

# Business Mail

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## Jetaway Jeff is flying winner

Jeff Sheldon last night picked up a £10,000 prize as the Midlands' super salesman — and hopped on a plane on a new mission to find orders for his firm.

Middle East sales manager for Merrol Fire Protection Engineers, of Bilston, won the Central Television Venture Enterprise Award as the region's top export salesman.

But he was not resting on his laurels after the presentation of the cash prize at Birmingham's new Airport. Instead, he was flying straight to Oman to start work on a new batch of contracts.

## Under-cover parts

A Midland firm has produced vital equipment destined to disappear behind a veil of secrecy when it leaves the factory.

Cheltenham-based Dowty Precision Castings won a key £250,000 order to supply fuel components to a contractor working for the Lockheed Corporation in the United States.

# BL's Istel starts national data link

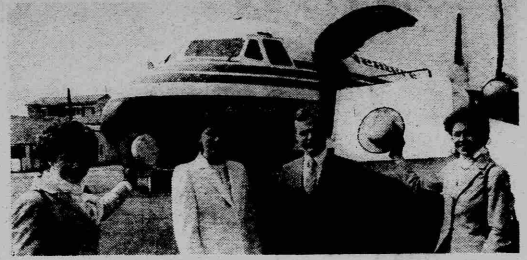
## Warning as Jaguar valued at £250m

**by KEVIN EASON**  
A market value of £250 million has been slapped on Jaguar as the company is poised to be handed back into the private sector.

Jaguar's drive back into private hands:  
● The departure of their chief executive, Mr. John Egan;  
● Anything which hindered Jaguar's United States sales — the company's biggest market;  
● The failure of the company's new XJ6 saloon, the replacement for the massively successful XJ6 series.

management succession are potential weaknesses in Jaguar. Egan's departure would provide a significant drop in Jaguar's share price.

## A Godiva take-off



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Lady Godiva rides again in Coventry — but this time at the city's airport at Baginbun and with the help of wings.

## New role for firm's chief

The new man chosen to lead Britain's Chambers of Commerce moves into his top job tomorrow — with the promise of a busy campaigning year.

Evening Mail Reporter

Mr. James Ackers — chairman of the Ackers Jarrett Group in Walsall — becomes chairman of the Association of British Chambers of Commerce.

## LATEST STOCK PRICES

Table with columns for BRITISH FUNDS, AUSTRALIANS, US & CANADIAN, BANKS & SHARES, BREWERIES ETC, BUILDING ETC, CHEMICAL, ELECTRICAL & RADIO, FOOD CATERING ETC, INSURANCE, MINE-FINANCE, MISCELLANEOUS, RUBBER, SHIPPING, STORES, TEXTILES, TOBACCO, and TRUST & FINANCE. Includes sub-sections like INDICES, GOLD, and various stock listings.

**By RUTH GLEDHILL**  
One of BL's most successful divisions is today making a multi-million-pound launch that could take it one step closer to privatisation.

Istel, BL's high technology offshoot formerly known as BL Systems, has announced Britain's largest private data network after two years' development.

The business has made a major drive towards capturing non-BL work, signalled by the launch of the new data network which, it is claimed, will cover 98 per cent of the end of the year.

## Rival

Istel is allowed to operate the network, potentially rivaling British Telecom Services, under a licence from the Department of Trade and Industry which stipulates that a service must be provided with the network.

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immediate past president of the West Midlands Regional Group of Chambers, said yesterday: "There has never been a better time for the chambers of commerce to play a role commensurate with their strength."

He said: "We want to make sure we have got access to Government and that our representations are more visible because the chambers of commerce have tremendous strength."

## £700,000 order by the 'secret' army

Land Rover's new One Ten model has won its first major military order earlier than the company dared hope.

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## Foreign Exchanges

Table listing exchange rates for various countries including US, Canada, France, Belgium, Italy, Holland, Switzerland, West Germany, Sweden, Norway, Denmark, Portugal, Spain, Austria, Japan, Ireland, Australia, Hong Kong, and Saudi Arabia.

Advertisement for Pyle 2-way Radio, featuring a woman's face and the text "You get a great deal with Pyle 2-way Radio".

The order for 900 Land Rovers, worth more than £700,000, is for the Far East, but it is a condition of the contract Land Rover does not name the customer.

Launched in March, 1983, as "the most significant development of the Land Rover in its 35 year history", the One Ten is part of Land Rover's £200 million investment programme.

The vehicle combines Range Rover style ride and handling with the traditional ruggedness and durability of Land Rovers.

## Takeover

Unigate today announced the purchase in principle of J. P. Wood, of Shropshire, a subsidiary company of Unilever based at Craven Arms.

Advertisement for Pyle Telecom, featuring a woman's face and the text "Pyle Telecom A MOBILE RADIO COMPANY OF PHILIPS".

Mr. Gilroy said the order was won against tremendous competition from Europe and Japan. The Southall company now supplies 39 armies around the world.

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Advertisement for CompAir, featuring a logo and the text "WORKING TOGETHER TO GIVE YOU EQUIPMENT YOU CAN RELY ON. TEL: BURNTWOOD 11071; BEDWORTH 367311".

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