



# BOUSTEADS

## LONDON

Edward Boustead & Company Limited  
149 Leadenhall Street, E.C.3

## MALAYSIA

Boustead & Company Limited  
Kuala Lumpur and Singapore

## AUSTRALASIA

Boustead Proprietary Limited  
555 Collins Street, Melbourne

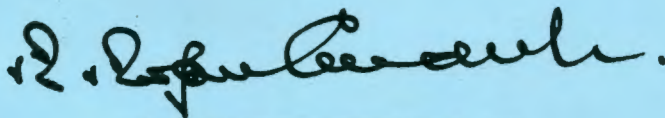




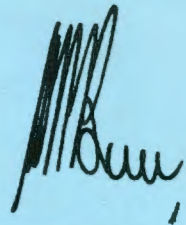
*An aerial view of Singapore City. (With acknowledgements to the "Straits Times", Singapore)*

## **CHAIRMEN'S PREFACE**

**This booklet is intended to give all those who are already associated with Bousteads throughout the world, together with those who may become so, a comprehensive view of their activities in London, Malaysia and Australasia. We look forward both to the long continuation and expansion of our trading connections in the future.**



**EDWARD BOUSTEAD & CO.  
LONDON**



**BOUSTEAD & CO.  
SINGAPORE**





*Left:  
Edward Boustead & Company's  
London Office,  
149 Leadenhall Street, E.C.3*

*Below: Collins Street, Melbourne,  
Australia, Edwin Wood  
Proprietary's Head Office is  
at No. 555*





**EDWARD BOUSTEAD**

**THE FOUNDER**

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## BOUSTEADS

The Companies which together form the Boustead group today have their origins in the firm founded in Singapore by Edward Boustead in 1828 soon after Sir Stamford Raffles established the British Settlement of Singapore in 1819.

Edward Boustead arrived in Singapore on board the British Schooner *Hindustan* from England, at the beginning of a new era in Far Eastern trade that was to lead to Singapore becoming the greatest entrepôt of the Far East and the second largest port in the British Commonwealth.

From the earliest days the Firm's main activities were those of Import and Export merchants and Shipping and Insurance agents, followed later by others such as Plantation and Mining interests. That shipping was one of its first activities is in no doubt since in 1833 an advertisement appeared in the *Singapore Chronicle* for the fine barque *Eleanor* 200 tons "for freight or charter, apply to Edward Boustead", and Boustead & Co. are also known to have been founder members of the Singapore Chamber of Commerce which was established in 1837 in order to obtain the co-operation of merchants in adopting certain measures to improve their trade and in presenting a united view to the Government on subjects of common interest.

Shortly after Collyer Quay was finished in 1864 the development of Singapore as a major port was speeded by the great expansion in Eastern trade which took place as a result of the opening of the Suez Canal. Steam ships of a higher tonnage now came into more general use and larger wharves were required to handle them. Towards the end of the nineteenth century Bousteads had become agents for ten shipping lines, including the Glen Line, and The Indo-China Steam Navigation Company, together with certain Insurance Companies including the Royal and London & Lancashire.

Meanwhile in 1851 Edward Boustead had established a separate office in London under his own name, which became responsible for the sale on the London Commodity Markets of the produce exported from Singapore and Malaya by Boustead & Co. and for the shipment of manufactured goods from Europe to the East.

Like their great forerunner the East India Company, which initiated the development of the Indian sub-continent, Bousteads played its full part from the earliest days, together with the other British Merchant Houses of the Far East, in the commercial and social development of Singapore and later also of Malaya and Borneo, as branch offices of the Company were opened first in Penang and then in many other centres.



*Singapore 1861 from a lithograph in Edward Boustead & Co's London Office.*

In addition to his mercantile activities Edward Boustead himself was editor of the *Singapore Chronicle* for some years and in 1833, together with two other founders, started the *Singapore Free Press*. A number of Boustead's directors have also taken an active part in political affairs, as members of the Legislative Councils of both Singapore and the Federation of Malaya, over the years before Malaysia's independence.

On his death in 1888 Edward Boustead left a bequest for the purpose of founding an Institute for Seamen and the Boustead Institute which was opened in 1892 was a landmark in Singapore for many years serving the sea-going community in days when little or nothing was done for them. Edward Boustead also had much to do with the formation of the Straits Settlements and Malay States Benevolent Society, which provides for former members of the Malayan commercial community or their dependents in need of financial support and left a bequest to the Association which forms a large part of its present invested capital.

In 1860 Jasper Young who had arrived in the East some years earlier became a partner in the Firm, becoming senior partner on Edward Boustead's death and continuing in that position in London until his death in 1907. His descendants have continued to play an active part in both the London and Eastern Companies' business to this day.





*Union Building Singapore, Boustead & Company's Head Office, and Company launch.*

The Rubber Industry, which together with Tin is today one of the two main foundations of the Malayan economy, began around the start of the twentieth century with the introduction of the rubber plant *Hevea Braziliensis* which was to prove ideally suited to the Malayan climate. Boustead & Co. started selling rubber at the auctions held in Singapore by the Rubber Association almost from their start in 1911 and during the next few decades the management of rubber estates and the export of sheet rubber and latex became another of the company's major activities.

In 1892 Boustead & Co. handled the first shipment of bulk oil to Penang and shortly after this the Shell Transport and Trading Company was formed. Isaac Henderson a partner in Edward Boustead & Co. being one of its original directors. Boustead & Co. continued to operate this agency in Penang until 1920 when the Shell Company's local subsidiary opened their own branch there.

During the twentieth century the Company's merchandising interests, covering the import and dis-



*Edward Boustead & Company's boardroom, London.*

tribution of manufactured goods throughout Malaysia expanded greatly as Boustead & Co. became agents for an increasing number of British, American and Continental manufacturing companies, while in more recent years they have also been glad to play a growing part in the distribution of local manufacturers' products to Malaysia's ever growing population which is now over 10½ million. Further diversification led to Boustead & Co. becoming the leading travel agents in Malaysia and partners in a major iron ore enterprise in the State of Kelantan, North Malaya.

During the 1939/45 war all of Boustead's British staff were either on active service or prisoners of the Japanese and Boustead & Co. endowed a bed in St. Andrews Orthopaedic Hospital in Singapore in memory of their Asian and British staff who died during the war.

The Company has for some time followed the policy of providing increased opportunities on their staff for local personnel, an example of this being the Cadet Training Scheme whereby Asian trainees



are chosen and trained specifically for executive posts in the Company's various divisions. In all approximately half of the executive posts in Boustead & Co. have now been entrusted to local personnel.

In the year 1960 a major reorganisation took place within the Company the first result of which was that the London Company, Edward Boustead & Co. became independent of Boustead & Co. in Singapore.

In the same year Boustead & Co., now comprising the Group's Malaysian interests only, issued a proportion of their shares to the public on the Singapore Stock Exchange thus becoming a public company with Malaysian shareholders and a proportion of Malaysian Directors on the Board, in accordance with Boustead's policy of sharing their prosperity with the Malaysian population.

As a result of their long history and experience of the economic and political evolution of Malaysia and the club-like loyalty of their staff Boustead's have outlived war, terrorism, economic and political difficulties to remain one of the leading merchant houses in the Far East. They look forward now to playing their full part in the future development of the Malaysian economy.

In 1960 also, Edward Boustead & Co. expanded their interests to Australasia by the acquisition of Edwin Wood Pty. Ltd., who reached their sixtieth anniversary in 1963 and are one of the leading importers and distributors of hardware and allied products in Australia and New Zealand where they also have certain manufacturing interests. The Company maintains offices in the eight largest cities in Australia and New Zealand, representing among other companies Guest, Keen & Nettlefolds, William Newman & Sons Ltd., Geo. Salter & Co. Ltd., Jacobs Manufacturing Co. Ltd. and the Remington Arms Co. Inc.

More recently still, Edward Boustead & Co. have acquired a shareholding in C. H. Leaver (Aust.) Pty. Ltd. of Melbourne who export meat and produce to Europe and the U.S.A.



*Sydney Harbour, Australia.*

## LIST OF COMPANIES IN THE BOUSTEAD GROUP

### BOUSTEAD & COMPANY LIMITED

#### SUBSIDIARY COMPANIES

Barlow & Co. (Singapore) Ltd.      H. W. Evans & Co. Ltd.

#### ASSOCIATED COMPANIES

Boustead-Buttery Estates Agency Ltd.      Commodity Traders Ltd.  
Malayan Coaling Agency      Oriental Mining Co. Ltd.  
L. D. Seymour & Co. (Malaya) Ltd.

#### BRANCHES IN MALAYSIA

**States of Malaya**   Kuala Lumpur   Penang   Port Swettenham   Melaka  
Ipoh   Kota Bharu   Tumpat   Kuala Trengganu   Kuatan  
**State of Sabah**   Jesselton   Sandakan   Tawau  
**State of Sarawak**   Kuching   Sibul  
**State of Singapore**   Singapore

#### BRANCHES IN BRUNEI

Brunei Town      Kuala Belait

### EDWARD BOUSTEAD & COMPANY LIMITED

#### SUBSIDIARY COMPANIES

##### LONDON

Metal Supplies Ltd.      National Scrap Metals Ltd.

##### AUSTRALIA

Boustead Pty. Ltd.

##### MELBOURNE

Edwin Wood Pty. Ltd. Head Office  
(Associate Co.) William Newman & Sons (Aust.) Pty. Ltd.  
(Associate Co.) C. H. Leaver (Aust.) Pty. Ltd.

##### SYDNEY

Edwin Wood Pty. Ltd. Branch Office  
(Associate Co.) Millerchip & Sons Pty. Ltd.

##### BRISBANE

Edwin Wood Pty. Ltd. Branch Office

##### ADELAID

Edwin Wood Pty. Ltd. Branch Office

##### PERTH

Edwin Wood Pty. Ltd. Branch Office

##### NEW ZEALAND

##### WELLINGTON

Edwin Wood (N.Z.) Pty. Ltd. NZ. Head Office

##### AUCKLAND

Edwin Wood (N.Z.) Pty. Ltd. N.Z. Branch Office

##### CHRISTCHURCH

Edwin Wood (N.Z.) Pty. Ltd. N.Z. Branch Office



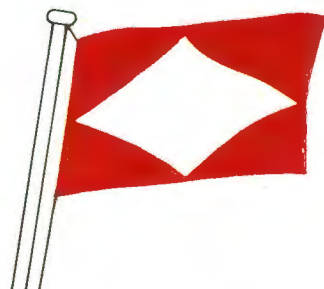
BOUSTEAD AND COMPANY

## DIVISIONS



*Glen line Vessel M. V. "Glenfalloch"*

*Boustead and Company's House Flag.*



## SHIPPING DIVISION

Shipping was one of the Company's earliest interests and remains a most important part of their activities today. Boustead & Company have now been directly concerned with shipping for over 130 years and long before the days of Conferences the Company regularly chartered vessels to load cargoes of produce for European ports and New York.

The first record of Boustead's activities in shipping dates from 1833 and the Company obtained their first liner agency 80 years ago.

In Singapore, Port Swettenham and Penang, Boustead & Co. have an extensive organisation fully equipped to deal with all matters connected with shipping with an experienced shipping staff of over 200, including 12 European and 7 Asian Executives. In the year prior to publication this division handled a total of 938 vessels at the three major ports of Singapore, Port Swettenham and Penang, which discharged 366,104 tons and loaded 233, 930 tons of general cargo.

These figures do not include the vessels and cargoes handled at the East Coast ports by Boustead & Co.'s offices at Tumpat and Kuatan, which are primarily concerned with the shipment of iron ore, together with the agency for Straits Steamship Company.

Boustead & Co. are besides Lloyd's Agents in Singapore, an appointment they have now held for over 30 years.

Boustead & Co. hold the Agency for the following shipping companies in Singapore, Port Swettenham and Penang:

THE BANK LINE LTD., THE BRITISH PHOSPHATE COMMISSIONERS, BURNS, PHILP & CO. LTD., GLEN LINE LTD., THE INDO-CHINA S.N. CO. LTD., UNION STEAM SHIP CO. OF N.Z. LTD.

In addition, our Port Swettenham Office has the Agencies of:

THE BLUE FUNNEL LINE AUSTRALIAN SERVICE, MALAYA INDONESIA LINE.

While our Penang organisation also holds the following Agencies:

HOLLAND AMERICA LINE, NEDERLAND LINE ROYAL DUTCH MAIL\*, HOLLAND EAST ASIA LINE. ROYAL ROTTERDAM LLOYD\* JAVA PACIFIC & HOEGH LINES\*, NEDLLOYD LINE.

*\*To U.S.A. and Canada only.*

In addition to handling the affairs of the Liner Agencies mentioned above, the Shipping Division also have a special section attending to the need of a great many vessels calling at Singapore for fuel, water, stores and repairs. This section normally attends to about 300 vessels a year operated by some 60 different owners.

Boustead & Co. also act as clearing and forwarding agents and have besides, a completely comprehensive and air conditioned Travel Division equipped to handle all passenger bookings in Singapore and other States in Malaysia.

A separate Shipping Brochure giving full details of all the services offered to shipping companies by Boustead & Co.'s Shipping Division in Malaysia is available from the Company's head office in Singapore.



## TRAVEL DIVISION

Boustead & Co. can today claim to be the leading Travel Agents in Malaysia holding agencies for a large number of Shipping Companies, Airlines, Railways, Tours, etc., a full list of which is given in the coloured section at the end of this book.

The division has a highly experienced staff at the company's head office in Singapore and at other branches in Malaysia, specialising in every aspect of travel and fully equipped to deal with every type of travel enquiry from world tours to local sight-seeing tours, car-hire services and hotel accommodation. It became apparent early on that to be fully effective these facilities must be available after normal business hours and a 24 hour service was accordingly established.

Life, accident and baggage insurance is written and Boustead & Co. are approved international Air Transport Association Sales Agents at Singapore, Kuala Lumpur, Penang and Ipoh.



*Boustead & Co's Travel Office, Singapore.*

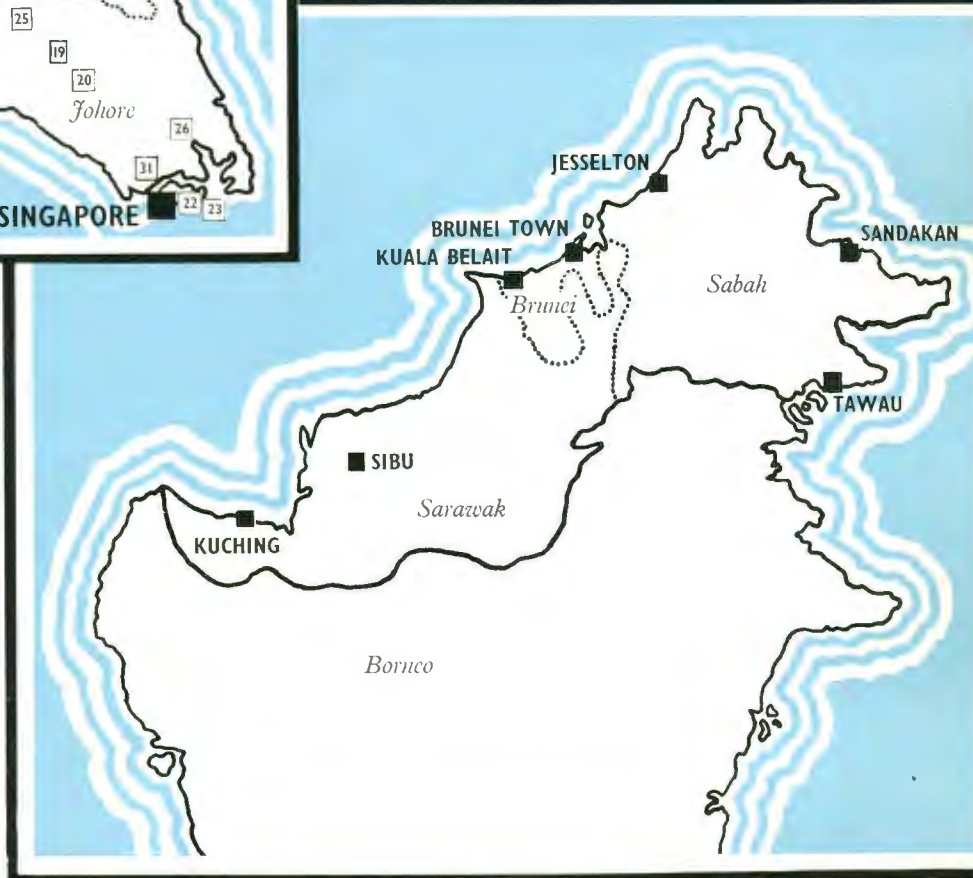


*Kuala Lumpur Railway Station.*

For key to names of Rubber Estates see pages 37 and 38.

*Maps are not in scale.*

## BOUSTEADS INTERESTS IN MALAYSIA





## INSURANCE DIVISION



Boustead & Co. have been actively engaged in Insurance representation for over a century.

Agency appointments held are as follows:

### **SINGAPORE**

Lloyds of London  
London Salvage Association  
United States Salvage Association Inc.  
Institute of London Underwriters  
American Institute of Marine Underwriters  
Board of Underwriters, New York.

#### *Protection and Indemnity Associations*

Britannia Steamship Association Ltd., England  
British Marine Mutual Insurance Association Ltd. England  
Denske Rederes Redzvaera, Denmark  
Hvelfangernez Assuranceforeningen, Skuld, Norway  
Haugesunds Sjoforsikingssekab, Norway  
Newcastle Protection & Indemnity Associations Ltd.  
West of England Steamship Owners Protection & Indemnity Association Ltd.  
Merchant Officers Protection Syndicate, New York

### **SINGAPORE & THE STATES OF MALAYA**

The Royal Insurance Co. Ltd.  
Institute of London Underwriters  
The British Traders Insurance Co. Ltd.  
The South British Insurance Co. Ltd.

### **MALAYSIA**

*Principal Agents for:*

The London & Lancashire Insurance Co. Ltd.

Boustead & Co. in addition, represent a great number of other Insurance Companies, as Survey and Average Settling Agents.

## STAFF HOUSING



*Singapore*



*Penang*



*Kuala Lumpur*



*Jesselton, Borneo*



## MARKETING DIVISION



*A Boustead & Company Sales Conference in Singapore.*



*One of Boustead & Company's Warehouses.*

The Marketing Division provides a highly effective marketing service for a large and growing number of major manufacturers of international repute, of which a full list is given in the coloured section at the end of this book.

The Division, controlled by a centralised head office in Singapore, offers comprehensive national coverage through its sales and stock points located in some 15 main centres throughout Malaysia. These are staffed by highly trained sales forces under both European and Asian executives.

Sales are made from stock to both the wholesale and retail trade and recognising the great importance of distribution, point of sale and promotion work, skilled mobile retail sales teams are continuously employed throughout Malaysia. The Division plans and puts into operation specialised marketing schemes including redemption, display competitions, demonstrations, house to house canvassing, premiums and price testing, and in addition it undertakes the full planning of sales campaigns and advises on the use of orthodox advertising media such as the press, cinema, radio and outdoor advertising.

Boustead & Co. have recently acquired Barlow & Co. (Singapore) Ltd. whose agencies for "Del Monte" Canned Foods, Gillette, Proctor & Gamble, and Slazengers together with many others have proved a valuable addition to the Marketing Division's interests, and during 1963 they also acquired an interest in, and the managing agency for Messrs. L. D. Seymour & Company (Malaya) which holds the agency for a number of well known companies including Kelloggs and Dr. West's tooth brushes.

Close personal contact is maintained with all principals and the Division's associates, Edward Boustead & Co. in the City of London provide an export service together with an informed and close liaison in Europe.

## EXPORT DIVISION

Bousteads have over many years built up a considerable export business in the natural products of South East Asia and are today one of the leading Merchant Exporters of Far Eastern tropical produce.

The centre of Boustead & Co.'s produce operations is in Singapore and there is also a produce section in Penang. The staff at these two offices is in direct contact with packers and suppliers throughout the whole of the Federation of Malaysia and can also call for assistance, if necessary, on the many Branches of the Company.

Prior to the imposition of the trade embargo by Indonesia in September 1963, Boustead & Co. were trading in both the produce of the Federation of Malaysia and Indonesian produce imported into and packed in Singapore. Nowadays, the Company, of necessity, no longer deals in Indonesian produce, but its position in the Malaysian produce market is as strong as ever.

The main commodities in which the Company trades are as follows:

Straits and Sabah Copra	Singapore Pearl Sago and Sago Flour
Straits Coconut Oil	Sarawak Sago Flour
Malayan Palm Kernels	Penang Tapioca
Malayan Palm Oil	Sarawak Pepper
Sarawak Illipenuts	Penang Cloves
Malayan Canned Pineapples	(the Company's proprietary labels are "Eastern Night", "Marigold" and "Enchantment")

The Produce Department of Edward Boustead & Co., acts as Selling Agent for Boustead & Co. in the U.K. and on the Continent. In addition to this, the Produce Department of Edward Boustead & Co. has built up strong direct connections in Indonesia and Thailand and conducts an active trade in spices and animal foodstuffs from these countries.

## COMMODITY TRADERS LTD.

The experience and knowledge gained by Bousteads over many years of active participation in all aspects of the natural rubber trade led to a policy decision in 1961 to establish a separate company specialising in rubber trading, and Commodity Traders Ltd. was formed.

Boustead & Co.'s Partners in this company are Messrs, H. A. Astlett & Co., Inc. of New York and Messrs. Henry Gardner & Co., Ltd., London.

The trading and marketing centres of the founder partners provide the basic strength of the organisation, which has expanded considerably since the date of its establishment. Working through selected Agents, Commodity Traders are now well known internationally as suppliers of natural sheet rubber, special processed rubber and latex.



# **BOUSTEAD- BUTTERY ESTATES AGENCY LIMITED**

Boustead-Buttery Estates Agency Ltd. in which Boustead & Co. Ltd. and John Buttery & Co. Ltd. are equal partners, was formed in 1956 in order to merge the two companies' Estates Agency and Secretarial businesses, and a list of the companies for which they act as secretaries and agents is given in the coloured section at the end of this book.

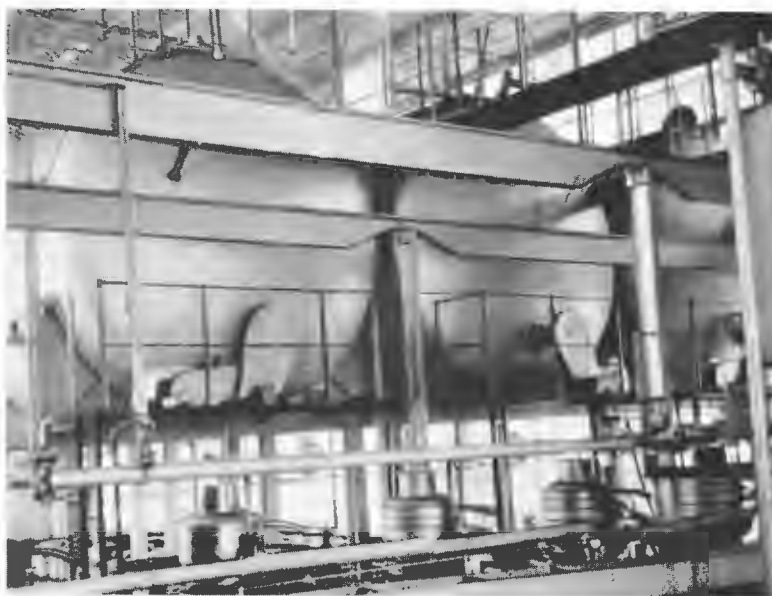
The Company which is based on Kuala Lumpur with a branch office in Singapore, acts as Secretaries and Registrars and/or Agents for 45 rubber and oil palm estates owned by both United Kingdom and Malaysian companies, with a total planted area of over 100,000 acres, and also acts as Secretaries to four land development companies in Malaysia together with a Latex Drum Manufacturing Company.

Boustead-Buttery Estates Agency Ltd. also provides a planting advisory service through their Visiting Agent, while their Rubber Development Division ensures that new ideas on the processing and presentation of natural rubber are carefully evaluated and the results passed on to the Company's Principals. Another section of Boustead-Buttery's organisation undertakes the local supervision of an Estates Staff Pool which provides administrative staff for a group of estates within the Agency.

Through its officers the Company provides representation on various official bodies in Malaya and Singapore, notably the Rubber Producers' Council, United Planting Association of Malaya, Malayan Planting Industries Employers' Association, Malayan Rubber Export Registration Board, Johore Planters' Association, Singapore Ratepayers' Association and Singapore Panel of Industrial Arbitrators.



*Malakoff Rubber Estate.*



*Above, left: Reputed to be one of the oldest rubber trees in Malaya, from the original nursery planted on Malakoff, circa 1890.*

*Above, right: A battery of latex separators in Malakoff Estate factory.*

*Left: 20,000 gallon latex storage tanks in the Malakoff Estate factory.*



## ORIENTAL MINING COMPANY LTD

Formed in 1955 to develop the Temangan Iron Ore Mine in Kelantan, Boustead & Co.'s partners in Oriental Mining Co. Ltd. are Andrew Weir & Co. Far East Ltd. and Kokan Mining Co. Ltd. Boustead & Co. were appointed Secretaries to the Company in 1958. Kokan Mining Co. Ltd. the successors to Southern Mining Co. who worked the mine on a small scale before the war, are a wholly owned subsidiary of Nippon Kokan Kabushiki Kaisha, one of Japan's largest steel mills.

The Temangan Mine was opened by H. H. The Sultan of Kelantan in 1957 commencing production in the following year and ore is conveyed from the mine to the East coast port of Tumpat by rail, where modern methods of stockpiling and conveyor belt loading are used. All the iron ore is shipped to Japan and up to the end of 1963 a total of 2,915,000 tons had been shipped; production averaging about 500,000 tons a year.



*75-K Shovel No. 1 at Temangan Mine.*



*Jubakar stock pile and conveyor belt system.*



*Aerial view of Kuala Lumpur, the Capital of Malaysia.*



*Jesselton, Capital of the State of Sabah, Borneo photographed from the air.  
(Photographed by Gordon Wells, with acknowledgements to the "Straits Times", Singapore)*



EDWARD BOUSTEAD & CO. LTD

## DEPARTMENTS



*A trading session at the London Metal Exchange. Photographed by R. Appelbe with acknowledgement to "Business Week".*

## TIN DEPARTMENT

London is the centre of the world's tin market and Edward Boustead & Co. have been dealing in the metal there for nearly a hundred years. They have representatives in all parts of the world, and as ring dealing members of the London Metal Exchange, in addition to their merchant business, they are in a position to accept orders from their customers for execution by way of hedging or arbitrage transactions not only in Tin, but also in the other metals dealt in on the Exchange—Copper, Lead and Zinc.

As dealers Edward Boustead & Co. handle all brands of Tin, but are chiefly known for their Straits Tin business, for which Boustead & Co., in Malaya act as buying and forwarding agents: in addition Boustead & Co., Singapore also trade directly on their own account with local customers and with clients in nearby countries in the Asian Market (Japan, India, Taiwan, Iran, etc.). Malaya is the world's largest producer of Tin, and Bousteads are the largest merchant shippers from Malaya with an average yearly tonnage of over 12,000 tons.

Out of a total sales turnover in Straits Tin of around £12,000,000 per annum, more than half is sold to the U.S.A. The remainder goes largely to Europe, where France and Italy are Boustead's best customers.

Much of Boustead's success in re-establishing themselves in the American Market after the war was due to the efforts of Messrs Nathan Trotter & Co. of Philadelphia, who at that time had an office in New York, old friends to whom they were selling Tin in 1877. This has since been closed and Trotter have resumed their main business as distributors in the Philadelphia area. Edward Boustead & Co. now operate through the agency of H. A. Astlett & Co. Inc. with whom the Company has had a close connection in all spheres of American business for many years. H. A. Astlett & Co. Inc. are members of the New York Commodity Exchange, and through them Boustead's are in a position to handle any business for execution on this Exchange. On the West Coast of America Boustead's agents are Messrs. H. M. Newhall & Company of San Francisco who have held the appointment for more than 50 years. Customers in the U.S.A. include the majority of the large steel companies, such as:

- Bethlehem Steel Corporation
- Granite City Steel Company
- Inland Steel Company
- Jones & Laughlin Steel Corporation
- Kaiser Steel Corporation
- United States Steel Corporation
- Wheeling Steel Corporation
- Weirton Steel Company
- Youngstown Sheet & Tube Company

In Europe Edward Boustead & Co. are well represented with agents of long standing, such as Messrs. J. Braconnot et Cie, Paris and Ditta Francesco Emilio Scerni, Genoa.

A full list of the Company's representatives for Tin is given in the coloured section at the end of the book.



## **ESTATES DEPARTMENT**

Sir Henry Wickham, who in 1875 introduced from Brazil the seeds from which the rubber trees now covering vast areas of Malaya have been propagated, was at that time a familiar figure in our London office, hence Bousteads can justly claim to have been connected with the Natural Rubber Industry since its earliest days.

Our interest in the management and administration of Malayan rubber estates dates back to the first decade of the century when a large number of plantation companies were floated. Always a speculative commodity, the rubber industry has had its periods of boom and slump. It was hard hit by the economic depression of the 1930's and was just emerging from it and its general effects only to suffer occupation by the Japanese and so the loss of the main producing areas until the liberation in August 1945 when the estates had to be nursed back to proper standards of husbandry for several years. Then came the Malayan "Emergency" period which began in 1948 and dragged on for more than seven years, hindering rehabilitation following the War.

Despite these vicissitudes the Malayan estates for which Edward Boustead & Co. act as Agents and Secretaries, are efficient and economic units. Most of them carry a large proportion of modern high-yielding pedigree trees which have enabled them to maintain their position in world rubber markets. The estates under Edward Boustead & Co.'s administration cover some 23,000 planted acres yielding at present 16,000,000 lbs. rubber annually and are staffed by a team of highly trained managers and assistants.

Edward Boustead & Co. are members of the rubber Trade Association and their London Rubber Department is in close touch with the main markets of the world in Singapore, New York and London. They act as Agents, Secretaries and Registrars for the following rubber plantation companies:

Broome Rubber Plantations Ltd.

Cheras Rubber Estates Ltd.

Kelantan Rubber Estates Ltd.

Malakoff Rubber Estates Ltd.

Taiping Rubber Plantations Ltd.

Windsor (F.M.S.) Rubber Estate Ltd.

*"Budding"  
at Malakoff  
Rubber Estates.*



*"Terracing" on  
Windsor Estate*



*Staff House on  
Malakoff Estate.*





## **METAL SUPPLIES LIMITED**

Metal Supplies is a wholly owned subsidiary of Edward Boustead & Co. Ltd. specialising in the supply of Copper and Copper Alloy semi manufactured products particularly Copper Tubes for housing and general engineering purposes, Brass Wire and Rod for Screw manufacture and Copper, Brass and Nickel Silver Sheet and Strip for general engineering purposes.

The Company's activities are international, and it has very close working connections with manufacturers in the United Kingdom, Germany, Italy and Switzerland. Metal Supplies Ltd. are sole selling agents in Pakistan for Societa Metallurgica Italiana of Florence while a large part of their business lies in the supply of Copper Tubes and other non ferrous semi manufactured products to the U.S.A. and Canada.

## **NATIONAL SCRAP METALS LIMITED**

National Scrap Metals Limited was founded in 1933 and has been a member of the Boustead Group of Companies since 1958. Since its inception, the Company have specialised in the supply of non-ferrous metals, particularly High Temperature Alloys and scrap containing Nickel, Chrome, Molybdenum, Tungsten and Cobalt, on an international basis.

Following advances in metallurgy during the 1939-45 war and the introduction of the newer metals, the Company has also specialised in the supply of Titanium, Zirconium and Germanium together with the latest High Temperature Casting Alloys.

During the last few years, the Company has formed a special department to deal with the purchase and sale of Tin containing Scraps, Slimes and Residues.

**AUSTRALIA &  
NEW ZEALAND**

## **EDWIN WOOD PROPRIETARY LTD**

Edwin Wood was born in Warwickshire in 1851 and went to New Zealand as a young man. In 1890 he moved to Australia and a few years later formed a partnership with another manufacturers' agent under the name of Rotherham Wood & Company, later acquired by Edwin Wood Pty. Ltd.

Edwin Wood became established as a manufacturers' agent in his own right about 1903 in Melbourne, where besides his business interests he was actively interested in the Melbourne City Mission. Three years later he visited the U.K. where he formed several agreements with manufacturers under his own name to represent them in Australia.

The first meeting of the directors of Edwin Wood Pty. Ltd. was held some years later in 1913 with Edwin Wood as governing director and William S. Dagg, who came to Australia from Ireland towards the end of the nineteenth century, a director.

In 1906 the Company was appointed the Australian and New Zealand agents for Geo. Salter & Co. Ltd., of Birmingham, manufacturers of spring balances and crane weighers. Other agencies of long standing include the representation of The Jacobs Manufacturing Company Ltd. of Hartford, Connecticut and now also of Sheffield, and Rex Chainbelt Inc., of Milwaukee. From 1914 onwards William Dagg made frequent trips both to the U.K. and the U.S.A. and in 1927 Edwin Wood Pty. Ltd. was appointed the sole Australian and New Zealand agent for the Parker-Kalon Corporation of the U.S.A. The Parker-Kalon Corporation subsequently entered into a licensing agreement with Guest Keen & Nettlefolds Ltd., to manufacture certain Parker-Kalon designed products and the agency for these two companies has been an important part of Edwin Wood's business ever since.

Branch offices were opened in Sydney in 1913 and in Wellington in 1920; meanwhile the business of Rotherham Wood & Company was acquired in 1915 and that of the Atlas Trading Company in 1920.

Edwin Wood died in 1933 and in 1940 control of the company was acquired by William Dagg, the senior director.

Following the second World War, branch offices of Edwin Wood Pty. Ltd. were established in Adelaide, Perth and Brisbane, and of Edwin Wood (N.Z.) Pty. Ltd. in Auckland and Christchurch. In 1948 the company acquired an interest in William Newman & Sons, Australia, a manufacturing subsidiary of William Newman & Sons Ltd., Birmingham, whom Edwin Wood had represented for many years.

In 1960 William Dagg died and Edward Boustead & Co. Ltd. acquired the controlling interest in the Edwin Wood organisation. Since then the business of Norman Harrison Pty. Ltd. has been absorbed and a substantial interest acquired in J. Millerchip & Sons of Sydney, manufacturers of plumbers' tools.





*William Newman & Sons' factory in Melbourne. An Edwin Wood Proprietary Ltd. Associate Company.*



*J. Millerchip & Sons' factory in Sydney. An Edwin Wood Proprietary Ltd. Associate Company.*

## EDWIN WOOD SALES ORGANIZATION

Edwin Wood Pty. Ltd. and its subsidiary company Edwin Wood (N.Z.) Pty. Ltd., act as importers, distributors and representatives throughout Australia and New Zealand for manufacturers in Australia, Europe, Japan, the U.K. and the U.S.A., normally on an exclusive agency basis.

Fully equipped offices and warehouses are maintained in the eight largest cities in Australia and New Zealand, staffed with qualified and experienced sales representatives. The company services wholesale distributors, large retail stores and sells direct to industrial buyers, primarily in the hardware, automotive and engineering supply field, as well as to merchants specialising in architectural hardware and sporting goods.

The company's Technical Division with a qualified engineering staff provides a technical sales service specialising in fluid power, transmission chain, electric controls, self lubricating bearings and special purpose tools and machinery.



*An Edwin Wood Branch office in Perth, Western Australia.*





#### **AUSTRALIA**

Boustead Pty. Ltd. Melbourne:

- ▲ Edwin Wood Pty. Ltd. Head Office
- (Associate Co.) William Newman & Sons (Aust.) Pty. Ltd.
- (Associate Co.) C. H. Leaver (Aust.) Pty. Ltd.

- ▲ Sydney: Edwin Wood Pty. Ltd. Branch Office
- (Associate Co.) Millerchip & Sons Pty. Ltd.
- ▲ Brisbane: Edwin Wood Pty. Ltd. Branch Office.
- ▲ Adelaide: Edwin Wood Pty. Ltd. Branch Office.
- ▲ Perth: Edwin Wood Pty. Ltd. Branch Office.



#### **NEW ZEALAND**

- ▲ Wellington: Edwin Wood (N.Z.) Pty. Ltd. N.Z. Head Office.
- ▲ Auckland: Edwin Wood (N.Z.) Pty. Ltd. N.Z. Branch Office.
- ▲ Christchurch: Edwin Wood (N.Z.) Pty. Ltd. N.Z. Branch Office.

**The following pages carry**

**a list of agencies held by**

**BOUSTEAD & COMPANY LTD**

**and**

**EDWARD BOUSTEAD**

**& COMPANY LTD**

**and Subsidiaries**



## **BOUSTEAD & CO. LTD.**

### **SHIPPING DIVISION** *Agencies held at principal ports*

**Singapore—BOUSTEAD & CO. LTD.**, Union Building, P.O. Box 899, Singapore

Cables: BOUSTEADCO. Telephone: SINGAPORE 92161. International Telex No: SETX 233.

Codes: Bentley's Complete and Second Phrase, Acme, New Conrad Boe, Lombard.

**Penang—BOUSTEAD & CO. LTD.**, Weld Quay, P.O. Box 159, Penang, Malaya.

Cables: BOUSTEADCO. Telephone: PENANG 61501

Codes: Bentley's Second Phrase, Acme.

**Port Swettenham—BOUSTEAD & CO. LTD.**, P.O. Box 15, Port Swettenham, Selangor, Malaya.

Cables: BOUSTEADCO. Telephone: PORT SWETTENHAM 6301.

Codes: Bentley's Second Phrase.

**The Bank Line Ltd.**

**Blue Funnel Line Australian Service**

**British Phosphate Commissioners**

**Burns, Philp & Co. Ltd.**

**Canadian Pacific Steamship Ltd.**

**Glen Line Ltd.**

**Holland East Asia Line**

**The Indo China Steam Navigation Co. Ltd.**

**Java Pacific & Hoegh Lines**

**Malaya Indonesia Line**

**Nedlloyd Line**

**Union Steam Ship Co. of New Zealand**

**Straits Steamship Co. Ltd.**

Singapore, Port Swettenham, Penang.  
Port Swettenham.

Singapore, Port Swettenham, Penang.

Singapore, Port Swettenham, Penang.

Singapore, Port Swettenham, Penang.

Singapore, Port Swettenham, Penang.  
Penang.

Singapore, Port Swettenham, Penang.

Penang.

Port Swettenham.

Penang.

Singapore, Port Swettenham, Penang.

Kuantan, Tumpat.

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### **TRAVEL DIVISION** *Agencies*

#### **General Passenger Booking Agents For:**

Burns Philp & Co. Ltd.

Canadian Pacific Steamships Ltd.

Glen Line Ltd.

Indo-China Steam Navigation Co. Ltd.

Union Steam Ship Co. of New Zealand Ltd.

#### **Tours:**

Campagnia Italiana Turismo.

New Zealand Government Tourist Bureau.

South African Government Tourist Bureaux.

Lissone Lindeman.

Polytechnic Tours.

Linje Buss.

#### **Passenger Booking Agents For:**

Royal Mail Line.

Holland America Line.

New Zealand Shipping Company.

Far Eastern Passenger Conference Lines.

#### **Membership:**

International Air Transport Association (I.A.T.A.)

Pacific Area Travel Association (P.A.T.A.)

Singapore Travel Agents Association.

Singapore Tourist Association.

Penang Tourist Association.

The International Touring Club.

#### **Rail and Bus:**

Canadian Pacific Railways.

Malayan Railway.

State Railway of Thailand.

Pacific Greyhound Lines.

**I.A.T.A. Sales Agents at Singapore, Kuala Lumpur, Ipoh and Penang  
for all leading Air Lines including:**

Air Ceylon	Lufthansa.
Air France	Malaysian Airways Limited.
Air India International.	Pan American Airways.
Alitalia	Qantas Empire Airways.
Australian National Airways—ANSETT.	Scandinavian Airlines System (S.A.S.)
British Overseas Airways Corporation.	Swissair
British European Airways.	Tasman Empire Airways.
Borneo Airways Limited.	Trans Australia Airlines.
Canadian Pacific Airlines.	Trans Canada Airlines.
Cathay Pacific Airways.	Transport Aeriens Intercontinentaux (T.A.I.)
Garuda	Thai Airways International
Japan Airlines	Thai Airways.
K.L.M.	Union of Burma Airways.

**INSURANCE DIVISION—see also page 16**

**Lloyds Agents in Singapore**

**Principal Agents for:**

**The London and Lancashire Insurance Co. Ltd.,**  
Singapore — Federation of Malaya — Borneo and  
Sarawak.

**MARKETING DIVISION      *Agencies covering Malaya and  
Singapore***

<i>Name of Supplier</i>	<i>Description of Goods</i>
<b>Alfred Lamb &amp; Son Ltd.</b>	Jamaica Rum.
<b>Alsing Trading Co. Ltd.</b>	"Red Torch" Italian Matches.
<b>Bombay Burmah Trading Corporation Ltd.</b>	Timber.
<b>Corn Products International</b>	B. and P. Cornflour, "Maizena" Cornflower, "Dextrosol", Hydrate Dextrose, "Globe" Brand Cornstarch. "Mazola" Corn Oil, "Argo" Refined Oil, "Best Foods" Products, "Bosco" Milk Amplifier, Maize Yellow Dextrine, Mayonnaise.
<b>California Packing Corporation</b>	"Del Monte" Sardines, Catsup, Dried Fruits, Canned Fruits, Canned Vegetables and Juices.
<b>Cement Marketing Co. Ltd.</b>	"Pyramid" Cement.
<b>Chalwyn Lamps Ltd.</b>	"Far East" and "Tropic" Hurricane Lanterns.
<b>Cargills (Ceylon) Ltd.</b>	Cargilineum Mixture.
<b>Charles Letts &amp; Co. Ltd.</b>	Diaries.
<b>Distillers Agency Ltd.</b>	"King George IV" and "King George IV supreme".
<b>Daido Insecticide Co. Ltd.</b>	"Leopard" Mosquito Coils.
<b>Delavelle (G.B.) Ltd.</b>	"Rose" Creamoil Haircream.



## MARKETING DIVISION—*continued*

### *Name of Supplier*

English Sewing Cotton Co. Ltd.

Edward Sharp & Sons Ltd.

George Rowney & Co. Ltd.

H. V. Cockshut Ltd.

Gillette Industries Ltd.

Gillette Company

Henry Squire & Sons Ltd.

Humphrey Taylor & Co. Ltd.

Horrockses (Sales) Ltd.

International Paints (O.T.C.) Ltd.

Nairn Williamson Ltd.

W. & R. Jacob & Co. (Liverpool) Ltd.

S. C. Johnson Pty. Ltd.

Knorr Food Products Co. Ltd.

Linen Thread Co. (Export Sales) Ltd.

MacDonald Greenlees Ltd.

Maison Moet & Chandon

Malayan Industrial Plastics Ltd.

Malayan Cement Ltd.

Monbulk Preserves Ltd.

Nestle's Products (Overseas) Ltd.

Nicholson File Co.

Nichiban Co. Ltd.

H. M. Newhall & Co.

Outboard Marine International S.A.

Petroleum Supplies & Services Ltd.

Petfoods Ltd.

Petpro Ltd.

Philips Yeast Products Ltd.

Petromax C.m.b.H. Altena Westphalia

Proctor & Gamble A. G. Lucerne

Ridsect Co.

Robertson & Woodcock Ltd.

Samuel Hodge & Sons Ltd.

Scaling Hammers Ltd.

Slazengers Ltd.

Swastik Oil Mills Ltd.

Twiss & Brownings & Hallows (export) Ltd.

### *Description of Goods*

"Sylko", "Scissors", "Sun", "Swan" and "Unity" Threads.

Sharp's Toffees.

Artists' Materials.

Textiles Drill Cloths. "Akola 1703" Mulls.

Blue, Extra and Silver Gillette, Valet, Nacet Blades, Shaving Brushes, Shaving Cream, Toni Permanent Wave Lotion, White Rain, Caress Hair Spray.

"Paper-Mate" Ball Point Pens.

Squire Locks.

"Old Pensioner" Dry Gin.

Dress Fabrics, Furnishings, Towels, etc.

Paints

Lancastreum, Lionide, Linoleum, Leather-cloths, Vinyl Tiles, etc.

Jacobs' Biscuits.

Johnson's Waxes.

"Knorr-Swiss" Soups, Cubes, Broths.

Threads and Braids, Twines and Cordages, Boot and Shoe Threads.

"Old Parr" Whisky.

Champagne.

PVC Hose and Chicks.

"Tiger" Cement.

Jams.

"Red Torch" Sweetened Condensed Milk.

Files.

"Panfix" Transparent Adhesive Tape.

"Ocean Garden" Canned Abalone.

"Gale Buccaneer" Motors.

Paraffin Wax.

"Kit-E-Kat" Fish Food for Cats, "Chappie" Full Diet Dog's Food.

Chocolate Novelties.

Veterinary Preparations—Vetzyme.

Petromax Pressure Lanterns.

"Tide", "Rapido", "Dreft" Detergents, Ivory and Pink Camay, Cheer, Mirro, Drene and Prell Shampoos, Crisco, Gleem Toothpaste.

Insecticides, etc.

Trebor Sweets.

Tank Cleaning Equipment.

"Dolphin" Scaling Equipment.

Golf, Tennis and General Sports Equipment.

Castor Hair Oil.

Hennessy Brandy.

## **MARKETING DIVISION—continued**

**Tuborg Breweries Ltd.**  
**Trummer & Co. Successors Ltd.**  
**Vick International**  
**Volspray Ltd.**  
**A. Wander Ltd.**

**Tuborg Beer.**  
**"222" and "Manx" Swedish Matches.**  
**Milton Antiseptic Fluid.**  
**Volspray Paint Spray Equipment.**  
**Ovaltine, Biscuits and Rusks.**

### ***Agencies covering Borneo territories only***

**Beecham Overseas Ltd.**

**Brylcreem, Yeast Vite, Eno's "Fruit" Salt, Veno's Cough Mixture, Maclean's Toothpaste, Ashton & Parsons Infants' Powders, Silvikrin Products, Maclean Brand Indigestion Tablets and Powder, etc.**

**Beecham Food Exports Ltd.**  
**W. J. Bush & Co. Ltd.**  
**B. T. Babbitt Inc.**  
**Chivers & Sons Ltd.**  
**Crescent Manufacturing Co. Ltd.**  
**Caltex Oil (Malaya) Ltd.**  
**Joseph Tetley & Co. Ltd.**  
**Unilever Export Ltd.**  
**Spong & Co. Ltd.**  
**Taiko Bussan Co. Ltd.**  
**Taylor Woodrow (B.E.) Ltd.**  
**The Whitecross Co. Ltd.**

**Ribena, etc.**  
**Essences.**  
**"Hep" Aerosol Insect Killer.**  
**Jams, Jellies.**  
**Baking Powder.**  
**Lubricating Oil.**  
**Tea Dust.**  
**"Blue Band" Margarine.**  
**Coffee Mills and Miners.**  
**Komai Marine Engines.**  
**Arcon Structures.**  
**Wire Ropes.**

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## **BOUSTEAD-BUTTERY ESTATES AGENCY LIMITED**

### ***Kuala Lumpur***

#### **Secretaries For:**

**(28) Amalgamated Malay Estates Ltd.**  
**(16) Bassett Rubber Co. Ltd.**  
**(30) Borelli Rubber Co. Ltd.**  
**(29) Bukit Kepong Rubber Estates Ltd.**  
**(11) Cicely Development Ltd.**  
**Drums (Malaya) Ltd.**

**(10) Kuala Sidim Rubber Co. Ltd.**  
**(32) New Serendah Rubber Co. Ltd.**  
**(34) Selangor Coconuts Ltd.**  
**Selugra Palm Oil Factory Ltd.**  
**The Straits Rubber, United Patani and Associated Companies' Asiatic Provident Fund.**

#### **Agents for:**

**(19) Broome Rubber Plantations Ltd.**  
**(18) Brooklands Selangor Rubber Co. Ltd.**  
**(1) Bukit Mertajam Rubber Co. Ltd.**  
**(21) Cheras Rubber Estates Ltd.**  
**(24) Chempong Malay Rubber Co. (1920) Ltd.**  
**Cicely Rubber Estates Co. Ltd.**

**(25) New Buloh Kasap Co. Ltd.**  
**(12) Padang Senang Rubber Ltd.**  
**(7) Rim (Malacca) Rubber Estates Ltd.**  
**(9) Semenyih Rubber Estates Ltd.**  
**(27) Singapore Para Rubber Estates Ltd.**  
**(33) Sungkai Estates Ltd.**



## **BOUSTEAD BUTTERY ESTATES AGENCY LTD.—*continued***

### ***Kuala Lumpur***

- |                                     |   |
|-------------------------------------|---|
| (2) Jitra Rubber Plantations Ltd.   | (13) Sungei Siput Rubber Plantations Ltd. |
| (4) Kelantan Rubber Estates Ltd.    | (14) Taiping Rubber Plantations Ltd.      |
| (5) Kuala Pahi Development Co. Ltd. | (17) Tai Seng Estate (1962) Ltd.          |
| (6) Kuala Pertang Syndicate Ltd.    | (8) Tarun (Malaya) Rubber Estates Ltd.    |
| (3) Malakoff Rubber Estates Ltd.    | (15) Windsor (F.M.S.) Rubber Estates Ltd. |

### ***Singapore***

#### **Secretaries for:**

Sembawang Estates Ltd.

Singapore United Estates Ltd.

#### **Agents for:**

- |                                      |   |
|--------------------------------------|---|
| (20) Beradin Rubber Estates Ltd.     | (31) Rini (Malaya) Rubber Estates Ltd.        |
| (22) Bukit Sembawang Rubber Co. Ltd. | (23) Singapore United Rubber Plantations Ltd. |

*Numbers provide key to position of Estates on Map of Malaysia p. 15.*

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## **EDWARD BOUSTEAD AND COMPANY LIMITED**

### **TIN DEPARTMENT *Representatives***

- |                       |  |
|-----------------------|--|
| <b>U.S.A.</b>         | H. A. Astlett & Co. Inc, 39 Broadway, New York 6.<br>H. M. Newhall & Company, 244 California Street, San Francisco 11. |
| <b>CANADA</b>         | H. A. Astlett & Co. (Canada) Ltd., 1300 Royal Bank Buildings, Toronto 1.   |
| <b>EUROPE:</b>        |  |
| <b>FRANCE</b>         | J. Braconnot et Cie, 39 rue du Colisee, Paris 8 eme.   |
| <b>ITALY</b>          | Francesco Emilio Scerni, Via Fieschi 6-18, Genoa.  |
| <b>SWITZERLAND</b>    | Impag Aktiengesellschaft, Dufourstrasse 90, Zurich 23.   |
| <b>INDIA</b>          | Steel Brothers & Co. Ltd., P.O. Box No. 369, Fort, Bombay 1.   |
| <b>PHILIPPINES</b>    | Atkins, Kroll & Co. Ltd., P.O. Box No. 1588, Manila.   |
| <b>SOUTH AFRICA</b>   | Beresford Agencies (Pty) Ltd., P.O. Box No. 8394, Johannesburg.  |
| <b>AUSTRALIA</b>      | Norman W. Hutchinson & Sons (Pty). Ltd., 277 William Street,<br>Melbourne, C.I.  |
| <b>NEW ZEALAND</b>    | Edwin Wood N.Z. (Pty.) Ltd., Box No. 1382 G.P.O., Wellington.  |
| <b>SOUTH AMERICA:</b> |  |
| <b>ARGENTINE</b>      | Van Waveren Argentina, Casilla de Correo 175, Buenos Aires.  |
| <b>URUGUAY</b>        | E. Schnurmann Esq., General Pacheco. 1115, Montevideo.   |
| <b>BRAZIL</b>         | H. W. Bethencourt Soc. An., Caixa Postal 1496, Rio de Janeiro.   |
| <b>COLOMBIA</b>       | Hermann Tobias & Cia. Ltda., P.O. Box No. 40-61, Bogota.   |

# **EDWARD BOUSTEAD & CO. LTD.**

## ***Subsidiary Companies***

### **METAL SUPPLIES LIMITED**

Metal Supplies has exclusive agency arrangements in the following countries:

<b>U.S.A.</b>	Winter Wolff & Co. Inc. 1 Whitehall Street, New York. Winter Wolff & Co. Inc. 2036 East 27th Street, Los Angeles, California.
<b>CANADA</b>	Olympia Tubes Ltd. 3760 Metropolitan Blvd, East. Montreal.
<b>PAKISTAN</b>	Bengal Impex Corporation, 19 Sind Market, Karachi 2. Bengal Impex Corporation, Dost Buildings, Quaid-E-Azam Jinnah Road, Chittagong. Bengal Impex Corporation, 13A Beadon Road, Lahore.

### ***Australasia***

#### **EDWIN WOOD PTY. LTD.**

***(Est. 1903)***

#### **EDWIN WOOD (N.Z.) PTY. LTD.**

#### **ARCHITECTURAL HARDWEAR**

**Wm. Newman & Sons, Ltd.,** Birmingham, England and Melbourne, Australia.  
*Hydraulic Door Closers, Floor Springs and Architectural Hardware, Flexible Rubber Doors.*  
**Lockerbie & Wilkinson Ltd.,** Tipton, England. *Coin Operated Locks and Turnstiles.*  
**Landert-Motoren-A.G.** Bulach, Switzerland. *Automatic Door Opening Gear.*  
**Savory Equipment Inc.,** Newark (N.J.), U.S.A. *Conveyor Toasting Equipment.*  
**Greenwoods & Airvac,** London. *Ventilating Equipment.*  
**Jury Holloware Ltd.,** Brierley Hill, Staffordshire, England. *Enamelware.*

#### **AUTOMOTIVE DIVISION**

**Raybestos-Manhattan,** New York, U.S.A. *Brake and Clutch Lining Materials.*  
**Raybestos-Belaco Ltd.,** London, England. *Brake and Clutch Lining Materials.*  
**J. F. Sykes Ltd.,** St. Annes-on-Sea., England. *Panel Beating and Pulling Tools.*  
**Wingard (M.A.) Ltd.,** Chichester, England. *Auto. Accessories.*  
**C. L. Equipments Ltd.,** Wolverhampton, England.  
*Cylinder Head Grinding and Valve Refacing Machines.*  
**Merit-Werk,** Gummersbach, Germany. *Automotive Electrical Switches.*  
**Aimco Automotive Parts Company,** Toronto, Canada. *Brake Shoes.*  
**Clessie L. Cummins Division of the Jacobs Manfg. Co.,** "Cummins" Engine Brake.  
**Clearhooters Ltd.** Bedworth, England. *Automotive Electrical Horns.*  
**B.R.D. Co.,** Aldridge, England. *Universal Joints*

#### **ENGINEERING AND TOOLS**

**Geo. Salter & Co. Ltd.,** Birmingham, England and Melbourne, Australia.  
*Crane Weighers, Commercial Scales, Domestic Scales and "Truarc" Retaining Rings.*  
**Jacobs Manufacturing Co.,** Hartford, U.S.A., Sheffield, England. Esslingen, West Germany.  
*Drill and Lathe Chucks.*  
**Carter Tools Pty. Ltd.,** Sydney, Australia. *Vices.*  
**Josef Albrecht,** Esslingen, West Germany. *Keyless Chucks.*



# **EDWARD BOUSTEAD & CO. LTD.**

## ***Subsidiary Companies***

### **METAL SUPPLIES LIMITED**

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<b>CANADA</b>	Olympia Tubes Ltd. 3760 Metropolitan Blvd, East. Montreal.
<b>PAKISTAN</b>	Bengal Impex Corporation, 19 Sind Market, Karachi 2. Bengal Impex Corporation, Dost Buildings, Quaid-E-Azam Jinnah Road, Chittagong. Bengal Impex Corporation, 13A Beadon Road, Lahore.

### ***Australasia***

**EDWIN WOOD PTY. LTD.**  
(Est. 1903)

**EDWIN WOOD (N.Z.)  
PTY. LTD.**

### **ARCHITECTURAL HARDWEAR**

**Wm. Newman & Sons, Ltd.**, Birmingham, England and Melbourne, Australia.  
*Hydraulic Door Closers, Floor Springs and Architectural Hardware, Flexible Rubber Doors.*  
**Lockerbie & Wilkinson Ltd.**, Tipton, England. *Coin Operated Locks and Turnstiles.*  
**Landert-Motoren-A.G.** Bulach, Switzerland. *Automatic Door Opening Gear.*  
**Savory Equipment Inc.**, Newark (N.J.), U.S.A. *Conveyor Toasting Equipment.*  
**Greenwoods & Airvac**, London. *Ventilating Equipment.*  
**Jury Holloware Ltd.**, Brierley Hill, Staffordshire, England. *Enamelware.*

### **AUTOMOTIVE DIVISION**

**Raybestos-Manhattan**, New York, U.S.A. *Brake and Clutch Lining Materials.*  
**Raybestos-Belaco Ltd.**, London, England. *Brake and Clutch Lining Materials.*  
**J. F. Sykes Ltd.**, St. Annes-on-Sea., England. *Panel Beating and Pulling Tools.*  
**Wingard (M.A.) Ltd.**, Chichester, England. *Auto. Accessories.*  
**C. L. Equipments Ltd.**, Wolverhampton, England.  
*Cylinder Head Grinding and Valve Refacing Machines.*  
**Merit-Werk**, Gummersbach, Germany. *Automotive Electrical Switches.*  
**Aimco Automotive Parts Company**, Toronto, Canada. *Brake Shoes.*  
**Clessie L. Cummins Division of the Jacobs Manfg. Co.**, "Cummins" Engine Brake.  
**Clearhooters Ltd.** Bedworth, England. *Automotive Electrical Horns.*  
**B.R.D. Co.**, Aldridge, England. *Universal Joints*

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*Crane Weighers, Commercial Scales, Domestic Scales and "Truarc" Retaining Rings.*  
**Jacobs Manufacturing Co.**, Hartford, U.S.A., Sheffield, England. Esslingen, West Germany.  
*Drill and Lathe Chucks.*  
**Carter Tools Pty. Ltd.**, Sydney, Australia. *Vices.*  
**Josef Albrecht**, Esslingen, West Germany. *Keyless Chucks.*

## **ENGINEERING AND TOOLS—continued**

**Sargent & Co.**, Hartford, U.S.A. *Parallel Action Pliers.*  
**The Sutton Tool & Gauge Manfg. Co. Pty. Ltd.**, Melbourne, Australia.  
*Twist Drills and Cutting Tools.*  
**Geo. Ibbotson & Co. Ltd.**, Sheffield, England. *Saws, Hand Tools and Steel Strip.*  
**The Nye Tool Co.**, Chicago, U.S.A. *Plumbers Tools.*  
**Millerchip & Sons Pty. Ltd.**, Sydney, Australia. *Plumbers Tools.*  
**"Kirby" (Swiftsure Ltd.)**, Sydney, Australia. *Chisels, Bars and Forged Tools.*  
**Hollands & Blair Ltd.**, Croydon, England. *Hand Tools.*  
**Woden Tools Ltd.**, Sheffield, England. *Hand Tools.*  
**Tapmatic Corporation**, California, U.S.A. *Tapping Attachments.*  
**Nebendorf & Paffrath**, Remscheid, West Germany. *"Neuropa" Wrenches.*

## **FASTENINGS AND INDUSTRIAL MATERIALS**

**G.K.N. Screws & Fasteners Ltd.**, Birmingham, England. *Self Tapping Screws, Socket Screw Prods.*  
**Nettlefolds Pty. Ltd.**, Melbourne, Australia. *Self Tapping Screws.*  
**Parker-Kalon Corp.**, New York, U.S.A. *Self Tapping Screws.*  
**Exors. of James Mills Ltd.**, Stockport, England. *Grooved Pins, Keys.*  
**Dohner, Akt.**, Letmathe, West Germany. *Seamless Brass Cased Tubing.*  
**Aug. Stenman, A.B.** Eskilstuna, Sweden. *Seamless Brass Cased Tubing.*  
**Injecta Ltd.**, Teufenthal, Switzerland. *Alloy Dowels.*  
**Hugo Vogelsang**, Hohenlimburg. *Tension Pins.*  
**Wilcrome Industries.** *Thimbles and Rope Grips.*

## **SPORTING GOODS DIVISION**

**Remington Arms Co. Ltd.**, Bridgeport, U.S.A. *Arms and Ammunition.*  
**Moss Stone & Co. Ltd.**, Walsall, England. *Stainless Steel Stirrups, Bits and Saddlery.*  
**Austral Propellers**, Sydney, Australia. *Machined Pitch Propellers.*

## **TECHNICAL DIVISION**

**Shor-Lube Products**, Melbourne, Australia. *Self Lubricating Bearings and Iron Compacts.*  
**Fenwal Inc.**, Ashland, U.S.A. *Electric Temperature Controls.*  
**Cogsdill Tool Products, Inc.**, Michigan U.S.A. *Roller Finishing Tools.*  
**Cramer Controls Corp.**, New Haven, U.S.A. *Industrial Timers.*  
**Skinner Electric Valve Division**, New Britain, Conn., U.S.A. *Solenoid Valves.*  
**Rex Chain Belt Inc.**, Milwaukee, U.S.A. *"Rex" Transmission Chain.*  
**Michigan Special Machine Co.**, Warren, Michigan, U.S.A. *Special Purpose Machine Tools.*  
**Sleeper & Hartley Inc.**, Worcester, Mass, U.S.A. *Spring Making Machinery.*  
**Coulter & McKenzie Machine Co. Inc.**, Bridgeport, Conn., U.S.A. *Spring Making Machinery.*  
**Perfecting Service Co.**, North Carolina, U.S.A. *Rotary Unions.*

*Designed & produced by Stevens, Plunket & Garrod Ltd, (SPG) and printed by Garrod & Lofthouse Ltd.*





**U.K.**  
**London**

■ Edward Boustead & Co. Ltd.  
Subsidiaries:  
Metal Supplies Limited.  
National Scrap Metals Ltd.

**U.S.A.**  
**New York**

**Los Angeles**  
**San Francisco**

- H. A. Astlett & Co. Inc.
- Winter Wolff & Co.
- Winter Wolff & Co.
- Atkins Kroll & Co.
- H. M. Newhall & Co.

**CANADA**  
**Toronto**

**Montreal**

- H. A. Astlett & Co.  
(Canada) Ltd.
- Olympia Tubes Ltd.

**FRANCE**  
**Paris**

- J. Braconnot et Cie.  
Société Commerciale  
Franco-Hollandaise

**ITALY**  
**Genoa**  
**SWITZERLAND**  
**Zurich**

**PAKISTAN**  
**Karachi**

**Chittagong**  
**INDIA**  
**Bombay**

**PHILIPPINES**  
**Manila**

**SOUTH AFRICA**  
**Johannesburg**

- Francesco Emilio Scerni
- Impag Aktiengesellschaft
- Bengal Impex Corpn.
- Bengal Impex Corpn.
- Steel Bros. & Co. Ltd.
- Atkins, Kroll & Co. Ltd.
- Beresford Agencies (Pty.) Ltd.



