



Welcome to GAP books, publishers of Dun & Bradstreet business directories & ELC International business titles.

GAP Books is a well established, award winning business directory publisher with a proven track record.

As a directory publisher with over 40 years experience, GAP Books publishes all Dun & Bradstreet UK-based directories and is sole sales agent for all UK D&B print products world-wide.

Dun & Bradstreet Directories list not only the top 800,000 companies in the UK and Ireland but have substantial intelligence on the structure of group companies throughout the world.

GAP Books also publish & distribute all ELC International Business titles, including Asia's 10,000 Largest Companies & Europe's 15,000 Largest Companies.

ELC International directories provide even more insight on global & localised markets and offer vital information on key businesses worldwide.

Our successful portfolio of directories offer comprehensive company information for a wide range of businesses & industries & all of our publications are now available in a digital PDF format.

Dun & Bradstreet directories published by GAP Books:

- Key British Enterprises
- Who Owns Whom
- Business Registers

ELC directories published by GAP Books:

- Asia's 10,000 Largest Companies
- Europe's 15,000 Largest Companies

International Dun & Bradstreet titles available from GAP Books:

- Principal International Businesses

2018/19 Product Catalogue



“Key British Enterprises – Your most extensive and reliable guide to the UK’s top 50,000 companies”

Key British Enterprises 2018 is a multi-volume, leading business directory providing a direct insight into the financial position, size and industry sectors of those companies at the heart of the UK’s economy.

The directory consists of 3 volumes containing alphabetical UK company listings and a 4th volume packed with cross-referenced indexes and company rankings.

Volumes 1-3

Within volumes 1-3 you will find over 50,000 UK businesses listed alphabetically.

Each standard business entry includes, where available, nearly 30 pieces of impartial company information including:

- Full legal name
- Date of formation
- Headquarters address
- Legal status
- Telephone number
- Fax number
- Company registration number
- Issued capital
- Location of branches
- Principals’ names
- Line of business
- Number of employees
- Trading style
- Sales Turnover
- Export sales turnover
- Export indicator
- Export markets
- UK SIC codes
- US SIC codes
- Parent company
- Bankers
- VAT no.
- Auditors
- Profit figure
- Net worth
- Working capital
- DUNS number
- Website address

What types of companies are included?

Key British Enterprises 2018 provides information on companies engaged in all types of business activity including business sectors and industries from Agriculture to Wholesale.

What’s more, you can be sure that each company listed within the directory has been chosen to appear on the basis that they meet at least one if not all of the following criteria:

- All UK businesses with a sales turnover in excess of £7 million
- All UK businesses with total assets in excess of £20 million

Volume 4 of *Key British Enterprises* includes key reference material indexed by industry, location and principals’ names together with the following company rankings:

- Within counties by employee
- By employee size
- Within industrial grouping by employee
- By sales turnover

DUNS 22-873-0776

G 4 S Security Services (Isle of Man) Ltd.

(Subsidiary of: GROUP4SECURICOR Cooperatie W.A.)

Isle of Man Business Park, Douglas, Douglas, Isle of Man IM2 2SE

Tel: 01624-649000 Fax: 01624-649049

Web: www.securicor.co.uk

Reg No: 0003237M Estd: 1970 Private Limited Company

Line of Business: Security organization providing security systems and guard services

Issued Capital: £1,000

Principals: M Moore (Chairman), S McCudden (Managing), C E Wenham, P D Howes, E Quine, P Turner, K Harrison

Responsibilities

Finance: Lana Marriott (Accounts Manager)

Marketing, Sales: Stuart McCudden (Managing Director)

Personnel: Desiree Armstrong (Head of Personnel)

IT, Network, Telecoms: Colin Home (Operations Manager)

Fleet: Garry Milligan (Transport Manager)

Purchasing: Hannah Fox (Management Secretary)

US SIC: 7393 UK SIC: 83954

Bankers: National Westminster Bank Plc (60-07-03)

Employees: 150

Key British Enterprises can help your business with:

- Sales and marketing campaigns
- Targeting prospective clients
- Assessing credit policies
- Competitor analysis and research
- Locating the best suppliers
- Headhunting of the UK’s most senior business leaders

Who uses Key British Enterprises?

- Information Professionals
- Market Researchers
- Business Development Managers
- Sales and Marketing Executives
- Business Analysts
- Managing Directors
- Financial Directors
- Recruitment Consultants

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If you are currently looking for up-to-date and accurate new business leads, but want to do without the fuss of lengthy research, this is where D&B Business Registers can help.

Whether you promote your company using telesales or field sales D&B Business Registers provide you with the essential sales leads for your region. D&B Business Registers are available in the form of 34 easy-to-use directories, covering the whole of the UK and Ireland.

Within each volume you will find:

Around 20,000 different businesses listed, each with more than 5 employees or an annual sales turnover in excess of £250,000. In addition to company name and address, D&B Business Registers will provide, where available:

- Telephone numbers
- Fax numbers
- Head office and branch information
- Names of directors, partners or proprietors
- Industry sector
- Turnover, profit and loss
- Number of employees
- Net worth
- Standard Industrial Classification code
- Business activity description

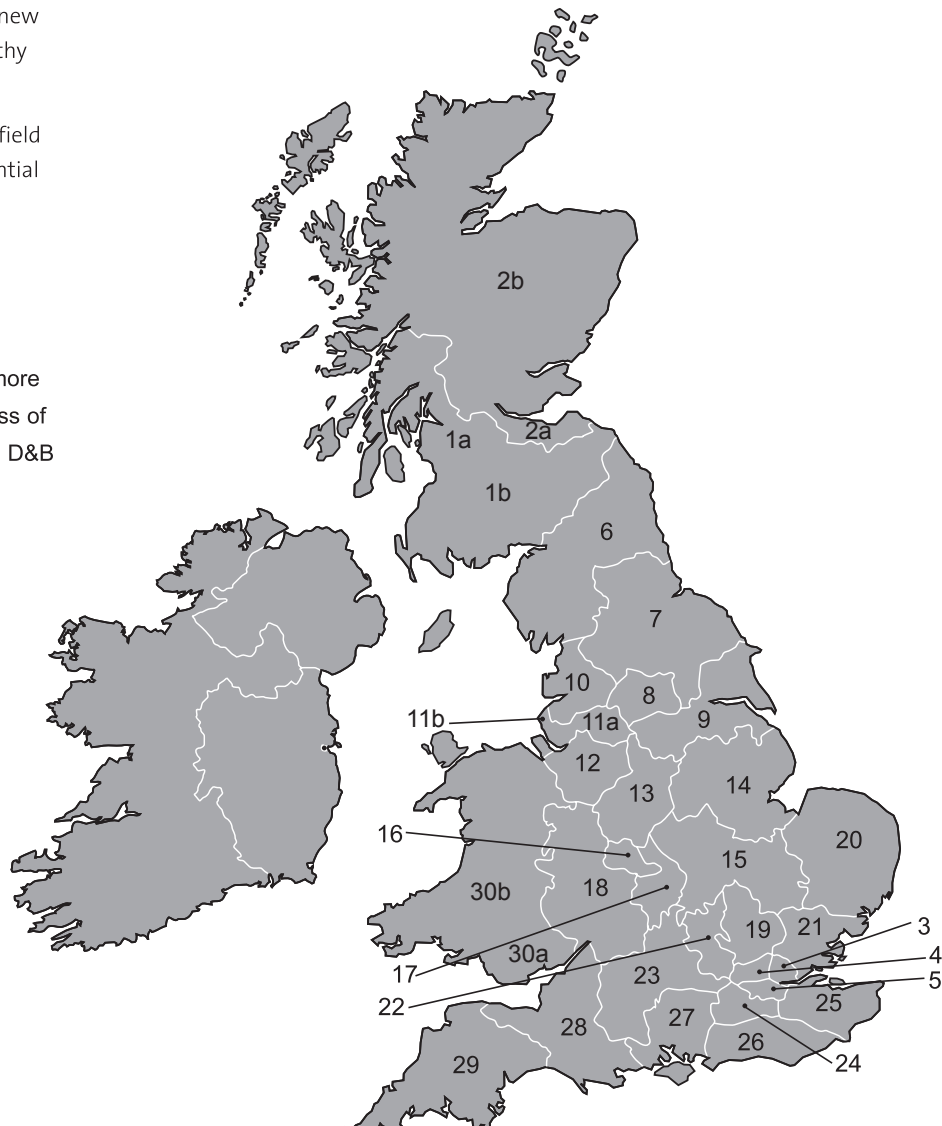
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All records in D&B Business Registers are assigned the unique D&B 'risk indicator', which scores each business from 1-4 with 1 = minimal risk and 4 = significant risk.

As the world's leading supplier of corporate credit risk information, D&B are confident that the D&B 'risk indicator' can help you accurately assess the risk of doing business with each new customer or business partner you source, as well as evaluating the credit risk of existing customers.

5 great reasons to order your local D&B Business Register today:

- Instantly target new business opportunities in your region
- Qualify leads effectively without the need for expensive market research
- Build local market knowledge
- Perform local competitor analysis
- Assess business risk for any potential customer in your region, using the unique D&B 'risk indicator'



To order today simply choose the volume(s) you require from the map above and complete the *D&B Business Register* order form on the reverse of this brochure.



'Who Owns Whom - your most comprehensive guide to the corporate structure of 3.5 million businesses worldwide'

Who Owns Whom was first published in 1958 and currently provides accurate and reliable information on the corporate structure of over 3,500,000 businesses worldwide - proving to be a key source for anyone researching information and developing business initiatives.

The directory is available as a complete set of 16 volumes, or in the following 7 regional sets:

- United Kingdom & Ireland – 2 volumes with over 395,000 entries
- West Europe – 3 volumes with over 790,000 entries
- North Europe – 2 volumes with more than 365,000 entries
- South, Central & East Europe – 3 volumes with over 870,000 entries
- North & South America – 2 volumes with more than 330,000 entries
- Australasia, Africa & Rest of Asia – 2 volumes with over 270,000 entries
- Far East – 2 Volumes with more than 400,000 entries

What's More – with no size criteria for entry, you can be sure that Who Owns Whom gives you unique worldwide coverage. It includes all corporate groups across all industries, ranging from one parent and subsidiary to multinationals with subsidiaries in many different countries.

Who Owns Whom contains information that will allow you to find out:

- Who the immediate or ultimate parent company is
- How many organisations belong to the same group
- Who the company parents and subsidiaries are
- Whether there are any sister companies

But that's not all – Each regional directory is split into two sections, making it easy to investigate anything from prospects, competitors and geographical locations.

Section 1: Corporate Family Trees

This section lists Corporate Family Trees in alphabetical order by ultimate parent company name. Each entry includes head office address, business activities of the group, and a complete breakdown for the family tree for all the subsidiaries.

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 . Barker Chemical Products Ltd England
 . Campbell Plastics Ltd England
 . Joshua Fitting Co. Ltd England

Section 2: Index of Subsidiaries

This section is an index of subsidiary companies based in each geographical volume showing subsidiary/ultimate parent relationships.

Bear Archer Packaging Ltd, England BEAR ARCHER PLC

Bearwell Construction Ltd, Wales BEARDWELL FINANCIAL HOLDINGS LTD, Canada

Beaside Enterprises Group (Dublin) Ltd, Ireland
Beaside Enterprises Group (Oban) Ltd, Scotland
Beaside Enterprises Group (Leeds) Ltd, England
 BEASIDE HOLDINGS PLC, USA

Who Owns Whom 2018/19 directories give your organisation a competitive advantage in the following areas:

- **Sales** – locate and identify prospects from the same corporate family as your existing customers
- **Marketing** – pinpoint agents or distributors with relevant worldwide networks for promoting your company's products and services
- **Credit Control** – quickly evaluate the corporate affiliations claimed by new customers
- **Purchasing** – improve discount negotiations by identifying those suppliers who are part of a larger group with whom you already trade
- **Corporate Development** – select suitable candidates for possible mergers and acquisitions
- **Competitor Analysis** – check out the complex corporate structure of international or domestic competition
- **Research** – find swift answers to the most difficult ownership questions posed by colleagues and customers

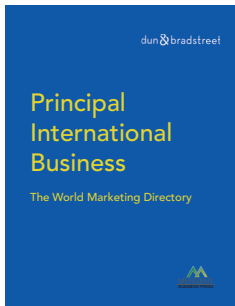
For the last 50 years, Who Owns Whom has been recognised as the primary source for anyone who needs to know about the world of company ownership.

Order your copy today!
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Principal International Businesses 2018



Published October 2018



“It is now as easy to trade across international boundaries as it is to trade solely within a domestic market. D&B international titles make this process even easier”

Dun & Bradstreet Principal International Businesses

The 2018 Principal International Businesses is a world marketing directory presenting up-to-date information on approximately 50,000 leading enterprises throughout the world.

The directory has been designed in the belief that current marketing information presented in one volume on the world's most important businesses would be an invaluable tool to any businessperson.

By drawing upon its thousands of reporters and correspondents worldwide, D&B has been able to collect and verify current reliable information.

Utilizing computer printing techniques, information has been brought to the international marketplace with greatest possible speed. The result is not simply the first and only marketing directory of this size and scope in existence, but a landmark of technology and business organization placed at the service of the international businesses community.

Because Principal International Businesses is thoroughly revised and published annually, each edition is an up-to-date, accurate and useful guide to increasing sales and profits for its users.

Listing Qualifications:

The companies included in Principal International Businesses have been selected from D&B's database and are the largest employers worldwide. The selection of businesses listed is exclusively that of D&B; no firm has solicited a listing. Firms listed will fall into one of the following activities: manufacturing, wholesale trade, retail trade, construction, mining, communications, power generation and distribution, transportation, agriculture, forestry and fishing, autonomous government entities, financial institutions, insurance companies, real estate firms, and other service businesses.

Principal International Businesses covers such a large segment of the world business community, it can be of great service in the fields of marketing, sales, finance, economics, research – or in any area where current, accurate and in-depth information is needed.

Principal International Businesses can be used effectively by marketing and sales management personnel to:

- Increase profit potential by directing salespersons to large volume prospects
- Research businesses with greatest buying power by building sales-producing prospect lists
- Reduce expenses by locating better and/or supplemental sources of supply
- Contact decision-makers directly using chief executive names and titles
- Increase market share by accurate planning of sales campaigns
- Determine new sales territories by studying markets according to lines of business and locations
- Readily identify parent locations of subsidiary companies
- Select prospects according to line of business and location
- Improve direct mail, promotional and research efforts

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“These volumes are worthy of consideration by academic business libraries and large public reference collections.”

-Reference Reviews

GAP Books publish & distribute all ELC International business directories - including Asia's 10,000 Largest Companies & Europe's 15,000 Largest Companies. These comprehensive directories provide even more insight on global & localised markets and offer comprehensive information on key businesses worldwide.

Asia's 10,000 Largest Companies 2018 is the ideal solution for anyone who wants up-to-date financial and contact information on Asia's most important companies in the following countries: Hong Kong, India, Japan, Malaysia, Philippines, Taiwan, Indonesia, South Korea, Singapore, Thailand and China.

Europe's 15,000 Largest Companies 2018 is the ideal solution for anyone who wants up-to-date financial and contact information on Europe's most important companies within just some of the following countries listed within the directory: France, Germany, Netherlands & Spain.

Published in convenient one volume hardcovers, these latest editions offer excellent value for money and will prove an essential reference source for your corporate research departments and business or public libraries.

Both regional volumes list the 500 most profitable companies – and the 500 biggest money losers. There is an extensive Trade Index based on International Standard Business Codes – details of which are also included and an Alphabetical Index providing full contact details.

Also included are lists of the top companies in the following industry sectors: Banks; Mining, Agriculture & Construction; Manufacturing; Food & Tobacco; Chemicals & Pharmaceuticals; Wholesaling; Retailing; Transportation & Oil; Publishing; Communications; Hotels & Restaurants; Business & Personal Services; Insurance; Utilities.

Within each directory, individual information for each company comprises:

- Rank based on most recent reported results
- Industry sector
- Sales and % change in sales
- Profits
- Profits as % of sales, assets and equity capital
- Number of employees and sales per employee
- Assets
- Year established
- Name of Chairman or next most senior executive
- Full company contact details including web sites & email (where possible)

United Kingdom (Ranked by sales)

Rank	Company	Industry	ISIC codes	Turnover (£ million)	% Change in turnover
1251	Vodafone Connect Ltd.	Retail	5989	731.7	
1252	Aviva Central Services UK Ltd.	Insurance	6411	730.0	-18%
1253	Malthurst (U K) Ltd.	Retail	6719 5541	729.7	
1254	Mars Chocolate UK Ltd.	Food & Beverages	2066	729.6	294%
1255	Constellation Europe Ltd.	Food & Beverages	2084	728.9	14%

Chivas Brothers Ltd. 1892
111-113 Renfrew Road Paisley PA3 4DY
(T) 0141-531-1800 www.chivas.com
Aziz Jetha, Director

Chivers Hartley Ltd. 3789
The Orchard Chivers Way Histon Cambridge CB24 9NR
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9	S. Yorks, E. Yorks & N. E. Lincs	£299.00		27	Hampshire, Isle of Wight	£299.00	
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