshire Street
LONDON W1

EE/BH

30th April 1979

Dear Mr Wieniewski

Mr Newbould and I were glad to meet you and your colleagues and the representatives of your Agents in London on April 24th, and agree with you that the discussions were useful. We have noted all the points that were made, and especially that attention will be devoted to the pricing policy regarding Polish barbed wire sold in this country. On our side we shall take no action to further our anti-dumping approach during at least the next two months. We look forward to meeting you again in about two or three months' time.

At that time we should also like to discuss with you and your colleagues the question of imported Polish nails.

I am sending copies of this letter to all the people who were present on April 24th.

Yours sincerely

E ELLIOTT
Wire Product Group Manager

APPENDIX 7
(referred to in paragraph 8.22)

Changes in TWIL's chain link prices as notified in its supplementary price lists, November 1981 to February 1982

A. PVC coated with a galvanised core

Price changes made in Feb 1982	Standard no of line wires	2		3						4			5							
		Mesh × Wire mm mm	900mm	1-05m	1-20m	1-40m	1-50m	1-70m	1-80m	2-00m	2-15m	2-30m	2-40m	2-60m	2-75m	2-90m	3-05m	3-20m	3-35m	3-50m
+ 10%	25 × 2-65/ 2-00	110-72	135-53	148-70	172-02	193-64	219-46	210-39	247-83	266-42	285-05	280-76	322-16	321-64	360-65	377-95	396-58	415-13	433-75	419-58
	40 × 2-65/ 2-00	51-11	62-54	68-79	79-43	89-38	101-09	97-07	114-36	122-92	131-50	129-13	148-73	148-49	167-09	174-38	183-06	191-53	200-10	192-71
	40 × 3-15/ 2-24	66-86	81-93	89-87	104-10	117-05	132-70	126-74	149-83	161-01	172-28	169-33	194-70	194-20	218-81	228-48	239-69	250-95	262-12	251-90
	40 × 3-55/ 2-50	75-82	92-95	101-77	118-18	132-75	150-43	144-12	169-89	182-57	195-36	192-10	220-70	220-68	248-19	259-03	271-79	284-54	297-26	288-23
	45 × 2-65/ 2-00													130-51						168-50
	45 × 3-15/ 2-24													165-50						211-65
	50 × 2-65/ 2-00	43-52	53-32	58-25	66-96	76-17	86-25	81-81	97-45	104-78	112-00	108-72	126-68	126-49	142-60	148-57	155-83	163-18	170-52	162-06
No Change	50 × 3-15/ 2-24	54-26	66-48	72-70	83-82	94-94	107-55													
	50 × 3-55/ 2-50	62-28	76-25	83-25	96-13	108-96	123-43													
	50 × 4-00/ 3-00	78-06	95-64	104-68	121-17	136-95	154-80													
- 2.5%	50 × 3-15/ 2-24							102-80	121-51	130-61	139-71	136-71	157-93	159-07	177-72	185-27	194-39	203-46	212-62	204-07
- 5%	50 × 3-55/ 2-50							117-00	139-39	149-90	160-32	155-93	181-07	179-42	204-04	212-59	223-09	233-56	243-97	232-17
	50 × 4-00/ 3-00							147-73	174-84	187-99	201-11	196-78	227-32	226-26	255-93	266-72	279-50	292-93	305-99	292-85
- 7%	50 × 4-75/ 3-55	113-21	138-69	151-63	175-79	198-07	224-44	214-44	253-48	272-49	291-56	286-16	329-57	328-40	369-94	386-56	405-61	425-15	443-62	426-30

Note: Unless indicated otherwise the figures in this appendix represent the prices in £ for 25mm rolls (including line wires) of chain link as notified in TWIL's supplementary price list, November 1981.

B. Galvanised

Price changes made in Feb 1982	Standard no of line wires	2		3						4			5									
		Mesh × Wire		900mm	1·05m	1·20m	1·40m	1·50m	1·70m	1·80m	2·00m	2·15m	2·30m	2·40m	2·60m	2·75m	2·90m	3·05m	3·20m	3·35m	3·50m	3·60m
		mm	mm																			
+ 10%	12·5 × 1·50	101·02	123·82	132·58	152·09	171·84	202·12	184·88	219·07	235·55	248·66	245·98	284·90	282·28	319·55	334·16	350·67	367·09	383·44	369·77		
	25 × 2·00	63·78	78·10	83·63	96·17	109·16	122·95	116·94	138·19	148·63	159·00	155·58	179·73	179·16	202·26	210·88	222·70	231·61	241·95	231·69		
	25 × 2·50	83·46	102·02	109·45	125·69	141·62	160·59	153·34	180·56	194·08	207·69	203·98	234·77	235·06	263·66	275·36	288·91	302·50	315·98	305·31		
	40 × 2·00	38·06	46·70	49·96	56·80	64·80	73·42	69·07	82·64	88·75	94·94	91·83	107·34	106·13	121·54	125·91	132·11	138·34	144·49	136·34		
	40 × 2·50	50·49	61·87	66·40	76·23	85·95	97·38	92·80	109·55	117·79	126·00	123·46	142·41	142·29	160·63	167·09	175·26	183·55	191·68	183·46		
	40 × 3·00	70·27	86·14	92·52	106·31	119·57	135·52	129·01	152·46	163·90	175·31	172·11	198·27	198·16	223·27	232·46	243·96	255·32	266·74	256·05		
No Change	50 × 2·00	32·94	40·34	43·82	49·81	56·07	63·59	59·42	71·53	76·80	82·21	80·18	92·84	91·70	105·32	108·00	114·30	119·74	125·12	117·52		
	50 × 2·50	42·92	52·59	56·32	64·45	72·90	82·64	78·09	93·03	100·05	106·96	104·04	120·96	120·18	136·65	141·87	148·81	155·82	162·87	154·79		
	50 × 3·00	55·93	68·52	73·60	84·13	95·09	107·80															
- 5%	50 × 3·55	79·44	97·04	104·43	119·44	135·07	152·97															
	50 × 3·00							101·63	121·30	130·37	139·46	135·85	157·61	156·31	177·97	184·91	194·02	203·11	212·23	201·52		
+ 5%	50 × 3·55							145·41	172·34	185·04	197·96	193·80	223·76	223·25	252·03	262·55	275·43	288·39	301·32	289·28		
	50 × 5·00	153·71	188·29	202·15	232·15	261·50	296·31	282·07	333·41	358·34	383·35	376·49	387·43	432·02	486·16	508·33	533·42	558·38	580·77	560·99		
+ 10%	75 × 2·50	32·19	39·38	42·29	48·33	54·71	62·03	58·21	69·79	74·98	80·25	77·41	90·64	89·80	102·86	106·41	111·57	116·88	122·10	114·49		
	75 × 3·00	43·04	52·68	56·79	64·25	73·15	82·91	77·84	93·31	100·29	107·29	103·37	118·09	121·14	137·39	142·31	149·25	156·20	163·24	153·71		

Galvanised

C. PVC coated with high tensile bright core

Price changes made in Feb 1982	Standard no of line wires	2		3						4			5							
		Mesh × Wire mm mm	900mm 1-05m	1-20m 1-40m 1-50m 1-70m 1-80m 2-00m 2-15m	2-30m 2-40m 2-60m	2-75m 2-90m 3-05m 3-20m 3-35m 3-50m 3-60m														
+ 10%	{	45 × 2-50/ 1-70											105-14						136-10	
		45 × 3-15/ 2-24												148-24		170-85				191-99
		50 × 2-50/ 1-70	34-24 41-86	44-93 51-25 57-59 65-37 62-46 74-45 80-05	85-65 83-35 96-77	98-25 109-19 113-58 119-19 124-73 130-34 123-45														
Varied between +14-4 and around -3-5%	{	50 × 3-15/ 2-24	48-28 59-12	63-78 73-08 81-38 92-20 89-00 105-14 112-96	120-86 118-74 136-61	140-10 153-95 160-30 168-18 176-38 183-90 176-57														
		50 × 3-55/ 2-50	54-61 66-84	71-74 82-50 91-94 97-11* 100-54 118-83 127-74	136-61 133-74 154-44	158-24 174-13 181-15 190-11 199-07 207-88 202-73														
		50 × 4-00/ 3-00	71-14 87-09	94-04 107-37 119-91 135-86 131-11 154-82 166-41	178-12 174-56 201-31	200-81† 226-37 236-15 247-76 259-42 270-97 260-06														

* + 14-4%

† - 3-8%

APPENDIX 8
(referred to in paragraph 8.61)

Mr Bindoff's letter to TWIL, April 1978

cc Mr J N Duncan

Mr J Fouldes
TWIL Limited
PO Box 119
Shepcote Lane
SHEFFIELD S9 1TY

JF/IB

TBB/KV

5th April 1978
(dictated 4th April)

Dear Jim

I should thank Les and you again for the further time expended this morning at Watford.

It is understood that, although Mr Veys found my letter of 22nd March a fair resume of our meeting on the previous day, you do not believe that it was a correct recording, particularly in the case of the second paragraph. In the meanwhile, it does not appear that there is any aspect of a price understanding which would be practical and I should reiterate my absolute rejection of anything which is contrary to both the spirit and application of free trading principles.

In the interim, you intend to give me notice should you decide to stop inserting our labels into certain chain link supplies. Similarly, if you feel that you need to implement a delivery surcharge on supplies to Evanton. The latter especially must affect our targets for 1978.

May I suggest that progress at our next meeting with Mr Veys on April 20th would probably be assisted if you could provide an agenda.

With best wishes to you and Les.

Yours sincerely
CROGGON & CO LTD

T B BINDOFF
MANAGING DIRECTOR

cc Mr M Veys
Mr L G Potts

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- Barbed wire**
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- Bekaert** *see* N V Bekaert SA; Tréfileries Leon Bekaert
- BISPA** *see* British Independent Steel Producers Association
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