

DATA SELECTION FORM



findlay direct marketing

To select the most appropriate data from over 180,000 contacts in the Findlay Census of UK Manufacturing, please complete the form below and fax to us on 01322 421544. Alternatively, you can complete an online selection form at: www.findlaydirectmarketing.com

Company Name: _____ Postcode: _____

Your Name: _____ Job Title: _____

Tel: _____ Fax: _____

Email: _____

Your Product/Service Description

Typical Customers

www.findlaydirectmarketing.com

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E: dlarner@findlay.co.uk

USER GUIDE

1 Standard Industrial Classification Codes (SIC)

Select data by the UK 2007 SIC codes. These are standard classification codes that denote the primary product manufactured on site. Headings in bold can be ticked to select all codes in that group.

2 Site Size (No. of Employees)

Select data by the number of employees based at each site via our site size bands.

3 Additional Site Data

These offer a further opportunity to refine your selection. Choose from the following:

Establishment Type: Is the site a Manufacturing site, Design site, R&D site etc.

Supply Chain Information: Data can be selected if the site supplies to certain industry sectors.

Machine Tool Usage: You may select data by the no. of metal cutting (conventional or CNC) or metal forming machines (conventional or CNC) or if the site has plans to purchase new or used machine tools.

4 Geographical Area

Select data by **either** the Postal District (Section 4a) **or** County (Section 4b)

5 Job Functions

To aid selection, we categorise contacts by department and relevant job functions. Please select all functions that are applicable to your campaign

6 Job Titles

You can alternatively check contacts by job titles. We have divided these into 3 categories being:- Directors, Managers, Engineers. Please remember only to use **either** job functions or job titles (**not both**)

DATA SELECTION FORM

STANDARD INDUSTRIAL CLASSIFICATION CODES (UK 2007 SIC)

1 SITE SELECTION BY PRODUCT MANUFACTURED

OEM/DISCRETE Manufacturing Sites

- All
- 25 **Manufacture of fabricated metal products, except machinery & equipment**
- 25.1 Structural metal products
 - 25.2 Tanks, reservoirs and containers of metal
 - 25.3 Steam generators, except central heating hot water boilers
 - 25.4 Weapons and ammunition
 - 25.5 Forging, pressing, stamping and roll-forming
 - 25.6 Machining, treatment and coating of metals
 - 25.7 Cutlery, tools and general hardware
 - 25.9 Other fabricated metal products
- 26 **Manufacture of computer, electronic and optical products**
- 26.1 Electronic components and boards
 - 26.2 Computers and peripheral equipment
 - 26.3 Communication equipment
 - 26.4 Consumer electronics
 - 26.5 Measuring/test instruments, watches and clocks
 - 26.6 Irradiation, electromedical equipment
 - 26.7 Optical instruments/photographic equipment
- 27 **Manufacture of electrical equipment**
- 27.1 Electric motors, generators, transformers
 - 27.2 Batteries and accumulators
 - 27.3 Optic fibre, wiring and devices
 - 27.4 Electric lighting
 - 27.5 Electrical domestic appliances
 - 27.9 Other electrical equipment (nec)
- 28 **Manufacture of machinery and equipment not elsewhere classified (nec)**
- 28.110 Engines/turbines (not car)
 - 28.120 Fluid power equipment
 - 28.131 Pumps
 - 28.132 Compressors
 - 28.140 Other taps and valves
 - 28.150 Bearings/gears/gearing
 - 28.210 Ovens/furnaces
 - 28.220 Lifting and handling equipment
 - 28.230 Office machinery

- 28.240 Power-driven hand tools
 - 28.250 Non-domestic cooling/vent equipment
 - 28.290 General-purpose machinery
 - 28.301 Agricultural tractors
 - 28.302 Agricultural/forestry machinery
 - 28.410 Metal cutting/forming machinery
 - 28.490 Other machine tools
 - 28.910 Machinery for metallurgy
 - 28.921 Machinery for mining
 - 28.922 Earthmoving equipment
 - 28.923 Equipment for roadworks
 - 28.930 Machinery for food/drink
 - 28.940 Machinery for textile production
 - 28.950 Machinery for paper production
 - 28.960 Plastics and rubber machinery
 - 28.990 Other special-purpose machinery
- 29 **Manufacture of motor vehicles, trailers and semi-trailers**
- 29.1 Motor vehicles
 - 29.2 Bodies (coachwork) for motor vehicles; trailers and semi-trailers
 - 29.3 Parts and accessories for motor vehicles
- 30 **Manufacture of other transport equipment**
- 30.1 Ships and boats
 - 30.2 Railway engines, rolling stock
 - 30.3 Air/spacecraft and related machinery
 - 30.4 Military fighting vehicles
 - 30.9 Transport equipment (nec)
- 31 **Manufacture of furniture**
- 32 **Other manufacturing**
- 32.5 Medical and dental instruments and supplies

Process Manufacturing Sites

- All
- 08 **Mining/quarrying of stone, sand, clay (nec)**
- 10 **Manufacture of food products**
- 10.1 Processing of meat, meat products
 - 10.2 Processing of fish, seafoods
 - 10.3 Processing of fruit and vegetables
 - 10.4 Vegetable/animal oils and fats
 - 10.5 Dairy products
 - 10.6 Grain mill products, starch products
 - 10.7 Bakery and farinaceous products
 - 10.8 Tea, cocoa, sugar & other food products
 - 10.9 Animal feeds

- 11 **Manufacture of beverages**
- 12 **Manufacture of tobacco products**
- 13 **Manufacture of textiles**
- 14 **Manufacture of wearing apparel**
- 15 **Manufacture of leather and related products**
- 16 **Manufacture of wood and products of wood/cork, except furniture**
- 17 **Manufacture of paper and paper products**
- 18 **Printing and reproduction of recorded media**
- 19 **Manufacture of coke and refined petroleum products**
- 20 **Manufacture of chemicals/chemical products**
 - 20.1 Basic chemicals, fertilisers, plastics and synthetic rubber
 - 20.2 Pesticides and agrochemicals
 - 20.3 Paints, varnishes, coatings and mastics
 - 20.4 Soap, detergents, perfumes and toilet preparations
 - 20.5 Other chemicals (nec)
 - 20.6 Man-made fibres
- 21 **Manufacture of basic pharmaceutical products and preparations**
- 22 **Manufacture of rubber and plastic products**
 - 22.1 Manufacture of rubber products
 - 22.2 Manufacture of plastics products
- 23 **Manufacture of other non-metallic mineral products (inc glass/ceramics and cement)**
- 24 **Manufacture of basic metals**
 - 24.1 Basic iron and steel and ferro-alloys
 - 24.2 Tubes, pipes, and related fittings
 - 24.3 Products of first processing of steel
 - 24.4 Basic precious and other non-ferrous metals
 - 24.5 Casting of metals

Non Manufacturing Sites

- All
- 70 **Head offices**
 - 71 **Engineering and electronic design offices**
 - 72 **Research and development offices**
 - 45 **Wholesale/retail trade/repair of motor vehicles**
 - 46 **Wholesale trade, except motor vehicles**
 - 62 **Computer programming, and related activities**
 - 95 **Repair of computers and personal and household goods**
 - 63 **Information service activities**
 - 58 **Publishing**

Utilities Sites

- All
- 35 **Electricity, gas, steam/air conditioning supply**
 - 36 **Water collection, treatment and supply**
 - 37 **Sewerage**
 - 38 **Waste collection, treatment and disposal activities; materials recovery**

2 SITE SIZE BANDS (NO. OF EMPLOYEES)

- All
- | | | |
|------------------------------------|------------------------------------|------------------------------------|
| <input type="checkbox"/> 1-19 | <input type="checkbox"/> 20-49 | <input type="checkbox"/> 50-99 |
| <input type="checkbox"/> 100-149 | <input type="checkbox"/> 150-199 | <input type="checkbox"/> 200-249 |
| <input type="checkbox"/> 250-299 | <input type="checkbox"/> 300-399 | <input type="checkbox"/> 400-499 |
| <input type="checkbox"/> 500-599 | <input type="checkbox"/> 600-699 | <input type="checkbox"/> 700-799 |
| <input type="checkbox"/> 800-899 | <input type="checkbox"/> 900-999 | <input type="checkbox"/> 1000-1999 |
| <input type="checkbox"/> 2000-2999 | <input type="checkbox"/> 3000-3999 | <input type="checkbox"/> 4000-4999 |
| <input type="checkbox"/> 5000+ | | |

3 ADDITIONAL SITE DATA

Establishment Type

- All
- Manufacturing
 - R&D/Test
 - Defence
 - White/brown goods
 - Headquarters/Distribution

Sites Supplying Products Into Sectors

- All
- Aerospace
 - Automotive
 - Engineering Design
 - Sales/Admin
 - Medical
 - Oil & Gas or Energy

Machine Tool Usage

- No. of metalcutting machine tools in use (10,50,100...)
- No. of metaforming machine tools in use (5,20,100...)
- Sites using CNC (Computer Numerically Controlled) machine tools

Machine Tool Acquisition

- Sites likely to acquire new/used machine tools in the next 3/6 months

DATA SELECTION FORM

4 GEOGRAPHICAL SELECTION CRITERIA

A By Postal District

All

- | | |
|---|--|
| <input type="checkbox"/> AB Aberdeen | <input type="checkbox"/> AL St Albans |
| <input type="checkbox"/> B Birmingham | <input type="checkbox"/> BA Bath |
| <input type="checkbox"/> BB Blackburn | <input type="checkbox"/> BD Bradford |
| <input type="checkbox"/> BH Bournemouth | <input type="checkbox"/> BL Bury |
| <input type="checkbox"/> BN Brighton | <input type="checkbox"/> BR Bromley |
| <input type="checkbox"/> BS Bristol | <input type="checkbox"/> BT Belfast |
| <input type="checkbox"/> CA Carlisle | <input type="checkbox"/> CB Cambridge |
| <input type="checkbox"/> CF Cardiff | <input type="checkbox"/> CH Chester |
| <input type="checkbox"/> CM Chelmsford | <input type="checkbox"/> CO Colchester |
| <input type="checkbox"/> CR Croydon | <input type="checkbox"/> CT Canterbury |
| <input type="checkbox"/> CV Coventry | <input type="checkbox"/> CW Crewe |
| <input type="checkbox"/> DA Dartford | <input type="checkbox"/> DD Dundee |

- | | |
|---|---|
| <input type="checkbox"/> DE Derby | <input type="checkbox"/> DG Dumfries |
| <input type="checkbox"/> DH Durham | <input type="checkbox"/> DL Darlington |
| <input type="checkbox"/> DN Doncaster | <input type="checkbox"/> DT Dorchester |
| <input type="checkbox"/> DY Dudley | <input type="checkbox"/> E East London |
| <input type="checkbox"/> EC East Central London | <input type="checkbox"/> EH Edinburgh |
| <input type="checkbox"/> EN Enfield | <input type="checkbox"/> EX Exeter |
| <input type="checkbox"/> FK Falkirk | <input type="checkbox"/> FY Blackpool |
| <input type="checkbox"/> G Glasgow | <input type="checkbox"/> GL Gloucester |
| <input type="checkbox"/> GU Guildford | <input type="checkbox"/> GY Guernsey |
| <input type="checkbox"/> HA Harrow | <input type="checkbox"/> HD Huddersfield |
| <input type="checkbox"/> HG Harrogate | <input type="checkbox"/> HP Hemel Hempstead |
| <input type="checkbox"/> HR Hereford | <input type="checkbox"/> HS Hebrides |
| <input type="checkbox"/> HU Hull | <input type="checkbox"/> HX Halifax |
| <input type="checkbox"/> IG Ilford | <input type="checkbox"/> IM Isle of Man |
| <input type="checkbox"/> IP Ipswich | <input type="checkbox"/> IV Inverness |
| <input type="checkbox"/> JE Jersey | <input type="checkbox"/> KA Kilmarnock |
| <input type="checkbox"/> KT Kingston-on-Thames | <input type="checkbox"/> KW Wick |

- | | |
|---|---|
| <input type="checkbox"/> KY Kirkcaldy | <input type="checkbox"/> L Liverpool |
| <input type="checkbox"/> LA Lancaster | <input type="checkbox"/> LD Llandrindod Wells |
| <input type="checkbox"/> LE Leicester | <input type="checkbox"/> LL Wrexham |
| <input type="checkbox"/> LN Lincoln | <input type="checkbox"/> LS Leeds |
| <input type="checkbox"/> LU Luton | <input type="checkbox"/> M Manchester |
| <input type="checkbox"/> ME Medway | <input type="checkbox"/> MK Milton Keynes |
| <input type="checkbox"/> ML Motherwell | <input type="checkbox"/> N North London |
| <input type="checkbox"/> NE Newcastle-upon-Tyne | <input type="checkbox"/> NG Nottingham |
| <input type="checkbox"/> NN Northampton | <input type="checkbox"/> NP Newport |
| <input type="checkbox"/> NR Norwich | <input type="checkbox"/> NW N. West London |
| <input type="checkbox"/> OL Oldham | <input type="checkbox"/> OX Oxford |
| <input type="checkbox"/> PA Paisley | <input type="checkbox"/> PE Peterborough |
| <input type="checkbox"/> PH Perth | <input type="checkbox"/> PL Plymouth |
| <input type="checkbox"/> PO Portsmouth | <input type="checkbox"/> PR Preston |
| <input type="checkbox"/> RG Reading | <input type="checkbox"/> RH Redhill |
| <input type="checkbox"/> RM Romford | <input type="checkbox"/> S Sheffield |
| <input type="checkbox"/> SA Swansea | <input type="checkbox"/> SE SE. London |

- | | |
|---|---|
| <input type="checkbox"/> SG Stevenage | <input type="checkbox"/> SK Stockport |
| <input type="checkbox"/> SL Slough | <input type="checkbox"/> SM Sutton |
| <input type="checkbox"/> SN Swindon | <input type="checkbox"/> SO Southampton |
| <input type="checkbox"/> SP Salisbury | <input type="checkbox"/> SR Sunderland |
| <input type="checkbox"/> SS Southend | <input type="checkbox"/> ST Stoke-on-Trent |
| <input type="checkbox"/> SW South West London | <input type="checkbox"/> SY Shrewsbury |
| <input type="checkbox"/> TA Taunton | <input type="checkbox"/> TD Galashiels |
| <input type="checkbox"/> TF Telford | <input type="checkbox"/> TN Tonbridge Wells |
| <input type="checkbox"/> TQ Torquay | <input type="checkbox"/> TR Truro |
| <input type="checkbox"/> TS Tyneside | <input type="checkbox"/> TW Twickenham |
| <input type="checkbox"/> UB Uxbridge | <input type="checkbox"/> W West London |
| <input type="checkbox"/> WA Warrington | <input type="checkbox"/> WC W. Central London |
| <input type="checkbox"/> WD Watford | <input type="checkbox"/> WF Wakefield |
| <input type="checkbox"/> WN Wigan | <input type="checkbox"/> WR Worcester |
| <input type="checkbox"/> WS Walsall | <input type="checkbox"/> WV Wolverhampton |
| <input type="checkbox"/> YO York | <input type="checkbox"/> ZE Shetland |

B By County - England

All

- | | |
|--|---|
| <input type="checkbox"/> Kent | <input type="checkbox"/> Bedfordshire |
| <input type="checkbox"/> Berkshire | <input type="checkbox"/> Buckinghamshire |
| <input type="checkbox"/> Cambridgeshire | <input type="checkbox"/> Cheshire |
| <input type="checkbox"/> Cleveland | <input type="checkbox"/> Co Durham |
| <input type="checkbox"/> Cornwall | <input type="checkbox"/> Cumbria |
| <input type="checkbox"/> Derbyshire | <input type="checkbox"/> Devon |
| <input type="checkbox"/> Dorset | <input type="checkbox"/> East Sussex |
| <input type="checkbox"/> East Yorkshire | <input type="checkbox"/> Essex |
| <input type="checkbox"/> Gloucestershire | <input type="checkbox"/> Greater Manchester |
| <input type="checkbox"/> Guernsey | <input type="checkbox"/> Hampshire |
| <input type="checkbox"/> Herefordshire | <input type="checkbox"/> Hertfordshire |
| <input type="checkbox"/> Isle of Man | <input type="checkbox"/> Isle of Wight |
| <input type="checkbox"/> Jersey | <input type="checkbox"/> Kent |
| <input type="checkbox"/> Lancashire | <input type="checkbox"/> Leicestershire |
| <input type="checkbox"/> Lincolnshire | <input type="checkbox"/> London |
| <input type="checkbox"/> Merseyside | <input type="checkbox"/> Middlesex |
| <input type="checkbox"/> Norfolk | <input type="checkbox"/> North Somerset |
| <input type="checkbox"/> North Yorkshire | <input type="checkbox"/> Northamptonshire |
| <input type="checkbox"/> Northumberland | <input type="checkbox"/> Nottinghamshire |
| <input type="checkbox"/> Oxfordshire | <input type="checkbox"/> Rutland |
| <input type="checkbox"/> Shropshire | <input type="checkbox"/> Somerset |
| <input type="checkbox"/> South Yorkshire | <input type="checkbox"/> Staffordshire |

- | | |
|---|---------------------------------------|
| <input type="checkbox"/> Suffolk | <input type="checkbox"/> Surrey |
| <input type="checkbox"/> Tyne & Wear | <input type="checkbox"/> Warwickshire |
| <input type="checkbox"/> West Midlands | <input type="checkbox"/> West Sussex |
| <input type="checkbox"/> West Yorkshire | <input type="checkbox"/> Wiltshire |
| <input type="checkbox"/> Worcestershire | |

Northern Ireland

- All
- | | |
|---|---------------------------------------|
| <input type="checkbox"/> Co Antrim | <input type="checkbox"/> Co Armagh |
| <input type="checkbox"/> Co Down | <input type="checkbox"/> Co Fermanagh |
| <input type="checkbox"/> Co Londonderry | <input type="checkbox"/> Co Tyrone |

Wales

- All
- | | |
|---|--|
| <input type="checkbox"/> Anglesey | <input type="checkbox"/> Carmarthenshire |
| <input type="checkbox"/> Ceredigion | <input type="checkbox"/> Clwyd |
| <input type="checkbox"/> Conwy | <input type="checkbox"/> Denbighshire |
| <input type="checkbox"/> Flintshire | <input type="checkbox"/> Gwent |
| <input type="checkbox"/> Gwynedd | <input type="checkbox"/> Mid Glamorgan |
| <input type="checkbox"/> Monmouthshire | <input type="checkbox"/> Pembrokeshire |
| <input type="checkbox"/> Powys | <input type="checkbox"/> South Glamorgan |
| <input type="checkbox"/> West Glamorgan | |

Scotland

All

- | | |
|---|---|
| <input type="checkbox"/> Aberdeenshire | <input type="checkbox"/> Angus |
| <input type="checkbox"/> Argyllshire | <input type="checkbox"/> Ayrshire |
| <input type="checkbox"/> Banffshire | <input type="checkbox"/> Berwickshire |
| <input type="checkbox"/> Bute | <input type="checkbox"/> Caithness |
| <input type="checkbox"/> Clackmannanshire | <input type="checkbox"/> Dumfriesshire |
| <input type="checkbox"/> Dunbartonshire | <input type="checkbox"/> East Lothian |
| <input type="checkbox"/> Fife | <input type="checkbox"/> Inverness-Shire |
| <input type="checkbox"/> Kincardineshire | <input type="checkbox"/> Kirkcudbrightshire |
| <input type="checkbox"/> Lanarkshire | <input type="checkbox"/> Midlothian |
| <input type="checkbox"/> Morayshire | <input type="checkbox"/> Nairnshire |
| <input type="checkbox"/> Orkney | <input type="checkbox"/> Peeblesshire |
| <input type="checkbox"/> Perthshire | <input type="checkbox"/> Renfrewshire |
| <input type="checkbox"/> Ross-Shire | <input type="checkbox"/> Roxburghshire |
| <input type="checkbox"/> Selkirkshire | <input type="checkbox"/> Shetland |
| <input type="checkbox"/> Stirlingshire | <input type="checkbox"/> Sutherland |
| <input type="checkbox"/> West Lothian | <input type="checkbox"/> Wigtonshire |



DATA SELECTION FORM

5 JOB FUNCTION SELECTION

Senior Management

- All
- A7 Head of Site
- A7A Next Most Senior Technical Manager
- A7B Most Senior Financial Person
- A7C Most Senior Sales/Marketing Person

Manufacturing/Production

- All
- B1 Head of Production
- B1A Superior of Head of Production
- B1B Head of a Production Department
- B8A Metal Product/Component Manufacture
- B8B Toolmaking/Prototyping/Maintenance
- B8C Assembly/Finishing of Final Products
- B8D Production Engineering/Planning
- B8E Quality/Inspection
- B8F Process Control/Engineering Systems
- B8G Test And Measurement/Calibration
- B8H Control And Instrumentation/Automation
- B9 Head of Engineering Apprentices

Factory Services/Operations

- All
- C1 Head of Factory Services
- C1A Superior of Head Factory Services
- C1B Head of a Factory Services Department
- C2A Works/Plant Engineering & Machine Maintenance
- C2B Building Maintenance/Cleaning
- C2C Handling/Storage
- C2D Warehousing & Distribution
- C2E Health & Safety
- C2F Training
- C2G Recruitment/Personnel
- C2H Improvement Programmes
- C2I Energy Management
- C2J Waste/Recycling/Environmental Services

Information Technology

- All
- E1 Head of Information Technology
- E1A Superior of Head of Information Technology
- E2A Responsible for Manufacturing Planning IT (MRP, ERP)
- E2B Responsible for Plant & Building Services IT (maintenance, energy)
- E2C Responsible for Purchasing Supply Chain Management IT
- E2D Responsible for Product/Plant Design IT (CAD, PDM/PLM)
- E2E Responsible for Shopfloor/Production Data Acquisition IT (SFDC, QC)
- E2G Unspecified Systems
- E3 Overall Charge of all Software Applications

Purchasing/Supply Chain

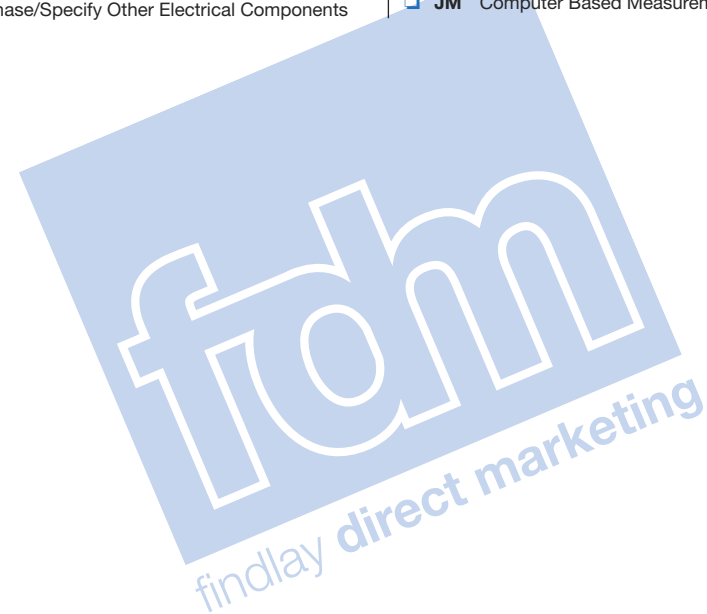
- All
- D1 Head of Purchasing
- D1A Superior of Head of Purchasing
- D2 Head of Supply Chain Management
- D2A Superior of Head of Supply Chain Management
- D3A Outsourcer of Machined Metal Components
- D3B Outsourcer of Fabricated Metal Components
- D3C Outsourcer of Plastic Components
- D3D Outsourcer of Electronic Components
- D3E Outsourcer of Finishing & Surface Treatment
- D3F Outsourcer of Press and/or Mould Tools
- D4A Purchaser of Engineering Materials
- D4B Purchaser of Electronic Components
- D4C Purchaser of Semiconductor/IC Electronics
- D4E Purchaser of Capital Expenditure Items
- D4F Purchaser of Logistics & Transport Services
- B7A Purchaser of Machine Tools
- B7C Purchaser of Tooling
- C3A Purchaser of Forklift Trucks
- C3D Purchaser of Compressors
- D4G Purchaser Unspecified

Engineering Design

- All
 - F2 Head of Engineering Design
 - F2A Superior of Head of Engineering Design
 - F2B Head of an Engineering Design Department
 - F4A Engineering Product Design
 - F4B Engineering Research & Development
 - F4C Engineering Analysis
 - F4D Production/Plant Design
 - F4E Jig & Tool Design
- Engineering Design Specification Codes**
- IA Purchase/Specify Motors & Drives
 - IB Purchase/Specify Control & Automation Equipment
 - IC Purchase/Specify Sensors & Switches
 - ID Purchase/Specify Engineering Design Software
 - IE Purchase/Specify Rapid Prototyping Products & Services
 - IF Purchase/Specify Fasteners/Adhesives
 - IG Purchase/Specify Pneumatic/Hydraulic Components
 - IH Purchase/Specify Power Transmission Products
 - II Purchase/Specify Materials
 - IJ Purchase/Specify Bearings/Linear Motion
 - IK Purchase/Specify Other Mechanical Components
 - IL Purchase/Specify Other Electrical Components

Electronics Design

- All
 - G1B Head of Electronic Design
 - G1C Superior of Head of Electronic Design
 - G1D Head of an Electronic Design Department
 - G3A Electronic Product Design
 - G3B Research & Development in Electronics
 - G3C Software Design for Electronic Systems
 - G3D Systems Integration
 - G3E Design Test
 - G3F Unspecified Electronics Design
- Electronic Design Specification Codes**
- JA Analogue Mixed Signal Devices
 - JB Communications Hardware
 - JC Optoelectronics
 - JD RF Microwave
 - JE Electromechanical Products
 - JF Microcontrollers Microprocessors
 - JG DSPs
 - JH Board Level Products
 - JI Programmable Logic Custom Devices
 - JJ Board Level Power Components
 - JK System Level Power Components
 - JL Bench Portable Test/Measurement Equipment
 - JM Computer Based Measurement



DATA SELECTION FORM

6 JOB TITLE SELECTION

Directors

- All
- 132 Account Director
 - 127 Business Communications Director
 - 101 Chairman
 - 128 Chief Executive
 - 129 Commercial Director
 - 131 Company Secretary
 - 137 Continuous Improvement Director
 - 107 Contracts Director
 - 110 Design Director
 - 100 Director
 - 126 Director of Computing
 - 111 Engineering Director
 - 136 Export Director
 - 125 Facilities Director
 - 123 Financial Director
 - 171 Logistics Director
 - 102 Managing Director
 - 120 Manufacturing Director
 - 121 Marketing Director
 - 112 Operations Director
 - 103 Owner
 - 113 Packaging Director
 - 104 Partner
 - 122 Personnel Director
 - 114 Planning Director
 - 133 President
 - 115 Production Director
 - 108 Project Director
 - 105 Proprietor
 - 116 Purchasing Director
 - 106 Quality Director
 - 117 Research Director
 - 130 Sales Director
 - 170 Service Director
 - 135 Supply Chain Director
 - 172 Support Director
 - 124 Systems Director
 - 118 Technical Director
 - 134 Vice President
 - 119 Works Director

Managers

- All
- 257 Account Manager
 - 263 Accountant
 - 247 Applications Manager
 - 201 Area Manager
 - 252 Assembly Manager
 - 238 Automation Manager
 - 248 Business Manager
 - 240 C & I Manager
 - 202 Commercial Manager
 - 249 Computer Manager
 - 265 Continuous Improvement Manager
 - 253 Contracts Manager
 - 214 DO Manager
 - 250 DP Manager
 - 203 Design Manager
 - 204 Despatch Manager
 - 205 Development Manager
 - 237 Distribution Manager
 - 255 Electrical Manager
 - 261 Electronics Manager
 - 276 Energy Manager
 - 206 Engineering Manager
 - 275 Environment Manager
 - 274 Export Manager
 - 268 Facilities Manager
 - 269 Factory Manager
 - 264 Financial Manager
 - 207 Foundry Manager
 - 208 General Manager
 - 280 Group Leader
 - 262 Helpdesk Manager
 - 251 Industrial Engineering Manager
 - 209 Inspection Manager
 - 271 Logistics Manager
 - 210 Maintenance Manager
 - 200 Manager
 - 243 Manufacturing Engineering Manager
 - 211 Manufacturing Manager
 - 230 Marketing Manager
 - 235 Materials Manager

Engineers

- All
- 329 Applications Engineer
 - 301 Automotive Engineer
 - 336 Buyer
 - 302 Chemical Engineer
 - 327 Chief Draughtsman
 - 303 Chief Engineer
 - 350 Computer Operator
 - 360 Computer/CNC Programmer
 - 346 Continuous Improvement Engineer
 - 304 Departmental Engineer
 - 324 Design Draughtsman
 - 305 Design Engineer
 - 306 Development Engineer
 - 307 Electrical Engineer
 - 331 Electronics Engineer
 - 300 Engineer
 - 323 Industrial Engineer
 - 309 Inspection Engineer
 - 342 Instrumentation Engineer
 - 310 Maintenance Engineer
 - 335 Manufacturing Engineer
 - 330 Materials Engineer
 - 311 Mechanical Engineer
 - 325 Personnel Officer
 - 312 Planner Estimator
 - 313 Plant Engineer
 - 314 Process Engineer
 - 338 Product Engineer
 - 315 Production Engineer
 - 316 Project Engineer
 - 317 Quality Control Engineer
 - 318 R & D Engineer
 - 308 Safety Officer
 - 322 Sales Marketing Engineer
 - 332 Scientific Officer
 - 328 Senior Draughtsman
 - 367 Senior Engineer
 - 370 Service Engineer
 - 345 Site Engineer
 - 343 Software Engineer
 - 334 Supply Chain Engineer
 - 344 Support Engineer
 - 340 Systems Engineer
 - 333 Technical Engineer
 - 341 Test Engineer
 - 319 Tooling Engineer
 - 326 Training Officer
 - 320 Works Engineer
 - 321 Works Study Engineer
 - 337 Workshop Engineer

