

See by 17
6/2

PRIME MINISTER

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DEPENDENCE OF COMPONENTS SUPPLIERS ON AUSTIN ROVER

I have just received the information below on Austin Rover's top 12 suppliers. It shows that on average only 7% of their automotive component turnover comes from Austin Rover. The highest dependence is Pilkingtons at 37% but this is only a peripheral business for them. Perhaps most interesting is they appear to sell almost twice as much to Ford as they currently do to Austin Rover.

	Sales to Austin Rover	Sales to Ford	Motor Component t/o	£M ARG Share of t/o
1. Lucas	110	130	1100	10%
2. GKN	36	100	981	4%
3. BSC figures not relevant				
4. TRW	19	51	91	21%
5. Dunlop figures not available				
6. Automotive Products	18	24	223	8%
7. Pilkingtons	22	17	59	37%
8. Butec - a BL subsidiary				
9. BSG	3	27	N/a	N/a
10. Armstrong Equipment	9	20	108	8%
11. T.I.	3	23	200	2%
12. AE	<u>8</u>	<u>18</u>	<u>316</u>	<u>3%</u>
TOTAL	228	410	3078	7%

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