

**Description for Datacard 06: Primary Metal – Heavy Engineering**  
**Total Names for This Data Card: 114056**

**Publisher's Introduction**

The base comprises metal ore smelting engineers primarily engaged in the manufacture of hot metal and pigiron from iron ore, iron and steel scrap, converting pigiron, scrap iron and scrap steel into steel. Merchant blast furnaces and byproducts, high quality ferro and non-ferrous additive quality alloys by electrometallurgical analytical process are included in this base which contains engineers and their management teams engaged in the manufacture of terneplates, tube rounds, well casting, wheels and wire products.

**Electrometallurgical Products Specialist Engineers** – Metallurgists engaged in manufacturing ferro and non-ferrous special metal additive alloys by electrometallurgical or metallothermic processes including high quality ferroalloys and non-ferrous alloys.

**Steel Wiredrawing Engineers** – engaged in drawing wire from purchasing iron and steel rods, bars, or wire for the manufacture of nails, spikes in steel and non-ferrous steel.

Engineers primarily engaged in cold rolled steel sheets, strips and bars, producing both cold and hot rolled steel strips and sheets for such products as corrugated iron, flat bright steel and razor blades, steel pipes and tubes.

**Iron and Steel Foundry** – engaged in producing iron and steel castings for the manufacture of stoves, furnaces, plumbing fittings and motor vehicles, including non-ferrous castings and components.

Foundry men engage in manufacturing grey and ductile iron castings for brakeshoes, car wheels, graphite iron, cooking utensils etc and foundries to include malleable iron, steel investments castings.

Engineers primarily engaged in smelting and refining copper, aluminium, non-ferrous metals and specialist alloys.

The rolling, drawing and extruding of non-ferrous metals in copper, alloy, bronze, brass, gold, lead magnesium, nickel, platinum, silver, tin, titanium, tungsten, zinc and zirconium.

Engineers and establishments primarily engaged in drawing and insulating wire and cable of non-ferrous metals and the insulation of fibre optic cable.

Engineers and foundry men engaged in the casting of non-ferrous metals for production of precision casts for machine, motor vehicles parts, including alloy die castings.

**Selection Available** – SIC classification, work place, work type, size of organisation, gender, income, geographical by country & postcode, telephone, fax.

**Source** – data research in conjunction with the international associations of steel foundry men, seminars and journal publication. A very responsive base both for mail and faxbroadcasting.

**Updating** – continuously verified against campaign response and goneaways, new names checked and suppressed against the Frankform ANDS System. Users are fully covered by our Guarantee and EC Data Protection Licence.



| <b>SIC</b> |  | <b>Postal</b> | <b>Tel</b> | <b>Fax</b> | <b>Email</b> |
|------------|--|---------------|------------|------------|--------------|
| 33120      | Blast Furnace Mills - Metal                    | 5437          | 5443       | 4550       | 470          |
| 33130      | Electrometallurgical Products                  | 249           | 248        | 225        | 31           |
| 33150      | Steel Wire & Related Metal Products            | 1790          | 1737       | 1526       | 201          |
| 33160      | Cold Finishing of Steel Shapes                 | 1504          | 1491       | 1420       | 26           |
| 33170      | Steel Pipes & Tubes                            | 1409          | 1381       | 1166       | 99           |
| 33210      | Gray & Ductile Iron Foundries                  | 1931          | 1873       | 1583       | 106          |
| 33220      | Malleable Iron Foundries                       | 577           | 569        | 548        | 35           |
| 33240      | Steel Investment Foundries                     | 369           | 365        | 316        | 12           |
| 33250      | Steel Foundries, nec                           | 1717          | 1699       | 1433       | 157          |
| 33310      | Primary Copper - non-ferrous                   | 341           | 322        | 283        | 10           |
| 33320      | Primary Lead - non-ferrous                     | 67            | 66         | 63         | 32           |
| 33330      | Primary Zinc - non-ferrous                     | 54            | 53         | 51         | 16           |
| 33340      | Primary Aluminium - non-ferrous                | 852           | 846        | 755        | 199          |
| 33390      | Primary non-ferrous Metals, nec                | 910           | 906        | 787        | 31           |
| 33410      | Secondary Non-ferrous Metals                   | 1078          | 1076       | 920        | 27           |
| 33510      | Copper Rolling & Drawing - non-ferrous         | 733           | 727        | 614        | 17           |
| 33530      | Aluminium Sheet, Plate & Foil - non-ferrous    | 845           | 837        | 737        | 105          |
| 33540      | Aluminium Extruded Products - non-ferrous      | 2003          | 1991       | 1809       | 686          |
| 33550      | Aluminium Rolling & Drawing - non-ferrous      | 707           | 702        | 609        | 66           |
| 33560      | Rolling & Drawing, nec - non-ferrous           | 1376          | 1368       | 1046       | 21           |
| 33570      | Non-ferrous Wiredrawing & Insulating           | 2757          | 2732       | 2440       | 232          |
| 33620      | Brass, Bronze & Copper Foundries - non-ferrous | 213           | 210        | 198        | 34           |
| 33630      | Aluminium Die-castings - non-ferrous           | 829           | 819        | 706        | 39           |
| 33640      | Die-casting excluding Aluminium - non-ferrous  | 441           | 437        | 327        | 19           |
| 33650      | Aluminium Foundries                            | 984           | 990        | 929        | 88           |
| 33660      | Copper Foundries - non-ferrous                 | 593           | 593        | 521        | 31           |
| 33690      | Foundries, nec - non-ferrous                   | 1416          | 1398       | 1326       | 375          |
| 33750      | Industrial Engineering Suppliers - non-ferrous | 20            | 20         | 19         | 12           |
| 33950      | Metal Metallurgy Science                       | 1290          | 1529       | 1176       | 2            |
| 33980      | Metal Heat Treating                            | 970           | 968        | 856        | 309          |
| 33990      | Primary Metal Products, nec                    | 2143          | 2124       | 1947       | 575          |
| 33999      | Analytical Metallurgical Process               | 78451         | 40273      | 22780      | 520          |
|            |  | 114056        | 75793      | 53666      | 4583         |

| <b>WorkType</b>                         | <b>Postal</b> | <b>Tel</b> | <b>Fax</b> | <b>Email</b> |
|---|---------------|------------|------------|--------------|
| Administration Staff                    | 624           | 573        | 338        | 34           |
| Analyst                                 | 54            | 17         | 8          | 0            |
| Author/Editor/Publisher                 | 203           | 188        | 112        | 0            |
| Commercial/Bus Develop Manager/Director | 658           | 627        | 521        | 68           |
| Communications Director/Manager         | 102           | 91         | 66         | 2            |
| Company Secretary                       | 985           | 964        | 636        | 31           |
| Computer Analyst                        | 33            | 31         | 2          | 0            |
| Computer Manager/Director               | 1996          | 305        | 58         | 22           |
| Consultant                              | 538           | 505        | 5          | 3            |
| Customer Relations Mgr                  | 6             | 6          | 6          | 4            |
| DP Manager/Director                     | 1640          | 439        | 87         | 0            |
| Designer                                | 7545          | 793        | 50         | 6            |
| Developers                              | 4001          | 221        | 22         | 10           |
| Educator, Lecturer, Reader              | 758           | 301        | 9          | 7            |
| Engineer                                | 6058          | 1486       | 1216       | 29           |
| Facilities Manager/Director             | 4             | 4          | 4          | 1            |
| Finance Dir/Controller                  | 4023          | 3987       | 3154       | 167          |
| Fleet Manager/Director                  | 207           | 207        | 190        | 39           |
| Fund Manager                            | 18            | 18         | 18         | 1            |
| Health & Safety Officer                 | 58            | 58         | 58         | 7            |
| IS Manager/Director                     | 210           | 201        | 123        | 5            |
| IT Manager/Director                     | 9090          | 1491       | 361        | 56           |
| Import/Export Dir/Mgr                   | 477           | 478        | 464        | 86           |
| Laboratory Manager                      | 341           | 57         | 19         | 4            |
| Laboratory Technician                   | 378           | 220        | 192        | 11           |
| Legal Executives                        | 31            | 30         | 28         | 6            |
| Logistics/Transport Mgr/Dir             | 3             | 3          | 3          | 1            |
| Marketing/Sales Dir/Mgr                 | 6389          | 5454       | 4716       | 428          |
| Network Planners/Integrators            | 55            | 52         | 6          | 0            |
| Operations Director/Manager             | 800           | 759        | 665        | 30           |
| Personnel Manager                       | 2421          | 2407       | 2273       | 84           |
| President, Chairman, Dir, Mgr           | 45554         | 43631      | 30774      | 2992         |
| Product/Brand Manager                   | 8             | 8          | 7          | 3            |
| Production/Works Dir/Mgr                | 2919          | 2467       | 2349       | 95           |
| Professor                               | 885           | 1337       | 997        | 1            |
| Programmer                              | 331           | 68         | 4          | 3            |
| Projects Manager/Director               | 212           | 126        | 44         | 7            |
| Purchasing Dir/Mgr                      | 2327          | 2134       | 2032       | 61           |
| Quality Controller                      | 3080          | 1222       | 845        | 41           |
| R & D Dir/Mgr                           | 1450          | 325        | 57         | 7            |
| Researcher                              | 3305          | 586        | 117        | 32           |
| Scientist                               | 2005          | 286        | 153        | 122          |
| Senior Executives & Professionals       | 823           | 341        | 238        | 10           |
| Services Manager                        | 140           | 128        | 92         | 6            |
| Software Engineer                       | 56            | 49         | 7          | 1            |
| Systems Manager/Engineer                | 445           | 408        | 31         | 5            |
| Technician, Technical Manager/Director  | 777           | 675        | 480        | 39           |
| Training Manager                        | 28            | 28         | 28         | 15           |
| Unknown Job Title                       | 5             | 1          | 1          | 1            |
|   | 114056        | 75793      | 53666      | 4583         |

| <b>Africa</b>       |               |            |            |              |
|---------------------|---------------|------------|------------|--------------|
|                     | <b>Postal</b> | <b>Tel</b> | <b>Fax</b> | <b>Email</b> |
| Algeria             | 25            | 18         | 16         | 2            |
| Angola              | 3             | 3          | 1          | 0            |
| Ascension Island    | 0             | 1          | 1          | 0            |
| Benin               | 0             | 4          | 4          | 0            |
| Botswana            | 8             | 8          | 6          | 2            |
| Burundi             | 6             | 6          | 5          | 0            |
| Cameroon            | 3             | 8          | 4          | 0            |
| Cape Verde          | 3             | 3          | 1          | 0            |
| Central African Rep | 3             | 6          | 6          | 0            |
| Djibouti            | 2             | 2          | 2          | 0            |
| Egypt               | 208           | 170        | 108        | 24           |
| Ethiopia            | 12            | 9          | 7          | 0            |
| Ghana               | 6             | 2          | 1          | 0            |
| Ivory Coast         | 7             | 8          | 7          | 0            |
| Kenya               | 15            | 12         | 2          | 0            |
| Liberia             | 1             | 0          | 0          | 0            |
| Libya               | 15            | 0          | 0          | 0            |
| Mauritius           | 1             | 0          | 0          | 0            |
| Morocco             | 32            | 30         | 29         | 0            |
| Mozambique          | 8             | 8          | 0          | 0            |
| Nigeria             | 74            | 96         | 21         | 0            |
| South Africa        | 215           | 208        | 202        | 293          |
| Sudan               | 25            | 24         | 2          | 0            |
| Swaziland           | 1             | 1          | 1          | 0            |
| Tanzania            | 3             | 2          | 1          | 0            |
| Tunisia             | 34            | 33         | 18         | 0            |
| Uganda              | 3             | 2          | 0          | 0            |
| Zambia              | 14            | 7          | 7          | 0            |
| Zimbabwe            | 12            | 5          | 6          | 0            |
|                     | 739           | 676        | 458        | 321          |

| <b>Australasia</b> |               |            |            |              |
|--------------------|---------------|------------|------------|--------------|
|                    | <b>Postal</b> | <b>Tel</b> | <b>Fax</b> | <b>Email</b> |
| Australia          | 2138          | 2032       | 1862       | 18           |
| Cook Islands       | 3             | 3          | 0          | 0            |
| Fiji               | 1             | 0          | 0          | 0            |
| New Zealand        | 245           | 236        | 179        | 7            |
| Papua New Guinea   | 29            | 29         | 0          | 0            |
|                    | 2416          | 2300       | 2041       | 25           |

| <b>Eastern Europe</b> |               |            |            |              |
|-----------------------|---------------|------------|------------|--------------|
|                       | <b>Postal</b> | <b>Tel</b> | <b>Fax</b> | <b>Email</b> |
| Albania               | 6             | 6          | 4          | 0            |
| Armenia               | 2             | 2          | 2          | 0            |
| Azerbaijan            | 1             | 1          | 0          | 0            |
| Belarus               | 8             | 8          | 8          | 8            |
| Bulgaria              | 53            | 18         | 16         | 0            |
| Croatia               | 80            | 41         | 41         | 0            |
| Czech Republic        | 850           | 773        | 766        | 148          |
| Estonia               | 14            | 5          | 5          | 0            |
| Georgia               | 1             | 0          | 0          | 0            |
| Hungary               | 358           | 149        | 137        | 19           |
| Kazakhstan            | 1             | 0          | 0          | 0            |
| Kyrgyzstan            | 3             | 0          | 0          | 0            |
| Latvia                | 3             | 0          | 0          | 0            |
| Lithuania             | 3             | 1          | 1          | 0            |
| Moldova               | 1             | 1          | 1          | 0            |
| Poland                | 1125          | 919        | 474        | 0            |
| Romania               | 102           | 19         | 19         | 3            |
| Russia                | 136           | 92         | 60         | 19           |
| Slovak Republic       | 33            | 17         | 16         | 0            |
| Slovenia              | 85            | 67         | 67         | 18           |
| Turkey                | 483           | 192        | 181        | 63           |
| Turkmenia             | 2             | 2          | 2          | 0            |
| Ukraine               | 9             | 6          | 6          | 0            |
| Uzbekistan            | 3             | 1          | 1          | 0            |
| Yugoslavia            | 82            | 1          | 0          | 0            |
|                       | 3444          | 2321       | 1807       | 278          |

| <b>Far East</b> |               |            |            |              |
|-----------------|---------------|------------|------------|--------------|
|                 | <b>Postal</b> | <b>Tel</b> | <b>Fax</b> | <b>Email</b> |
| Bangladesh      | 12            | 7          | 3          | 0            |
| Bhutan          | 5             | 5          | 0          | 0            |
| Brunei          | 9             | 12         | 9          | 0            |
| China           | 1052          | 1063       | 836        | 18           |
| Hong Kong       | 461           | 450        | 444        | 8            |
| India           | 568           | 1          | 0          | 15           |
| Indonesia       | 215           | 209        | 163        | 1            |
| Japan           | 1246          | 1002       | 825        | 4            |
| Korea           | 809           | 583        | 458        | 1            |
| Malaysia        | 484           | 478        | 452        | 1            |
| Myanmar         | 5             | 5          | 4          | 0            |
| Nepal           | 1             | 1          | 0          | 0            |
| Philippines     | 103           | 101        | 84         | 66           |
| Singapore       | 100           | 92         | 73         | 5            |
| Sri Lanka       | 96            | 85         | 65         | 51           |
| Taiwan          | 616           | 496        | 496        | 126          |
| Thailand        | 105           | 104        | 99         | 99           |
| Vietnam         | 3             | 3          | 3          | 1            |
|                 | 5890          | 4697       | 4014       | 396          |

| <b>Middle East</b>   |               |            |            |              |
|----------------------|---------------|------------|------------|--------------|
|                      | <b>Postal</b> | <b>Tel</b> | <b>Fax</b> | <b>Email</b> |
| Afghanistan          | 0             | 8          | 0          | 0            |
| Bahrain              | 140           | 139        | 133        | 28           |
| Iran                 | 85            | 57         | 56         | 0            |
| Iraq                 | 16            | 0          | 0          | 0            |
| Israel               | 468           | 416        | 401        | 8            |
| Jordan               | 159           | 148        | 99         | 35           |
| Kuwait               | 190           | 140        | 119        | 55           |
| Lebanon              | 50            | 49         | 45         | 6            |
| Oman                 | 61            | 57         | 47         | 44           |
| Pakistan             | 179           | 116        | 66         | 0            |
| Qatar                | 29            | 16         | 8          | 0            |
| Saudi Arabia         | 357           | 263        | 250        | 8            |
| Syria                | 29            | 16         | 12         | 0            |
| United Arab Emirates | 267           | 263        | 232        | 149          |
| Yemen                | 7             | 5          | 2          | 0            |
|                      | 2037          | 1693       | 1470       | 333          |

| <b>North America</b> |               |            |            |              |
|----------------------|---------------|------------|------------|--------------|
|                      | <b>Postal</b> | <b>Tel</b> | <b>Fax</b> | <b>Email</b> |
| Aruba                | 4             | 4          | 4          | 0            |
| Bahamas              | 4             | 4          | 4          | 0            |
| Barbados             | 17            | 16         | 16         | 12           |
| Bermuda              | 5             | 2          | 2          | 0            |
| Canada               | 4711          | 4737       | 4065       | 389          |
| Curacao              | 3             | 3          | 3          | 0            |
| Dominican Republic   | 6             | 6          | 2          | 0            |
| Grenada              | 1             | 1          | 1          | 0            |
| Haiti                | 3             | 3          | 3          | 0            |
| Jamaica              | 2             | 1          | 1          | 0            |
| Puerto Rico          | 43            | 41         | 4          | 3            |
| Trinidad & Tobago    | 3             | 3          | 3          | 4            |
| USA                  | 18146         | 17235      | 13817      | 172          |
|                      | 22948         | 22056      | 17925      | 580          |

| <b>South America</b> |               |            |            |              |
|----------------------|---------------|------------|------------|--------------|
|                      | <b>Postal</b> | <b>Tel</b> | <b>Fax</b> | <b>Email</b> |
| Argentina            | 731           | 501        | 43         | 69           |
| Belize               | 2             | 2          | 1          | 0            |
| Bolivia              | 33            | 22         | 8          | 1            |
| Brazil               | 1251          | 814        | 452        | 133          |
| Chile                | 234           | 166        | 103        | 17           |
| Colombia             | 139           | 63         | 40         | 3            |
| Costa Rica           | 21            | 15         | 6          | 1            |
| Cuba                 | 13            | 13         | 7          | 0            |
| Ecuador              | 45            | 31         | 26         | 18           |
| El Salvador          | 63            | 54         | 33         | 1            |
| Guatemala            | 67            | 57         | 13         | 2            |
| Guyana               | 5             | 1          | 0          | 0            |
| Honduras             | 30            | 21         | 5          | 2            |
| Mexico               | 1221          | 869        | 428        | 95           |
| Nicaragua            | 23            | 21         | 21         | 2            |
| Panama               | 20            | 18         | 5          | 0            |
| Paraguay             | 2             | 2          | 0          | 0            |
| Peru                 | 85            | 39         | 36         | 0            |
| Uruguay              | 54            | 27         | 7          | 0            |
| Venezuela            | 261           | 145        | 130        | 38           |
|                      | 4300          | 2881       | 1364       | 382          |

| <b>Western Europe</b> |               |            |            |              |
|-----------------------|---------------|------------|------------|--------------|
|                       | <b>Postal</b> | <b>Tel</b> | <b>Fax</b> | <b>Email</b> |
| Austria               | 764           | 644        | 565        | 8            |
| Belgium               | 2404          | 1237       | 1057       | 5            |
| Cyprus                | 20            | 12         | 8          | 5            |
| Denmark               | 487           | 296        | 200        | 35           |
| Finland               | 268           | 149        | 91         | 24           |
| France                | 7205          | 4287       | 3811       | 31           |
| Germany               | 12179         | 4382       | 3699       | 425          |
| Greece                | 335           | 140        | 126        | 17           |
| Iceland               | 22            | 10         | 10         | 17           |
| Ireland               | 451           | 245        | 221        | 42           |
| Italy                 | 3204          | 1537       | 1060       | 147          |
| Liechtenstein         | 2             | 0          | 0          | 0            |
| Luxembourg            | 69            | 49         | 40         | 0            |
| Malta                 | 8             | 4          | 4          | 0            |
| Norway                | 487           | 278        | 214        | 17           |
| Portugal              | 448           | 327        | 272        | 1            |
| Spain                 | 1714          | 1057       | 930        | 65           |
| Sweden                | 1625          | 1417       | 932        | 85           |
| Switzerland           | 1050          | 442        | 339        | 3            |
| The Netherlands       | 2051          | 1163       | 709        | 37           |
| UK                    | 37489         | 21493      | 10299      | 1304         |
|                       | 72282         | 39169      | 24587      | 2268         |