

# Opera Mundi **EUROPE**

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A WEEKLY REPORT ON THE ECONOMY OF THE COMMON MARKET

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August 10, 1967

No. 421

# *Opera Mundi* **EUROPE**

**A WEEKLY REPORT ON THE ECONOMY OF THE COMMON MARKET**

PUBLISHED ON BEHALF OF OPERA MUNDI BY EUROPEAN INTELLIGENCE LIMITED  
GENERAL BUILDINGS ROYAL TUNBRIDGE WELLS KENT TEL. 25202/4 TELEX 95114

## OPERA MUNDI EUROPE

100 Avenue Raymond Poincaré - PARIS 16e  
TEL: KLE 54-12 34-21 - CCP PARIS 3235-50

EDITOR & PUBLISHER.. PAUL WINKLER  
EXECUTIVE EDITOR.. CHARLES RONSAC  
MANAGING EDITOR... ANDRE GIRAUD

### SWITZERLAND

54 Rue Vermont GENEVA  
TEL: 33 7693

### ITALY

72 Corso di Porta Romana MILAN  
TEL: 540.301 - 540.309

### BENELUX

4 Boulevard Anspach BRUSSELS  
TEL: 18-01-93

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Printed and Published by EUROPEAN INTELLIGENCE LIMITED  
at General Buildings, Royal Tunbridge Wells, Kent, England

## COMMENT

## A Letter from Brussels

## ENLARGING THE COMMUNITY

Lord Chalfont has now committed himself to a policy of 'showing the flag' by touring the capitals of the Six in September, visiting Paris on the 4th of that month, and by taking a pied-à-terre in Brussels where he will often reside, but two other personalities have made a point of showing themselves in the Belgian capital before Europe goes on holiday. First Mr John Lynch, the Irish Prime Minister, and his finance minister Mr C. Haughey arrived to re-affirm their ardent wish to join the Community. They made as eloquent a case as Harold Wilson and George Brown for their country's wholehearted support of the economic and indeed the political aims of the European treaties. They made no bones about their endorsement of a constitution vested with concrete powers, for the efficient running of the expanded Community. In a word, the men from Dublin proved themselves even more "European", perhaps, than some of the Six themselves, at least to the eyes of some disillusioned observers.

Mr Lynch was received with much respect and cordiality by the Belgian Government. No doubt these friendly gestures were directed primarily at Ireland itself but it may also be surmised that Brussels was unwilling to miss the chance of demonstrating once more the unreserved approval with which MM. Vanden Boeynants and Harmel regard the enlargement of the Community, with Britain as its diadem. It was plain that the Quebec incident was not going to cast its shadow on the anglophile sympathies of those governing a country more concerned than most with the problem of a French-speaking minority. The newspapers, even the Walloon, give the impression that this is still the general opinion, and in the country as a whole, de Gaulle's prestige could hardly be thought of as booming.

When the Irish premier was received by president Jean Rey and the members concerned, however, business was the main topic. Ireland's membership of the Community will certainly provoke major economic problems, though none arises in agriculture. Although great progress has been made in the last few years, Irish farmers would not be ready to stand up to Community competition before 1975. For this reason Dublin would like a fairly long transitional period of about five years, assuming that the proposed treaty comes into operation in 1970. From the Commission side, it has been observed that the sensitive spots in each of the candidate countries differ widely, a fact that could provoke complex technical difficulties in the birth of Greater Europe. Its delivery would certainly be helped if all the transitional periods requested could be co-ordinated.

In view of existing commercial ties between the various candidate countries - Irish-British free trade and so on - too much staggering of the entries into the Community might cause endless complication. Moreover the differing interests of these countries are not entirely a drawback, since they may cancel each other out. Thus Danish and

Irish support of the C.A.P. undermines any incipient British hopes of modifying this, once Britain is "in". Likewise in industry, the Six could count upon the support of Britain to stimulate Irish and Danish efforts, and this shows that fears of the Community losing its bearings after enlargement have little foundation.

One country has come forward with no agricultural or industrial queries to speak of, however, but this does not mean it is without problems. This is Sweden, and with Sweden we have the political question of neutrality: indeed, it is from this standpoint that she wishes to begin negotiations. The letter sent by Gunnar Lange, Minister of Trade and also responsible for European affairs, to the current president of the Council of the Six makes it quite clear that the Stockholm government wishes 'to open discussions with the Community with a view to making possible the participation of Sweden in the expansion of the European Economic Community in a manner compatible with the continuance of her policy of neutrality.'

The difference between this and Sweden's first overtures in 1961 and 1962 is that full-fledged partnership in the Common Market was then ruled out from the start. Today such a possibility is by no means excluded. In the debates held in Stockholm on this question, Gunnar Lange himself recognised that membership offered clear technical advantages. Again, the Swedish representative in Brussels emphasised orally, when handing in the Swedish request, that his government did not wish to leave out 'any form of participation in an enlarged Community which is compatible with the Treaty of Rome.'

For all this, the Swedish application seems to lack the enthusiasm demonstrated by other candidates. The government in Stockholm says no word about the binding political character of the European treaties. It is content to mention 'how much it is interested in contributing to work towards a homogeneous economic solution in Europe', which falls far short of the professions of faith demanded of Britain. This cautious approach has also found many critics in Sweden itself, especially among opposition parties and in business circles. In these they would have liked the government to request the opening of negotiations for membership of the Common Market, provided that Sweden's neutrality law could be safeguarded. They added that nobody in the world or in Europe had the slightest thought of interfering with the strategic equilibrium achieved in the north of the Continent.

The cautiousness of the Swedish approach seems primarily due to internal causes. Well informed circles recall that Minister Lange, one of the 'fathers' of EFTA, has never been enthusiastic about the EEC, that he has great influence in the Danish Social-Democrat Party, and that he can moreover count upon the occasional support of the Left, who do not wish to disturb Russia. But there may have been other considerations too: while you may wish to be sure of catching the Greater Europe train you may not be prepared to book your ticket until you know for sure that the train will run. Gunnar Lange's stoutest opponents accuse him of speculating upon an interruption of the talks between London and the Six. The most indulgent reproach him for having followed a course which may leave Sweden far behind if matters reach a successful conclusion.

## THE WEEK IN THE COMMUNITY

July 31 - August 6, 1967

From our Correspondent in Brussels

The Commission's New-Look Corps Diplomatique

The single Commission, after a month's existence, is said to have mastered the task of laying down the main principles for rationalising the personnel formerly under the three Commissions, and even to have taken the first step towards applying them, since the number and duties of the directorships-general have been laid down and their incumbents nominated. It is true that the re-shuffle has still to be carried out among the thousands of other European civil servants, and especially in the middle and higher grades, but the appointment of directors-general has always involved many personal problems. The Commission deserves praise for not having been tempted to solve them by increasing the number of posts. On the contrary, it has carried out a strict administrative concentration, foreshadowing in broad outline the merger of the three Communities themselves.

Duties have been delegated as follows: -

- 1) Four administrative Directorships-General:-  
Secretariat General: M. E. Noel, assisted by M. H. Sigrist  
Administration and Staff: M. J. van Gronsveld  
Estimates: M. J. Lambert  
Finance: M. Ehring
- 2) Seven special Directorships-General, dealing with various of the ECSC and Euratom activities which had to remain separate:-  
ECSC levies, credits and investments: M. Theunissen  
Nuclear research: M. G. Guazzugli  
Euratom supplies and security: M. Cancellario d'Arena  
Legal: M. M. Gaudet, assisted by M. Munck  
Statistics: M. R. Dumas  
Press and information: M. K-H. Narjes  
Finally there is the Commission's spokesman, M. Beniamino Olivi. He is not given the rank of Director-General, but is autonomous in the sense that he answers directly to the President of the Commission.
- 3) Thirteen Directorships-General for planning and carrying out the main objects of the treaties:-  
External relations: M. A. Herbst  
External trade: M. E. P. Wellenstein  
Finance and economics: M. U. Mosca  
Regional policy: M. J. Cros

Industry: M. A. Prate, assisted by M. F. Peco, deputy director-general for steel

Power: M. F. Spaak

Research: M. H. Michaelis (M. J. Gueron having been appointed member of the Commission)

Internal taxation and trade: M. Th. Vogelaer

Rules of Competition: M. E. Albrecht

Social affairs: M. F. Vinck

Agriculture: M. L. G. Rabot, assisted by MM. B. Heringa and H. B. Krohn, deputy directors-general

Transport: M. P. Rho

Development: M. H. Hendus

\* \* \*

### Britain Willing to Accept Change in Sterling Role

Lord Chalfont, who will be in charge of the day-to-day negotiations for British entry to the Common Market, indicated in a speech on Friday to members of the Labour Party that Britain was not "irrevocably attached as a matter of national prestige" to sterling's role. The British Government was "ready to discuss with the Governments of Europe whatever changes might be necessary in the role of sterling". He considered that if sterling came under pressure for other than domestic reasons, the problem created was one for the whole international financial community and not for the Common Market alone.

Another point made by Lord Chalfont was that the Government did not aim to enter Europe at any cost and under any conditions. They still had to be satisfied on a number of important points, but these were not the same as the 1962 "Gaitskell conditions", since developments in Europe since then had invalidated many of the doubts raised at that time. He concluded his speech by saying that the Community should be enlarged on defence, political and technological grounds, and that he was hopeful of the EEC Commission supporting the British bid in its report, due at the end of September.

\* \* \*

## STUDIES AND TRENDS

### RETAIL TRADING IN FRANCE - 1966

The state of French trading establishments, and in particular supermarkets and self-service stores, during 1966 is revealed by two reports recently published in France. The number of wholesalers rose by 768 compared with 270 in the previous year, but the increase in new retail outlets (+792) was much smaller than in 1965 (+2,627) or in 1964 (+1,402). The greatest increases occurred in the Paris region and south-eastern France, whilst there was a decline in the north, west and centre of the country.

Investments, which include buildings, vehicles and new equipment, but not sites, business or goodwill, rose by 4.5% compared with the Vth Plan forecast of 5.10%, and stood at Ff 5,000 million in value. Furthermore, the overall figure conceals the fact that new buildings rose by only 2.5%, and the major part of the rise was accounted for by increased expenditure on vehicles.

Financial assistance given to trading establishments during 1966 amounted to Ff 1,150 million (+1.8% over 1965). Loans by the Credit National, which deals only with major schemes, amounted to Ff 432 million (37.5% of the total) compared with Ff 391 million in 1965 and Ff 260 million in 1964.

Personnel: It was estimated at the beginning of 1966 that the whole trading sector employed some 2,112,500 people (+1.6% over 1965), of which 67% were wage-earners.

\* \* \*

Structure: Both supermarkets and self-service stores increased in number, as the result of the need to reshape the structural aspect of French retailing, especially that connected with food sales. The increase in supermarkets of 110 was a major step forward, whilst the 386 increase in self-service stores was very close to the level recorded in previous years.

However, for both types of outlet there was a decline in floor-space, more important in the case of self-service stores, which should reach 2,700 in number by the end of the year if estimates are fulfilled.

	SUPERMARKETS (over 400 m2)		SELF-SERVICE STORES (120 m2 - 400 m2)	
	1965	1966	1965	1966
Number	563	673	1,906	2,292
Sales Area (m2)	665	643	197	187
Pop. per Store	n.a.	73,750	25,800	21,650

The increase in self-service stores, the sales potential of which rose from Ff 4,483 million in 1965 to Ff 5,363 million in 1966, is shown in the following table.

	Self-Service Store Growth, 1966		
	Independents	Multiples	Chain & Department (a)
New outlets 1966	236	52	25
Total at 31.12.66	921	660	356

(a) Food lines only

Turnover: Average turnover for 1966 in self-service shops is estimated to have been Ff 12,000 per square metre (m<sup>2</sup>) of sales area. 95% of this figure came from food sales estimated at Ff 11,400 per m<sup>2</sup>.

Consumer Expenditure: The poor economic situation probably played a part in ensuring that the actual figure for consumer expenditure rose by only 4% compared with the Vth Plan forecast of 4.6%.

Forecast Increase and Actual Increase 1965 - 1966			
Category	Forecast %	Actual %	Variation
Clothing and linen	+5.05	+3	-
Hobbies and pastimes	+7	+4.5	-
Housing	+4.3	+2.2	-
Footwear	+4.1	+5.2	+
Health and toiletries	+8	+8.5	+
Transport (cars)	+7.7	+9.1	+
Food	+3.3	+3.3	0

The most recent survey shows that 36% of the household budget is spent on food, and this breaks down as follows: -

Breakdown of French Food Purchases 1966							
Cereals & Bread	Vegetables	Meat, Eggs, Poultry & Fish	Milk & Cheese	Butter Oil, etc.	Beverages	Fruit	Other Foods
10.5	10.1	38 (a)	9 (b)	7	15	6.4	4

(a) Beef accounts for 8.3% of the total expenditure on food

(b) Milk accounts for 3% of the total expenditure on food

## HEADLINES

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BRITAIN	PAUL LIPPKE, German control equipment, sets up in London	G
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ADVERTISING

\*\* Under the management of M. J. W. Verzijlenberg, a recently established advertising agency in Holland, NV PUBLICITEITSBUREAU J. P. KASTELEIN, Hilversum, is about to develop its Belgian interests by forming a subsidiary, KASTELEIN NV, Berchem, Antwerp (capital Fl 100,000), headed by M. J. 'tHoem, Deurne .

\*\* The Swiss advertising and marketing agency ADOLF WIRZ AG WERBERATUNG, Zurich, managed by M. Walter Baus, has formed a Milan subsidiary, WIRZ MARKETING & PUBLICITA Srl, headed by Sig. G. Musatti. The new concern has Lire 50,000 capital, all subscribed by the owner of the parent company, M. Adolf Wirz .

BUILDING & CIVIL ENGINEERING

\*\* The American group BUTLER MANUFACTURING CO of Kansas City, Kansas (see No 374), specialising in pre-fabricated building sections, has acquired absolute control of its marketing subsidiary in Belgium, BUTLER EUROPE SA, St. Josse-ten-Noode. The latter, formed in May 1964, will therefore be wound up, its liquidation being in the hands of Mr. Charles J. Bell, manager of the British subsidiary BUTLER BUILDINGS U. K. LTD, Coventry .

The Belgian interests of the group will in future be looked after by the branch opened a year ago at St. Josse-ten-Noode, Brussels, by the British subsidiary and managed by Mr. Donald R. Boettger. The American group has two other marketing subsidiaries in the Community in Frankfurt and Paris .

\*\* The Belgian concrete slab company PREFLEX SA, Brussels, is backing the expansion of its German licensee PREFLEX STAHLBETON-VERBUNDTRAEGER GmbH, Wiesbaden, whose capital has just been raised to DM 500,000 million. Managed by MM. Paul V. R. Vermeulen, Waterloo, and I. Trepel, Wiesbaden, this firm (formed late in 1964) has changed its name to PREFLEX VERBUNDTRAEGER GmbH .

Preflex SA, whose sales in France were dealt with by Ste Francaise Preflex SA, Paris, wound up at the end of 1965, now has as licensee (see No 333) the Ste des Ponts & Travaux en Fer SA (see No 362), which is closely linked with Pont-a-Mousson SA, Nancy .

\*\* The West German metal group NEUNKIRCHEN EISENWERK AG, Neunkirchen, Saar, has again rationalised its French interests (see No 413) in the building and light concrete sector. The capital of STE FRANCAISE S.I.B.E.L. SA, Paris, has been raised to Ff 500,000. This company is directly controlled by the French subsidiary NEUENKIRCHEN FRANCE SA, Paris (capital Ff 7.7 million), whose president is Dr. Schulproten .

\*\* German interests represented by Herren Walter Fürst, Königstein, Taunus, and Ernst Giesen, Riehl, Cologne, have founded at Königstein the property investment firm INTERSARDA GRUNDSTUECKSGESELLSCHAFT mbH, (capital DM20,000) for making investments in Italy and especially Sardinia. The new concern will finance a similar Frankfurt company: INTERSARDA GRUNDSTUECKS GmbH & CO KG.

\*\* The West German plaster-based insulating materials and pre-fabricated building firm RIGIPS BAUSTOFFWERKE GmbH, Bodenwerke (see No 265), has formed an Austrian manufacturing and sales subsidiary, RIGIPS GmbH, Vienna (capital Sch 200,000), under Dr. W. von Brünneck.

Rigips is a 32.8% affiliate of I.H.B.-Investitions- & Handels-Bank AG, Frankfurt (a subsidiary of BFG-Bank für Gemeinwirtschaft AG - see No 388). It has several West German subsidiaries or affiliates which use its patents: Rigips Baustoffwerke GmbH & Co KG, Gülsen, Böblingen, Gipswerk Niedersachsen GmbH, Osterode, Porelit Baustoffwerk GmbH & Co KG, Wunstorf. In 1965 an agreement was signed with Eternit SpA, Genoa, giving it the licence and sales rights for Italy of "Eterig" plaster-board.

CHEMICALS
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\*\* The Dutch group VAESSEN-SCHOEMAKER HOLDING NV, Deventer (see No 352), which makes chemical additives for the food industry and supplies plastic packaging as well as packaging machinery, has formed a Cologne subsidiary, VAESSEN-SCHOEMAKER (DEUTSCHLAND) GmbH (capital DM 100,000). Under Messrs. J. Vaessen, P. Schoemaker and J. Von de Wouw, the new venture will be responsible for representing the Dutch concern in West Germany.

In 1966, the Deventer group made over some of its assets (the polyethylene tanks and container division) to a newly-created subsidiary Vaessen-Schoemaker Nederland Rubbermaid NV, a joint venture with the American Fusion Rubbermaid Corp, Statesville, North Carolina, itself a subsidiary of Rubbermaid Inc, Wooster, Ohio (see No 315). In the Netherlands it controls Vasco-Chemische Industrie NV, Deventer (see No 331), whilst its main foreign licensees and subsidiaries are: Vaessen Kunstدارmenindustrie-Antwerpen NV, Mertsel, Vaessen-Schoemaker Belgie Pvba, Wilrijk, Antwerp, Vaessen-Schoemaker Italia SpA, Milan (formerly at Como), Vaessen-Schoemaker (France) Sarl, Argenteuil, Vaessen-Schoemaker Iberica, Barcelona, and Vasco Inc, New York.

\*\* The Milan group MONTECATINI EDISON SpA (see No 414) has again reorganised its interests, and thus strengthened its petrochemical subsidiary SINCAT-SOC. INDUSTRIALE CATANESE SpA, Palermo (capital Lire 60,000 million - see No 407). This will take over two dormant companies, S.A.B.-SOC. MINERARIA SANTA BARBARA and S.M.R.-SOC. MINERARIA REALMONTE (each with Lire 1 million capital).

\*\* The West German chemical group FARBENFABRIKEN BAYER AG, Leverkusen (see No 418) has now carried out the move aimed at substantially increasing its shareholding in the US manufacturer of insecticides, fungicides and herbicides CHEMAGRO CORP, Kansas City, Missouri. It already held a 44% interest (through its Canadian holding company Bayforin-Bayer Foreign Investments, Toronto) and has acquired the interest of the Pittsburgh group PITTSBURGH COKE & CHEMICAL CO (held through its wholly-owned subsidiary The Neville Chemical Co, Pittsburgh), giving it almost total control. Bayer gives the Pittsburgh group shares worth \$13.1 million in exchange, thus making the latter one of its main foreign shareholders.

The German group's US interests - owned directly or through Bayerforin - include: 1) 50% in Mobay Chemical Co, Pittsburgh (see No 397) acquired from Monsanto Co, Saint-Louis, Missouri in early 1967; 2) 99.9% in Verona-Pharma Chemical Corp, Union, New Jersey; 3) the wholly-owned FBA Pharmaceuticals Inc, New York.

\*\* The Italian FERRANIA SpA, Milan, which makes photographic equipment and films, has rationalised its interests by taking over several Milan subsidiaries, Soc. Italiana Cellulosa & Derivati, DPF-Distribuzione Prodotti Fotografici SpA, Brera Prima Srl, Brera Seconda Srl, Brera Ottava Srl, Brera Decima Srl, etc. Ferrania is a member of the American group MINNESOTA MINING & MANUFACTURING CO, Saint-Louis, Missouri.

\*\* PRODUITS BALLU-SCHUILING SA, Villeneuve-la-Garenne, Hauts-de-Seine (capital Ff 100,000), has just been formed with M. Alain Ballu as president, and under the direction of M. Jean Ballu. The latter is the manager of one of the new firm's founders, the Paris ETS. BALLU Sarl, agent and wholesaler of chemical foundry products. The other founder is the Dutch concern W. J. SCHUILING'S HANDELSONDERNEMING NV, Hengelo, Overijssel, which makes foundry equipment. (see No 272).

\*\* The West German group AGROB-AG FUER GROB- & FEINKERAMIK, Munich (ceramics, earthenware, industrial refractory products and bricks - see No 364) has made its Basle holding company AGROB HOLDING AG responsible for improving the finances of its Belgian subsidiary LE CERAMIQUE NATIONALE SA, Welkenraedt (see No 279). The Munich group acquired complete control of the latter during 1966, although it had long held a major shareholding. The Belgian firm reduced its capital of Bf 53 million to write off its losses, and then raised the capital to Bf 35 million.

Agrob AG is headed by Herren Hans Kröner, A. Sanstg and W. Schmidt. The latter two represent Munich banks which share control of the firm: Bankhaus August Lenz & Co KG (51%) and Bayerische Hypotheken- & Wechselbank AG (26%).

\*\* The French company PRODUITS CHIMIQUES DES FRANCS SA, Mouvaux, Nord (headed by MM. Roger van Glabeke and More Van Glabeke), which specialises in wholesaling hard-ware products as well as making paints and varnishes, has decided to close down its Belgian sales subsidiary, UNIVERSAL PAINT SA, Charleroi (capital Bf 250,000). M. A. J. Bricourt will be responsible for carrying out this move.

\*\* UNIVERSAL-MATTHEY PRODUCTS CO LTD, Enfield, Middlesex (see No 391), is the joint subsidiary of JOHNSON, MATTHEY & CO LTD, London, and the American UNIVERSAL OIL PRODUCTS CO, Des Plaines, Illinois. The British firm is going to carry out a major expansion of its EEC interests by building at Calais a chemical and platinum catalysts plant for the oil industry and by enlarging its German factory at Cologne. The two subsidiaries involved in this expansion are UNIVERSAL-MATTHEY PRODUCTS (FRANCE) SA, Paris (formed early in 1963) and UNIVERSAL MATTHEY PRODUCTS (DEUTSCHLAND) GmbH, Cologne (formed in 1959).

Johnson, Matthey's other interests on the Continent include two subsidiaries in Sweden, one in Austria and, in the Common Market, own subsidiaries at Milan, Brussels, Paris and Maastricht (see No 307).

\*\* The German chemical group HENKEL & CIE GmbH, Düsseldorf, (household cleansers and detergents) has combined two subsidiaries in France as it did recently in Italy (see No 420). These are UNICHIMA-USINES CHIMIQUES DE LA MARNE SA, Paris (capital recently raised to Ff 12 million) and PRODUITS CHIMIQUES RIVA SA, (capital Ff 850,000). The latter, with gross assets of Ff 5.99 million, produces glues, oils and household cleaners at Mulhouse and Illzach, Haut-Rhin, and has been absorbed by the former, with the new name of HENKEL FRANCE SA.

Henkel France, directly controlled by PERSIL GmbH, Düsseldorf (see No 355), manufactures "Dash" soap powder at Chalons-sur-Marne and has direct interests in two other subsidiaries of the Paris group, the cosmetics firm Ventalor Sarl and the marketing firm Ventimey Sarl.

#### ELECTRICAL ENGINEERING

\*\* The Swiss company LUCIFER SA, Carouge, Geneva (part of the Burrus group) has formed LUCIFER FRANCE SA, Annemasse, Haute-Savoie (capital Ff 500,000) to import and market in France its electrical (Lucifer valves) and small engineering equipment. The new venture will have a warehouse at Vitry-sur-Seine.

This move will terminate the exclusive representation agreement at present linking the Swiss firm with JACOBSEN C. & CO SA, Levallois-Perret. The latter also represents on an exclusive basis Binder Magnette KG, Villingen, Hilyn Industrial Equipment Ltd, Enfield, Middlesex and the American A. P. Green Fire Brick Co, Mexico, Missouri.

\*\* The Nuremburg electrical engineering firm METRAWATT AG (see No 316) has acquired a shareholding in the French company responsible for marketing its products, ELECTRONEST Sarl, Forbach, Meuse which also manufactures laboratory and measuring equipment. The latter will now act as the French general agent for goods made by the 45% Austrian subsidiary GOERZ ELECTRO GmbH, Vienna of Metrawatt. Electronest is also linked by similar agreements with several other German firms in this sector; ALLINO-Allgemeine Industrie Ofenbau H. Weber, Düsseldorf, Dr. Hugo Bausenhardt oHG, Lahr, Dr. Ing. Ulrich Knick Electronics Messgeraete, Berlin and Reo Boris Von Wolff, Düsseldorf.

Metrawatt (960 persons on payroll - 1966 turnover of DM 26.1 million) is an affiliate of Brown, Boveri & Co AG (see No 286) in Mannheim, a member of the Swiss group BBC-Brown, Boveri & Co AG, Baden, Aargau. In Switzerland it has a 45% shareholding in AG Fuer Messapparate, Berne.

\*\* The West German manufacturer of domestic appliances and scales, ROBERT KRUPS ELEKTROGERAETE & WAAGENFABRIK oHG, Solingen-Wald (see No 400) has formed a Belgian sales subsidiary, KRUPS BELGIUM SA, Schaerbeek-Brussels, with Herr Karl Körnen as president and run by M. J. De Roeck, Schaerbeek. The new company has Bf 1.5 million capital and two-thirds of this is in new equipment such as "Coffina" coffee-grinders, "Secura" hair-driers, "Chron" electric clocks, "Dorette Combi" mixers, "Contessa" and "Nova" scales.

The German group is controlled by Herr Körner and Fritz Krupp. It has three factories in West Germany and one in Eire, which belongs to its Limerick subsidiary (see No 374). It is also linked through distribution agreements with Morphy-Richards Ltd, London, Neowatt S. C. Srl, Milan and Desheulles, Carchian & Cie, Paris.

ELECTRONICS
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\*\* BECKMAN INSTRUMENTS INTERNATIONAL SA, the Geneva subsidiary of the American group BECKMAN INSTRUMENTS INC, Fullerton, California (see No 207), has transferred to the group's marketing subsidiary in Paris, BECKMAN INSTRUMENTS FRANCE SA, the assets of its own branch in France, selling electronic measuring appliances to the chemical industry and also supplying equipment for industrial and research laboratories. Beckman Instruments France was formed four years ago and its capital was raised recently to Ff 10.8 million. The branch, with assets of Ff 10.7 million, sprang from the acquisition in 1963 for Ff 3.9 million of some of the assets of Promesur SA, Paris, Lyons and Toulouse (see No 409), then representing the group in France.

In Europe the group has the other subsidiaries: Beckman Instruments GmbH in Federal Germany with factories at Munich, General Instruments Co Ltd of London (acquired in 1965) and Beckman Instruments Ltd, Glenrothes, Scotland, making potentiometers, electrical and electronic analytical instruments.

\*\* The American company JOHN FLUKE MANUFACTURING CO INC, Seattle, which specialises in testing equipment and measuring instruments for electronic components, has formed a Dutch manufacturing and sales subsidiary, FLUKE (NEDERLAND) NV, Tilburg (capital Fl 250,000). The new venture will be headed by Mr. D. R. Hall, Wassenaar.

John Fluke Manufacturing Co, Inc has a widespread European reputation for its electronic components. Its products are distributed in France by Seriel, Clamart, Hauts-de-Seine; in West Germany by Rhode & Schwarz Vertriebs GmbH, Cologne, and in Britain by Livingston Laboratories Ltd, Watford, Herts.

\*\* The German firm PAUL LIPPKE K. G. MESS- & REGELGERATE, Neuwied, is to be represented in the British market by a new concern formed in London with the name of LIPPKE (U.K.) LTD and a capital of £2,000. The parent company specialises in electronic control and measurement apparatus, moisture control for the cellulose, paper, and natural or artificial fibre industries, and electro-optical regulating instruments for the chemical and food industries, moulding sands etc.

Represented in most European countries as well as in Australia, Japan, India and Brazil, the German firm already possesses two subsidiaries abroad, one in Sweden (HYGROTESTER A/B, Orebo), the other in U.S.A. (HYGROTESTER INC, Glendale).

ENGINEERING & METAL
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\*\* The Austrian interests of the West German heavy engineering group KLOECKNER & CO KG, Duisburg (see No 419) have been strengthened with the formation of a Viennese subsidiary KLOECKNER-BAMAKO GmbH (capital Sch 1.5 million) under Herr J. Rösen. This will import, assemble and distribute civil engineering machinery.

The Duisburg group previously had two subsidiaries based in Vienna, Klöckner & Co GmbH under Herr R. C. Berger, and Klöckner & Co Realitätenverkehrs-KG. Its civil engineering equipment interests outside West Germany are represented by several Klöckner-Bamako subsidiaries including one at Soest, Netherlands and another at Vitry, France.

\*\* Continuing its rationalisation in the Community (see No 416) the Swiss metallurgic group SCHWEIZERISCHE ALUMINIUM AG, Chippis and Zurich, has regrouped two of its wholly owned subsidiaries in France, SA DES BAUXITES DE FRANCE (FRANBOXIT) and STE FRANCAISE POUR L'INDUSTRIE DE L'ALUMINIUM SA (SFIA), both of Marseilles. The former, capital Sf 2.29 million, has been merged with the second, bringing its capital to Sf. 6.97 million. The chairman is M. F. Dufour and the manager M. G. L. Beerli.

In addition to the Marseilles firm, which specialises in the processing of aluminium, the Swiss group also controls the metal box undertaking BOXAL-BEAUREPAIRE SA, capital Ff 20 million, of Beaurepaire, Isere, managed for the past year by M. G. Beerli who succeeded M. F. P. Affentsnschegg.

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\*\* HERR EQUIPMENT (NEDERLAND) NV, Rotterdam, has been made responsible for the expansion of the Common Market sales interests, as well as the representation in West Germany of the engineering and casting firm A.E.I.-HERR LTD, Erdington, Birmingham (see No 386). It has therefore formed THE HERR EQUIPMENT CORP GmbH, Düsseldorf (capital DM 20,000) run by its own head Mr Leonard G. N. Edwards.

The Birmingham firm is the joint subsidiary of the British ASSOCIATED ELECTRICAL INDUSTRIES LTD group, London and the American THE HERR EQUIPMENT CORP., Warren, Ohio.

\*\* The Japanese manufacturer of machine-tools, machine-bearings, rolling-mill rollers FUJIKOSHI STEEL INDUSTRY CO LTD, Tokyo (foundry at Toyoma) has formed a Düsseldorf sales subsidiary to represent it within the Common Market. Called NACHI FUJIKOSHI (EUROPE) GmbH, it has DM 20,000 capital and is run by Mr. Kazunao Kakawaga.

\*\* The Paris concern APPLICATIONS INDUSTRIELLES DU DIAMANT-STI SA (factory at Chartres) which is headed by M. P. P. Loridan has gained almost total control of the newly formed Italian subsidiary DIAMOND APPLICATIONS (CARRARA) SpA belonging to the London group TRIEFUS & CO LTD (see No 418).

Diamond Applications (Carrara) SpA, in which Applications Industrielles STI SA had an initial interest of 30% is run by Mr Derek H. G. Browse, and was formed in Milan with an authorised capital of Lire 10 million. It will manufacture abrasive and diamond headed tools for use in the marble industry.

\*\* GEORG STETTER BAUMASCHINEN KG (civil engineering equipment - see No 384) based at Memmingen where it has a factory (also at Mindelheim) has linked with the Madrid company BARYVAL SA, Madrid to form MAQUIBRA SA. Lorry-borne concrete mixers and concrete-mixing equipment made by Baryval using Stetter's licences will be marketed in Spain by the new firm.

The West German company's most recent move was the formation of an Austrian manufacturing and sales company Automix Baumaschinen GmbH, Vienna (capital Sch 100,000).

\*\* The French manufacturer of ventilation equipment, heat exchangers and injection moulds for plastics STE LYONNAISE DE VENTILATION INDUSTRIELLE-SOLYVENT-VENTEC SA, Lyons, Rhone (see No 309) has taken a one-third share in the Belgian company ALVI-ATELIERS LIEGEOIS DE VENTILATIONS INDUSTRIELLE SA, Queue-du-Bois, Liege as the latter has just increased its capital to Bf 3 million.

Solyvent-Ventec was formed by the merger late in 1965 of Ste Lyonnaise de Ventilation Industrielle Solyvent SA, Villeurbanne, Rhone, Socomath-Ventil, Lyons, and Ste Industrielle de Ventilation, Tirage & Chaudronnerie-Ventec SA, Chalon-sur-Saone and Paris.

\*\* PROCONTROL Sarl, Courbevoie, Hauts-de-Seine (see No 367), is to be wound up and MM. A. Mirabel Chambaud and M. Mirisch will carry out the move. This firm was responsible for the export marketing of its two joint owners, AUXITROL SA, Bourges, Cher, and ARCA PREMOCONTROLE SA, Gentilly and Paris, who both make automation and control equipment. Procontrol's capital rose to Ff 600,000 in 1966, and for the past three years it has had a Brussels subsidiary under M. J. Ringlet.

\*\* THE VALERON CORP, Detroit (tungsten treatment for hard metals and tools), has opened a Milan branch to its VALENITE MODCO, Wayne, Michigan, division under Sig. Amelio Filippetti and Mr. Cornel Luttk.

The Valeron Corp extended its interests to the Six early in 1965, when it formed a West German manufacturing subsidiary, Valeron GmbH (a factory for carbon-tungsten tools at Sinsheim, Elsens). It has a Swiss subsidiary, Valeron SA, Fribourg, as well as a branch in Britain at Bourne End, Bucks. A few months ago this replaced a previous branch opened at Langley, Bucks, by the Fribourg subsidiary.

\*\* The Italian interests of the Paris group CIE DES COMPTEURS SA (see No 415), have been strengthened through the formation in Milan by STABILIMENTI SIRY CHAMON SpA (its 75% subsidiary - see No 241) of two companies. Called Siry Chamon Impianti SpA and Siry Chamon Elettricità Export SpA, these two sub-subsidiaries each have Lire 1 million capital and are run by Sig. Umberto Caimi.

Stabilimenti Siry Chamon SpA (capital Lire 500 million since 1961) has M. Pierre Heeley as president and is a 25% affiliate of the Turin group Italgas-Soc. Italiana Per il Gas SpA (see No 384). It makes meters and control equipment for use in the gas, chemical and electrical industries. It also has a Milan sister company SEB-Stabilimenti Elettromeccanici di Barlassina SpA formed in 1949 as a 60% interest of the French group.

\*\* The Italian foundry STABILIMENTI DI SANTI EUSTACCHIO SpA, Brescia, has made a licensing agreement with the American group MESTA MACHINE CO, Pittsburgh (see No 392), giving the former manufacturing rights for "Mesta" mill-rollers, as well as marketing rights for the whole of Europe.

Stabilimenti di Santi Eustacchio is a 51% interest of the engineering holding company Finmeccanica SpA, Rome (a subsidiary of I.R.I.-Istituto per la Ricostruzione Industriale), as well as being a direct affiliate of I.R.I. (see No 385). A few months ago its capital was raised to Lire 6,000 million (see No 346).

\*\* Four Common Market concerns - two from Netherlands, one from West Germany and one from Italy - all specialising in engineering, laboratory research apparatus and chemical or pharmaceutical products, have combined to form in the Netherlands a common subsidiary, UNICUM NV, Purmerend. With the complementary techniques of its founders behind it, this firm will represent a real international concentration of industrial interests.

Unicum has a research, technical and manufacturing staff of about a thousand, and some of its shares are to be held by French and Belgian engineering firms. Its founders are: Sombroek-Zaandam, Machine & Apparatenfabrik, Zaandam, S.K.S. Siller & Jamart NV, Purmerend, Siller & Jamart KG, Barmen (which has a minority holding in S.K.S. Siller & Jamart NV), and D. Bonaldi & Co, Crema.

\*\* The Dutch publisher NV KONINKLIJKE NEDERLANDSCHE BOEKDRUKKERIJ H.A.M. ROELANTS, Schiedam (typo and offset printing of tickets, forms and magazines), has made an agreement with the Belgian concern HALDYPAK Pvbva, Vilvorde (headed by M. C. A. Vernest), under which it will market packaging machines for printed matter in the Netherlands. HALDYPAK NEDERLAND NV, Schiedam (authorised capital Fl 100,000), has therefore been formed, and this is controlled by NV Koninklijke Nederlandsche Boekdrukkerij H. A. M. Roelants, and will be run by one of its directors, M. Henri E. J. Roelants.

FINANCE
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\*\* The Düsseldorf bank COMMER ZBANK AG (see No 419) has decided to open a New York office under Herr Jürgen Reinnitz, until now head of its Bonn subsidiary. It is thus following the example of the Dresdner Bank AG, Frankfurt, which has had a New York office for the past few-years.

Commerzbank is already represented throughout the world: Beirut for the Middle East, Tokyo for the Far East, Buenos Aires for the Argentine, Paraguay and Uruguay, Rio de Janeiro for Brazil and the rest of South America. South Africa is covered from Johannesburg, South-West Africa from Windhoek, Spain and Portugal from Madrid.

\*\* The merchant bank FIDELITY PHILADELPHIA TRUST CO, (see No 404) has placed the BANQUE INTERNATIONALE A LUXEMBOURG SA (see No 419) in charge of the formation of a new Luxembourg investment company, COMINA SA, whose capital of \$1 million has been paid-up in full.

Most of the American bank's European interests are held through its overseas holding concern THE COMPANY FOR INVESTING ABROAD, where recent acquisitions include European Enterprises Development-E.E.D. SA, Luxembourg, Greyhound Financial & Leasing Corp AG, Zug, and Banque Europeenne de Finance-ment SA, Paris.

\*\* BANCO DI PERUGIA SpA (own capital of over Lire 10,000 million) is to take over BANCA MARSCIANESE. The former, president Sig. Aldo Spagnoli, and headed by Sig. Virgilio Cocchi, has co-opted the managing director of Banca Marscianese as a director.

\*\* SOGEFUND SA, Brussels (capital Bf 5 million), has been formed to administer investment trusts. The president of the new company is M. Raymond L. Larcier (head of Eurosyndicat Investment Research Bureau SA, Brussels, and a member of the board of the Luxembourg investment trust Eurunion, Finance Union & Patrimonial (see No 333). He is also a director (along with Mr. J. Jurgens of Bracknell, Berkshire) of the company which has paid up most of the capital, R. L. Larcier & Cie, Brussels (a finance company formed in 1965 with Bf 10 million capital - see No 374), on whose premises Sogefund has its registered office. The latter's directors include M. Dominique Houtart, Woluwe-St-Lambert, Messrs. J. Jurgens and E. Rouzer, Charlotte, North Carolina. R. L. Larcier & Cie is controlled by Lusus Holding SA, Luxembourg (an affiliate of the Banque Lambert group), Sofico SA, Lenzerheide, Grisons, Switzerland, and the American investment bank R. S. Dickson & Co Inc, Charlotte, North Carolina.

Eurosyndicat (formed in 1960) groups ten European banks, including Soges SA, the investment trust administration company of Banque Lambert Scs, Brussels (share capital of sleeping partners just increased to Bf 700 million); Banque Européenne du Luxembourg, Luxembourg; Cie Financiere SA, Paris (part of the E. de Rothschild group); Bayerische Staatsbank, Munich; Berliner Handels-Gesellschaft, Frankfurt; C.C.F.-Credit Commercial de France, Paris; Mediobanca, and Pierson, Heldring & Pierson, Amsterdam.

At the end of 1965, R. S. Dickson & Co took part in the formation - through the finance company Financial Consultants International Ltd-F.C.I., Nassau, Bahamas - of the Brussels investment trust management concern Financial Consultants International SA (capital Bf 25 million). Four similar Luxembourg and Brussels companies were associated (20%) with this move: Soges, Finance Union, Eurunion and Patrimonial, who themselves are all managed by Eurosyndicat (see No 333). F.C.I. SA has Mr. Luther H. Hodges as chairman (a former U.S. Secretary for Trade and director of Industries of United States Fund), and Mr. N. S. MacEwan of Charlotte, North Carolina, is managing director. The last-mentioned concern recently gained control of the Swiss-based Univestors Intercontinental Ltd, which issues shares for investment trusts.

\*\* Acting on behalf of Swedish interests, the Swiss investment company A. G. FUER MARKTFORSCHUNG, ENTWICKLUNG & AUSBAU VON KAPITAL ANLAGEN, Basle, has formed a Luxembourg investment and issuing concern, ATLANTIC GROWTH INVESTMENT FUND SA. All of the \$50,000 capital has been paid up and \$45,000 has been issued. Its directors include Messrs. Lars Magnusson, Askim, and Gösta Tegstam, Gothenburg (both in Sweden), and Professor Heinz Mehling, Steinebach-am-Wörthoee. The new venture is based on the premises of Credit General du Luxembourg-CREGELUX SA (see No 406).

\*\* The Luxembourg investment trust which manages American stocks, ALEXANDER HAMILTON FUND SA (recently formed with an authorised capital of \$5 million) has itself formed a subsidiary to issue the shares it will administer. Called HAMILTON REALISATIONS SA (capital \$100,000), the directors of the new venture include Messrs. W. A. Stenson, New York, O. J. Ollay, London, and A. S. Walker, Hemel Hempstead, Hertfordshire.

The founders of Alexander Hamilton Fund were the Bank of New York, BOLSA-Bank of London and South America Ltd, Bank of Scotland Ltd, and Banque Worms & Cie SA.

\*\* Sigs. Carlo Baruggi, Milan, and Elbio Gada (a Swiss living at Giubiasco) are respectively president and managing director of LA GENERALE FINANZIARIA SpA, a newly-formed Milan investment company. The latter's capital of Lire 150 million is shared between two Liechtenstein holding companies, Genfin Anstalt (93.3%) and Ramonaf Anstalt. Both are based in Vaduz.

\*\* Sig. Enrico Baracchi has been appointed Luxembourg director of BANCA COMMERCIALE ITALIANA HOLDING SA (see No 401), an investment company formed a few months ago by BANCA COMMERCIALE ITALIANA SpA, Milan. With the aim of financing the foreign expansion of the I.R.I.-Istituto per la Ricostruzione Industriale SpA group, to which the founder belongs, the holding company will increase its initial capital ten times to \$5 million.

\*\* The Swiss bank BANQUE TROILLET & CIE SA, Martigny (formed in 1879), has set up BANQUE TROILLET A LUXEMBOURG SA (Lux F 12 million) to carry out all banking operations. The new company will have M. Andre Wanner, Geneva, as president, with MM. Peter Scherzer and H. Plomb as managing director and director. The founder company has several agencies in the Valais, and since 1964 in Geneva.

\*\* The German DELOITTE, PLANDER, HASKINS & SELLS GmbH, Düsseldorf, has opened a Frankfurt branch headed by Herr S. Schindewolf. The founder is linked with the American financial advisors and accountants HASKINS & SELLS, New York.

The latter has numerous other European links, including Deloitte, Plander, Haskins & Sells, London (with Messrs. Guy Densem and Stanley P. Wilkins), Deloitte, Plander, Haskins & Sells AG, Zurich, whose president is M. W. R. Staelin, which has had, since 1964, a branch in Geneva as well as in Paris and Milan.

FOOD & DRINK
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\*\* The Italian wine and aperitif firm I.V.I.T.-INDUSTRIA VERMOUTH ITALIANO TORINO-VIARENGO SpA, Cascine Vivz, Turin (headed by Sig. C. Cavasse), has converted the debts owed to it by its Belgian distributor CASA VERMOUTH TORINO SA, Ixelles, into a minority shareholding. The latter has therefore increased its capital to Bf 1.58 million, and changed its name to CVTVB-CASA VERMOUTH TORINO & VIARENGO BELGE SA.

\*\* EVO-ENTREPOTS VINICOLES DE L'OUEST, Nantes, which wholesales wines, as well as making liqueurs and fruit syrups in the Theophile Gautier distillery, Nantes, has decided to merge with ETS. LUNEAU, Vertou, Loire-Atlantique, from October 1. All the administrative departments will be concentrated at Vertou, but the sales network will remain separate.

Luneau has modern offices at Vertou, as well as storage for 40,000 hl. of wine and a modern bottling-plant, whilst EVO (formed in 1805) was based in the centre of Nantes, and could only expand outside the town. EVO supplies retailers, and Ets Luneau concentrates on supplying supermarkets and self-service stores. The combined turnover of the two companies is one of the highest for French firms of this type outside Paris, amounting to Ff 500 million.

\*\* The American group GENERAL FOODS CORP, White Plains (see No 415), has enlarged its considerable Common Market network (see No 384) by buying from French interests (represented by M. Francois P. Molie), control of the Italian confectionery and caramel factory ELAH SpA, Pegli, Genoa, and its offshoot ELAH SUD SpA, Apila, Latina. These two concerns, with capitals of Lire 1,000 million and 500 million respectively, are managed by Sig. V. Lugetti. M. F. P. Milie will remain chairman after the transfer into American hands.

For four years General Foods has had a marketing subsidiary in Milan, GENERAL FOODS SpA, managed by Sig. G. Severgnimi as well as the pasta factory BERTAGNI SpA. The Italian group, employing over 500 people, and with an annual turnover of Lire 31,500 million, also makes fruit sweets, chewing gum and ice-cream.

\*\* The Italian fruit and vegetable concern C.I.A.A.D.-CIE INDUSTRIE AGRICOLE & ALIMENTARI DEL DELTA, Bologna (headed by Sig. Casimo Mastro-mardi), has formed a Frankfurt sales subsidiary, C.I.A.A.D. (DEUTSCHLAND) GmbH (capital DM 20,000).

\*\* As a result of the 1966 decision (see No 373) to establish close links between the Italian wine concerns GIACOMO TORAZZI & CO, Milan and Trescore Cremasco, and LUIGI CALISSANO & FIGLI SpA, Alba, a new company will be formed in Milan using the name of the latter, and will have a capital of Lire 1,000 million. This will take over the business of both companies, and will have a majority shareholding in the "Chianti" wine firm Gaggiano SpA, Castellina and Gaggiano. Brand names of wine sold by the new group include "Calissano", "Torazzi", "Zoppa", "Gaggiano", "La Collina", "La Torre", and "La Stradella".

\*\* The Spanish wine firm ARDAU SA, Llodio, Alava, managed by Sen Jose Abascal Azeunaga, has formed a sales subsidiary in West Germany called ARDAU WEINIMPORT GmbH, Westhoven, Porz. With a capital of DM 190,000 the new concern is under the joint management of Sen. Abascal Azeunaga and J. Martinex Nieto.

**CORRECTION:** It was reported in our issues Nos 405 and 416 that the West German B. SPRENGEL & CO KG, Hanover, had been taken over by the New York NATIONAL BISCUIT CO: this was not the case, and in fact NABISCO only acquired a 49% minority interest in the German firm.

GLASS
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\*\* The French glass group BOUSSOIS-SOUCHON-NEUVESEL-B.S.N. SA (see No 411) has formed a Milan subsidiary SOCODIS-SOC. COMMERCIALE DI DISTRIBUZIONE SpA to import and market in Italy hollow glass ware, as well as various types of glass and plastic containers. The new venture (president M. Yves Courbon, Lyons) has a capital of Lire 5 million, shared 60/40 between two subsidiaries, Ste du Materiel Pour Pour L'Industrie Verriere-SOMIVER Sarl, Lyons and Centrale de Verreries-Ets. Goudon-Descours & Verreries Beroud Reunis SA, Aubervilliers, Seine-St-Denis. The French group is an affiliate of a British and Belgian group: PILKINGTON BROTHERS LTD, St. Helens, Lancashire, which acquired a minority interest in 1963 (see No 388), and SOLVAY & Cie SA, represented on the board by Baron C. E. Janssen.

The Aubervilliers subsidiary was formed by the recent take over of Verreries du Lyonnais, Ets. Goudon-Descours, St. Etienne, Loire, and Verreries Beroud Sarl, Marseilles by Centrale de Verreries SA. SOMIVER specialises in marketing equipment for the glass industry, and it is controlled by B.S.N. and one of its leading French shareholders, Ste Nouvelle de Verrerie de Gironcourt, SA, Lyons (president M. George Rocques - see No 386).

B.S.N. has a number of foreign direct and indirect interests: 1) in Belgium, the holding company Mecaniver SA and Glaverbel SA; 2) in West Germany DELOG - Deutsche Libbey-Owens Gesellschaft; 3) in the Netherlands NV Verenigde Fabriek; 4) in Spain Cia Espanola Para La Fabricacion Mecanica Del Vidrio-CELO SA; 5) in Austria Erste, Osterreichische Maschinglasindustrie AG and Moosbrunner Glasfabriks AG; 6) in Brazil Providro SA, and Vifo SA.

INSURANCE
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\*\* The Italian insurance group ASSICURAZIONI GENERALI DI TRIESTE & VENEZIA SpA (see No 417) has decided to close down its Brussels subsidiary ARITHBEL SA, which was formed in 1951 as Arithmos Belge SA, and M. Jan Van Wagensveld will be responsible for carrying out this move. The Belgian company was directly controlled by three of the group's affiliates: Assurances Generales de Trieste SA,

Brussels, La Concorde, Cie Belge d'Assurances Generales SA (also affiliate to La Concorde SA, Paris - see No 356), and NV Levenverzekering Mij. De Nederlanden Van 1870, Amsterdam.

**OIL, GAS & PETROCHEMICALS**

\*\* The French petroleum and gas engineering company SOFREGAZ SA has opened a London branch headed by Mr Ralph K. King. The founder is controlled by GAZ DE FRANCE (50%), S.N.P.A. -Ste Nationale des Petroles d'Aquitaine SA (15%), and a group of nationalised and merchant banks in France.

It has had considerable experience in building natural gas installations and supply equipment (at Hassi 'Rmel in Algeria, Lacq in France and Groningen in the Netherlands).

\*\* Negotiations have begun in West Germany between the leading German-owned coal and oil group GELSENKIRCHENER BERGWERKS AG, Essen (see No 419) and the State engineering, oil, chemical, electrical and mining group VEBA - Vereinigte Elektrizitäts u. Bergwerks AG, Bonn and Berlin (see No 406) aimed at merging their interests and creating an international-scale concern in the energy field. This would have a combined turnover of over DM 8,200 million, refining capacity of 14 million tons p.a. and an annual coal production of 25 million tons, making it the second biggest firm in West Germany after Volkswagen.

The Essen group (1966 turnover of DM 2,720 million) produced more than 19.7 million tons of energy (coal equivalent) in 1966, with 8.8 million from petroleum products. Control is shared between Dresdner Bank AG, Frankfurt (25%), Deutsche Bank AG (10%) and it is headed by Dr Hans G. Sohl, also head of the board of the coal and engineering group August Thyssen Hutte AG, Duisburg-Hamborn (see No 412). VEBA in which private interests acquired a share during 1965 (see No 301) is a 36% interest of the West German state, and it had a 1966 turnover of DM 5,500 million.

**PHARMACEUTICALS**

\*\* The American pharmaceuticals group BAXTER LABORATORIES INC, Morton Groves, Illinois has decided to build a factory at Lessinnes, Belgium on behalf of its Brussels subsidiary EUROPARENTERAL SA (capital Bf 35 million). This will at first employ some 200 workers and will supply its Western European requirements.

Baxter Laboratories already has a Brussels subsidiary, Eurobiochim SA, and it has various interests in Britain, France, and West Germany.

\*\* ACHILLE BRIOSCHI SpA, Milan, (capital to be increased to Lire 231 million) is to take over two other chemicals and pharmaceuticals firms, FORNOVA-ISTITUTO BIOCHIMICO SpA, Novara, and FARMOCHIMICA EMILIANA SpA, Bologna. Four years ago when Brioschi was headed by the late Sig. A. Stazzi, it ran into financial difficulties and became a limited company with Lire 165 million as capital.

**PLASTICS**

\*\* With the aim of strengthening its business in Spain, the Munich plastics and rubber company METZELER AG (see No 419) has linked with Spanish interests to form a joint venture MIRET-METZELLER SpA, Villafranca del Panades, Barcelona, which will manufacture plastic packaging materials.

This move closely follows the takeover of the Barcelona producer of rubber goods for sport and diving equipment Nemrod, since changed to Nemrod-Metzeler SA. In 1963, Nemrod took part - through Villarubis & Sagne, Barcelona - in the formation of the Paris sales company Nemrod-France Sarl (capital Ff 10,000) along with French interests represented by MM. Germain Bonneau, Perpignan and Richard Plosa, Paris (45% each). In May 1964, Metzeler formed another Barcelona subsidiary Metzeler Industria Espanola Del Polieter SA in conjunction with INESPO-Industria Espanola Del Polieter SA. This venture manufactures polyurethane foam for use in the automobile, furniture and textile industries.

**PRINTING & PUBLISHING**

\*\* The British publishing group PERGAMON PRESS LTD (educational, scientific, technical books etc), London (see No 340) has strengthened its West German interests by forming BUCKINGHAM PRESS DEUTSCHLAND GmbH, Brunswick (capital DM 20,000) with Herr J. Schneider as manager. This will act as a sales representative for its subsidiary Buckingham Press Ltd, London.

Two years ago Pergamon Press acquired control of a West German technical book and journal publishing concern Friedr. Vieweg & Sohn GmbH. This move was carried out through a subsidiary Pergamon Press GmbH, Brunswick which in early 1966 changed its own name to Friedr. Vieweg & Sohn GmbH.

**RUBBER**

\*\* The chairman of the rubber products concern W. W. HAFFENDEN LTD, Sandwich, Kent (part of the Haffenden-Richborough Ltd group, London), Mr. William W. Haffenden, sold his shareholding in the similar French concern KENT RUBBER CO SA, Anglet, Basses-Pyrenees, in 1960 (correction to No 417). However, the British company is now linked with another French company, MAPA SA, Villiers-le-Bel, Val d'Oise (see No 414) in a joint manufacturing subsidiary at Sandwich, which has been working since late 1966.

TEXTILES
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\*\* Itself a subsidiary of the import-export firm ROOSEVELT TRADING CO INC., New York (see No 268), the firm DEUTSCHE ROOSEVELT TRADING CO GmbH has backed the formation of FASHION INTERNATIONAL-DEUTSCHE ROOSEVELT TRADING CO GmbH (capital DM 100,000), concerned with the design, execution and sale in Europe of textile novelties, women's fashion goods and models originating in Europe. The new concern is managed by Herren Werner Heintz, Rheda, Westphalia, H. Büchoenmann, Hamburg, and H. J. Flint, Grafschaft near Jever.

The French interests of the New York house are in the hands of ROOSEVELT FRANCE SA, formed in Paris three years ago under the direct control of the German subsidiary.

\*\* The sales links between STA DEL LINOLEUM SpA, Milan (see No 275) and the French floor-covering firm SOMMER SA (formerly Ets. Sommer-Manufacture de Feutre de Mouzon - see No 391) first established in 1964, have now been extended to the manufacturing sphere. A joint Paris subsidiary STE PRECO SA has been formed (president M. Gabriel Simmonet - capital Ff 2 million) which will combine techniques to make floor, ceiling and wall-coverings from felt, apart from the two founders are Pirelli France SA, Dreyfus and Cie Srl and Montvilliers SA, all of Paris.

The Italian concern was the former subsidiary of PIRELLI SpA, which for the past few months has held an equal interest with the MONTECATINI-EDISON SpA group (see No 403).

\*\* FOTHERGILL & HARVEY (CRENETTE) LTD, Littleborough, Lancashire has been formed as a result of the agreement between FOTHERGILL & HARVEY LTD, Littleborough and the Paris cotton textile group D.M.R. SA (see No 417) to make and market in Britain "Crenette" special polynosic synthetic and cotton fibres strengthened with PVC. These can be used by the textile industry for carpets, and ready-made clothes, as well as backing for paper and floor-coverings. The English partner in the venture is a 20% affiliate of Textilglass Ltd, the joint subsidiary formed at the end of 1965 of Jones, Stroud (Holding) Ltd, Long Eaton, Nottingham and Fibreglass Ltd, St. Helens, Lancashire (a member of the PILKINGTON BROS. LTD glass group).

Since March 1967, the French company has had a British sales company, D.M.R. of France Ltd, Croydon (see No 402). It was formed by the merger in 1965 of several French textiles concerns: in Comines, Nord, Cholet, Maine & Loire, Fleury-sur-Andelle, Eure, Deville-lez-Rouen, Seine-Maritime and Paris (see No 363). It is also linked with another British company, Customagic Manufacturing Co Ltd, Manchester in the furniture cover and textiles sphere. There is a joint Paris subsidiary Customagic Europe SA (see No 383), which has its own West German sales subsidiary, Mülheim, Ruhr.

\*\* The Dutch group A.K.U. (see No 420) has been represented in Paris since 1964 by ENKA FRANCE SARL (see No 264), whose control it shares with its subsidiary INTERNATIONAL RAYON-VERKOOPKANTOOR NV, Arnhem. A.K.U. has now strengthened its old established links covering research and interchange of new products with the French knitwear and hosiery firm TRICOTAGE INDUSTRIEL MODERNE "TIMWEAR" SA, Rheims. This collaboration will be assisted by the inclusion on the board of the latter - which remains financially independent of A.K.U. - of M. L. H. Meerburg, director of the Dutch group, and of several of A.K.U.'s subsidiaries in Europe, such as Glanzstoff AG, Wuppertal; La Seda de Barcelona SA, Barcelona; British Enkalon Ltd, Antrim, and Erste Oesterreichische Glanzstofffabrik AG, St. Pölten.

Formerly the Ste Remoise de Bonneterie SA, the Rheims concern has factories at Troyes, Rheims, Paris and Bar-sur-Seine. With M. Pierre Levy as chairman, it forms part of the group Ets. L. Devanlay & Reçoit Sarl, Troyes, one of the leading firms in its sector and headed by MM. Pierre Levy and Jean Levy. The company has for some years been a subsidiary of Cie Financiere de Suez & de l'Union Parisienne SA (see No 420).

\*\* The Italian textile group SNIA VISCOSA SpA, Milan, is carrying out a further rationalisation (see No 413) of its interests, and will thus strengthen the position of one of its Trieste subsidiaries, FIL SNIA TRIESTE SpA. This will take over MANIFATTURA DI ALTESSANO SpA, Milan (formed in 1918 with a factory at Altessano, Turin), and PETTINATURA DI TRIESTE SpA, Trieste. Fil Snia Trieste was formed in 1958 to carry out combing and spinning of both pure and mixed fibres produced by the group.

#### TOURISM

\*\* An international group headed by CONTINENTAL GRAIN CORP, New York (see No 356), including its own Lausanne subsidiary STE CONTINENTALE DE GESTION FINANCIERE SA (see No 273) as well as TECNICA-TOURINVEST ANSTALT, Schaan, Liechtenstein, has gained control of the Milan property and tourist company IMMOBILIARE MURO Srl, which has been changed to a limited company called TECNICA TOURINVEST SpA with capital increased to Lire 50 million.

With Dr. Tito N. Nicosis as president, the latter's managing director is Dr. V. Gerometta, who also holds a similar position in another Milan concern, MEDITERRANEAN HOLIDAYS SpA (see No 357), formed by a joint association of Italian and Belgian interests, CICIT SpA, and COFININDUS SA and Cie Lambert. Responsible for exploiting properties for touristic purposes, it has been put in charge of promoting the interests of the Swiss concern Berex AG, Lugano (itself in charge of the management of a Swiss and foreign property development concern, Tourinvest Fund, Lugano). It also promotes three hotel companies, Sperlonga Residence SaS, Gaeta, Naples, Lacona Agreste Sarl, Capoliveri, Elba, and Golfo Paradiso SpA, Portofino, which have respective investment programmes worth Lire 700 million, 400 million and 1,500 million.

Tecnica-Tourinvest's own schemes include the establishment of a tourist centre at Breuil-Cervina (by Breuil-Residence SpA and Hotel Del Breuil, who will invest Lire 400 million and 250 million), the exploitation of a plot covering 8410 m<sup>2</sup> at Lainate, Milan, and the building of Lire 1,800 million office block in Milan by Immobiliare R .I.L .

TRADE
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\*\* Founder shareholders of MUNDIALIMEX FRANCE SA (see No 373), the French firms CIE DELMAS-VIELJEUX SA, Paris (see No 401), and IMEX (PTY) LTD, Johannesburg (see No 382), have founded at Johannesburg MUNDIALIMEX FRANCE (SOUTH AFRICA) PTY LTD for the export to France of South African products and the import of various French goods .

The new concern will provide French capital and technology for the industrial and commercial sponsors in South Africa . Joint founders are also the groups BANQUE DE PARIS & DES PAYS-BAS SA, Paris, and ANGLO-AMERICAN CORP OF SOUTH AFRICA LTD, Johannesburg. They have been partners in many transactions (see No 392), and have recently acquired interests in Mundialimex France, capital being raised to Ff 1.1 million.

Active in the industrial and commercial expansion of South Africa, Imex (PTY) has a branch in London. Its chief shareholders are Anglo-American Corp Ltd, The Nederlands Bank of South Africa Ltd, Union Acceptance Ltd, The Industrial Development Corp of South Africa Ltd and Walker Bros . (London) Ltd .

\*\* In order to simplify its transactions with the Common Market and central Europe, the Indian import-export firm COMMERCIAL & INDUSTRIAL EXPORTS LTD, Bombay, has opened a branch in Berlin, which will be managed by Mr. Jackis Dayal .

TRANSPORT
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\*\* The New York branch opened by the West German transport and international cargo service firm KUEHNE & NAGEL KG, Bremen (see No 348) on the premises of ALLTRANSPORT INC to carry out special contracts, has been made into a subsidiary called KUEHNE & NAGEL INC . This will cover sea-transport, whilst air-freight will be dealt with by an office the Bremen group intends to open at Kennedy Airport .

With its share capital owned by the Kühne family (directly and through Kühne & Nagel Speditions AG - capital DM 10 million), the Bremen firm has 110 agencies throughout the world including those in Montreal, Buenos Aires, Johannesburg, Rotterdam, Antwerp, Zurich and Milan .

\*\* The Dutch transport concern DAMCO SCHEEPVART MIJ. NV, Rotterdam (see No 396) has doubled the capital - in two separate moves - of its West German subsidiary DAMCO SCHIFFFAHRT & SPEDITION GmbH, Duisburg-Ruhrort to DM 4 million, so as to back its expansion. The latter has numerous branches and agencies throughout West Germany, in Düsseldorf, Dortmund, Stuttgart, Frankfurt, Neuss, Mannheim, Cologne, Bremen, and Hamburg.

The Dutch firm (headed by Messrs W. Van Gansteren and J. P. Van Den Bent) recently became a 20% affiliate of the Wm. H. Müller & Co NV group (see No 412), as it merged with one of the latter's subsidiaries Wm. H. Müller & Co's. Rijnvaart Mij. NV, Rotterdam.

VARIOUS
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\*\* The French manufacturer of umbrellas and parasols ETS. LEON LAFARGE SA, Angers, Maine & Loire, (president M. Maurice P. Gangnat), has formed a Brussels sales subsidiary, LAFARGE-PARASOLERIE SA (capital Bf 200,000), which will be run by M. Andre Lebreton, Knokke.

\*\* The West German specialist in office management techniques VELOX WERKE HERBERT SCHNELLE BARMSTEDT oHG, Barmstedt, Holstein (see No 412) has decided to close down its Milan subsidiary VELOX INTERORG ITALIANA (formed in 1961). Signor Carlo Giani will be responsible for carrying out this move.

Controlled by Klaus Schnelle GmbH and its owner Herr Klaus H. Schnelle Velox Werke has several foreign subsidiaries or licensees: Velox Interorg France Sarl (capital Ff 150,000) whose manager is M. Jacques Guery, Velox Iberica SA, Barcelona, Velox Verwaltungs-Organisations AG, Aarau and Beil, Sool A/S, Copenhagen.

\*\* The Danish travel and transport company SPIES-REJSER A/S has founded in Luxembourg the investment company SIMON SPIES TRAVEL S.A.M., capital \$6,000, under the chairmanship of Mr. Simon Spies, Copenhagen, owner of the parent company. MM. Ch. A. Junod, Geneva, and R. Carmes, representing the BANQUE COMMERCIALE SA, Luxembourg, are directors of the new concern.

LATE FLASH
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Finance: As the result of moves by the CHASE MANHATTAN BANK CORP (a subsidiary of the New York group Chase Manhattan Bank), the DEUTSCH SUDAMERIKANISCHE BANK AG, Hamburg (a 93.7% subsidiary of the Dresdener Bank AG, Frankfurt) and a group of North American banks have linked to take a 48% interest in the Colombian BANCO DEL COMERCIO, Bogota. The remainder of the capital is held by some 6,400 shareholders. The Bogota establishment is one of the leading Colombian banks with 122 outlets in Colombia, Bolivia and Peru.

Other recent moves by Deutsche Sud-Amerikanische Bank in Latin America include the acquisition of shareholdings in the Chilean Banco Osorno & La Union, Santiago, in Banco Brasilerio de Desenvolvimento SA-SINSA, Sao Paulo (see No 372), in Banco Lar Brasileiro SA, Rio de Janeiro (see No 386) and in CAVENDES-C.A. Venezolana de Desarolla SDA Financiera, Caracas (see No 378).

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