

Report on visit to Messrs Klaxon Limited by Wing Commander Jowers of the Foreign Office and Mr. McLoughlin of the Central Office of Information on 28th March, 1947.

We saw Mr. Gentry, the Sales Manager of Klaxons Ltd. today. We said we had been waiting a long time for fulfilment of the Hellschreiber contract between the Post Office and the Coventry Gauge and Tool Company who were dependent on him for the supply of the necessary motors. Could he do anything to accelerate delivery? In reply Mr. Gentry indicated that he was inundated with orders many of which were received before that from the Coventry Gauge and Tool Company which, in fact, was not placed until August 1946. Meanwhile his output was limited by Government interference and restrictions on his fuel supply. He would prefer to let the Marconi Company, who were old and valued clients of his, have the motors rather than the Coventry Gauge and Tool Company who had come to him for the first time.

Mr. Gentry said he was in a real difficulty; he could not produce the motors himself but he was prepared to cooperate with any other Firm in their production.

We indicated we were doing our best to carry out a national job. On the cessation of the battle of weapons a battle of information had arisen and we were suffering keen competition from two powerful peoples: the Russians on the one side and the Americans on the other. It was in this field of information that we were at a disadvantage, being handicapped by lack of adequate instruments which his firm could help to supply. One of our jobs, we said, was the advertisement abroad of British goods, including electric motors and equipment, from which his firm no doubt, directly or indirectly, reaped some benefit.

Mr Gentry asked how many motors we wanted and we said "Fifty" He answered, "Can't do it ! Can't think of it !" After some further discussion, during which Mr. Gentry was informed that we wanted 42 Hells for a block of work in Europe and the Middle East, he said he would consider it and let us know on Tuesday 1st April whether he could do anything for us.

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Mr. Gentry has now indicated that the prototype motor will be delivered to the Coventry Gauge and Tool Company for approval on April 3rd; but no firm date has yet been given for delivery of the main order of 50 motors:

K. Jowers.
M. McLoughlin.

∅ 3rd April 1947.