

Opera Mundi **EUROPE**

A WEEKLY REPORT ON THE ECONOMY OF THE COMMON MARKET

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THE WEEK IN THE COMMUNITY

November 27 - December 3, 1967

THE COMMON MARKET

Picking up the Pieces

From our Correspondent in Brussels

The Battle of Thermopylae, all over again", said Belgian premier Pierre Harmel... "This will be our Philippi", declared Professor Karl Schiller, before the European Parliament, in his capacity as president of the EEC Council. The precise bearing of these historical allusions may, perhaps, escape us, but they do give an idea of the climate that has been created in Europe (and beyond) by de Gaulle's press conference on November 27. Reaction on the whole seems to tend more towards consternation than fury, but at the core of the matter, for the Five, is the feeling that there is no way now of avoiding a major split in the Community without bending to what France has made totally unacceptable terms. All hope of an honourable and constructive compromise now seems to have faded.

Stalemate: Not that de Gaulle (see No 437) had anything very new to add to his former appraisals of the fundamental issues. Nobody denies that these are of paramount importance, but they are not everything when it comes to strategy, and we are now in fact in one of those times of diplomatic tension, when tactics are all-important. Thus nothing was to be gained when the Belgian foreign ministry's spokesman reminded us of the findings in the Commission's report, which cut right across everything that was said at the Elysee. No better use was served by Mr. Wilson's 16-point refutation of the French President's arguments, for de Gaulle is as incapable of convincing his Common Market partners of Britain's unreadiness, even to negotiate, as they are of swaying him the other way. All knew this full well before he uttered so much as a word. For the Five, it was quite simply a matter of devising some way of getting talks going with Britain that would not, to France, be the same as negotiations proper.

Forebodings: This was the quarter in which the press conference struck the most palpable blow, for the President bettered M. Couve de Murville in his bid to prevent any sort of talks with London, at least under the scope of Article 237 of the Rome Treaty. Such talks would be a "step into the abyss", they would "toll the knell of the Community" and "tear it asunder", to take such a step would be for the Six to "consent in advance to all the artifice, delay and make-believe which would tend to conceal the destruction of an edifice built with so much effort and amid such hopes". A more apocalyptic turn of phrase one could not hope for, but the General went on to suggest that if the Five really preferred the dissolution of the Community to its continuance without Britain, then they should openly propound its abolition and the winding up of its institutions. Of course, France would not welcome such a development, but she would examine the proposal. These were the terms: an alternative that was not one whit more comforting or more acceptable to the Five.

Even Tempers: It really looked like the end of the line, and yet still nobody flew off the handle or said that everything was finished - even Joseph Luns continued to exhort patience. London and those who support Britain first responded by repeating their standpoints, and by stressing that a press conference is in no way a diplomatic action, and that the reply to Britain could only come from the Six as a body: all were content to defer the "moment of truth" to December 18. Brussels and The Hague continued to press for consultations. No doubt those concerned were well advised to keep calm and ponder the situation, but dignified restraint is an entirely negative recourse.

A Glimmer of Hope: If we earnestly seek some chance of a positive solution, however, there may just be the faintest glimmer of hope in some of what de Gaulle said. Firstly he noted several times, more or less overtly, that Britain had made distinct efforts to draw closer to Europe, that these were being sustained, and that in the end they must surely "make the great British people one of the cornerstones of "Europe europeenne". All depended on the will and the efforts made by the British themselves, although "to ease their task, France is ready to enter into some arrangement, which under the name of an association or any other would promote, as from now, commercial exchanges between the continentals on the one hand, and the British, the Scandinavians, and the Irish on the other".

The "Soft Sellers": This, of course, could just be a "blind", but we should recall that in the European Parliament in Strasbourg, struck perhaps by the weight of criticism issuing from the other benches, or perhaps acting merely on a directive, the Gaullist deputies were at pains to stress and elaborate on these "positive" aspects of the press conference. The official spokesman of the group, M. Terrenoire, suggested a solution "both temporary and medium-term, based on the concept of transition". "Let us institutionalise this idea of transition, where partners' rights and obligations would be commensurate, and let us in the meantime pursue the progress of the Community". M. Terrenoire's colleague, M. Habib-Deloncle, also maintained that the General "had given hope for the future", that he had not "placed a veto in principle" on British membership of the Common Market, but rather looked forward to it, and trusted that the Six would be able to join in persuading the British to effect the vital changes necessary to the move. A third Gaullist spokesman, Count de Lipkowski, went still further. Britain was a vital presence in any unified Europe, but a Europe that was also of a stature with the USA, the goal that must be sought. Thus, "to close the door to this great and worthy nation would be contrary to both logic and our own interests", he coldly maintained. To all intents and purposes, the whole issue would seem to revolve around method: should negotiations begin now, or should the Six wait until they are absolutely assured of success? M. de Lipkowski seems to be in no doubt that the second alternative is the only way of avoiding the risk of a grave crisis. This, however, does not mean to say that, simply because negotiations are postponed, the Six should stint any efforts to help Britain along the right path: indeed, there should be a firm undertaking from the Six that once Britain has transformed herself sufficiently, she will be granted full membership. As if to confirm this, Lipkowski then proposed that a statute of "pre-adhesion" should be drawn up, and this would include: 1) reciprocal preferences in industrial trading; 2) increasing British purchases of European agricultural produce, and 3) the immediate quest for a form of technological

co-operation, as mooted by Mr. Wilson. "Never," said Lipkowski, "should we allow our dialogue with the British to break down."

No Impasse: This peroration rather caught the rest of the deputies off their guard, although some of them, especially the socialists, felt that the various Gaullist testimonies were not so much the reflection of intimacy with the thoughts of the General as a classic "smokescreening" move, to which speakers have had recourse in the past when faced with the need to keep an enraged opposition at bay. This seems to have been borne out by the fact that the final resolution in the debate was passed unanimously, with no amendments, and that this stated: "The Parliament welcomes the requests for membership, and hopes as soon as possible to see talks started about accepting the entry of the candidate countries, in accordance with the economic and political aims of the treaties". The phrases "about accepting the entry" (visant a permettre), of course, could equally describe negotiations for entry, or for some other form of co-operation leading thereto: at the same time it does not preclude the early opening of negotiations as such, and the Gaullists thus subscribed to this possibility (inasmuch as they did not vote against the motion).

A Solution through the Commission? Is there then still hope of finding common ground? Legally speaking, candidature based on the principles of Article 237, and on that alone, is the only form that can be pursued, though we should remember that the Commission reserved some of its judgement on British candidature, pending the receipt of more complete details and information. It re-examined the problems straight after de Gaulle's press conference, in fact, and saw no reason in any way to modify its earlier findings as to procedure. Nevertheless, its president, Jean Rey, did make an appeal to the Six in Strasbourg: he stressed "the gravity of the crisis that is likely to arise in the coming weeks", and maintained that it was incumbent upon the ministers "to find a point of agreement, common ground, and to devote sufficient time to this cause". Surely this point could be found if the Commission were directed to complete its researches, in consultation with the British, but without dismissing the possibility of temporary solutions other than full membership. True, it is difficult to see how any system of "pre-adhesion" could work effectively now, even supposing it were in accordance with the GATT, but at least this answer would have the virtue of preventing contention, if not a complete rift in the Community.

A Tougher Line from the Five? Perhaps it is a trifle over-optimistic to muse along these lines, but there is as yet no good reason to rule such possibilities out. There is no question that to forge a compromise whereby Britain's ultimate entry would be brought about almost automatically would be to wrest a considerable concession from de Gaulle, and undoubtedly to bring him to such a point will take considerable and sustained pressure from his EEC partners. Let us assess the situation on this front. The Dutch, Italians and Belgians are clearly determined not to falter, while the tiny Luxembourg seems to prefer to stay neutral. This leaves Germany, who still holds the keys to the problem, but still seems not to have made up her mind about which door to open. Vice Chancellor Willy Brandt, partly perhaps under pressure from the socialists, would appear inclined to take the tougher line, but a question mark still hangs over Kiesinger himself. All we can say at the present time is that Bonn did not compromise herself in expressing her reactions to the press conference..

Forcing the Issue: Germany's final choice seems likely to be shaped by the line that the more extreme of the Five will take on December 18, though even then we may still not see the real "show-down" that all observers are waiting for. Italy and Benelux may agree to wait for the outcome of the last attempt by Chancellor Kiesinger to win through by gentle persuasion, and he is not scheduled to meet General de Gaulle until January. Nevertheless, these countries will undoubtedly make it clear to Germany in December just how strongly they feel and how determined they are not to step down. They will maintain that France's opposition to the opening of talks with Britain cannot be deemed legally a veto, and that the General's dismissal of the issue last week will not prevent them, together, from consulting with London and taking steps to get formal negotiations going.

The Time Factor: A plan of this type is even now being studied in The Hague, and Prime Minister Piet de Jong has classified this as top priority. This expresses his objective: to avoid crisis within the Community, but at the same time to keep the dialogue with Britain going, both to encourage them in the EEC quest, and to dissuade them from any disastrous recourse to "other loyalties". Time, too, is now becoming a more and more vital factor in the issue, for whatever Jean Rey may say about the Six taking "all the time they need" to find a common solution, if they give no grounds for hope to Britain in the meantime, there is a danger of Mr. Wilson finding himself in a totally untenable position, politically. He has already given the end of this year as a deadline for Britain's knowing, "one way or the other". Another point to be cleared up is whether or not Paris will stand for the Five, or some of them, holding "parallel talks" with London, or whether it will deem this what the General called a "marche a l'abandon". Another possibility is that the French will react to this threat by opting for a less compromising dialogue conducted through the intermediary of the Commission. Indeed, such a dialogue may already be under way, its beginning marked by M. Rey's courtesy visit to London on Monday, December 4 (see below).

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AGRICULTURE

A Compromise over Structures

Whilst waiting for a complete common policy on agricultural structures in the Common Market, the Commission has laid a number of "Community programmes" before the Council, aimed at improving certain specific structural features. However, the talks which followed this move dashed much hope of introducing such a policy, even though, according to the Commission's vice-president, Sicco Manshot - and his view is backed by the majority of reasonable economists - it is the only way of ensuring a decent standard of living for European farmers, without at the same time creating an impossible burden for Community finances. The spectre of the "fair returns" policy, whereby every state gets back what it paid in, started to rear its ugly head.

This proposal, which clashes openly with the Community spirit, was mainly the work of the West German minister, Hoecherl. No one should be unduly surprised by this attitude, since Bonn pays out large sums to support the CAP, without getting back anything like the same amount. West German agriculturalists had probably worked out that their contribution to FEOGA would allow generous support to be given to West German farmers. Structural reform has no attraction for them, since this seems to be tainted with "collectivism". The most important factor in their opinion is the level of prices. Herr Hoecherl was unable to be generous, and his Italian partners became quite indignant, since their agriculture is in need of considerable structural reforms. They seem to have forgotten, however, that it is they who are the supporters of the "fair return" approach in the nuclear sphere.

When the ministers met again on November 28, the topic became easier to deal with. The French Minister of Agriculture, M. Edgar Faure, who is in a middle of the road position as regards both economic and political aspects of the question, was well placed to suggest a compromise solution. This would mean each state listing those sectors in which structural reforms should be a priority, and the Community would attempt to harmonise the different national schemes on a coherent basis. Furthermore, such an approach would make it easier to work out a common policy for agricultural structures, which could be introduced in one or two years time. The French proposals were well received, and at least they imply some form of co-ordination, absent from the West German approach with its aim of ensuring a "fair return". On this particular point M. Faure considered that Community financing did not have to be strictly "balanced", but that it should be "harmonised". It cannot be claimed that there has been a victory for the Community spirit, but it has been spared a sad failure.

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The Italian and West German Finance Ministers held a meeting in Bonn on Thursday, November 30, during which they agreed that the cost of the CAP was too high. Both Signor Colombo and Herr Strauss believed that in future the financial aspects of the agricultural policy should be more strictly controlled, and that a careful approach must be taken when drawing up the new regulations, due to come into force at the end of 1969. In the opinion of observers, both countries - who are the largest contributors to the FEOGA - intend to make considerable cuts in their share. Both Ministers also agreed that the decisions of the Agricultural Ministers of the Six should be approved by the Finance Ministers, since the former tend to push up expenditure on the CAP. They also thought that the Commission should try to give closer estimates of the CAP's cost and to achieve this, it should have preliminary talks with the members of the Six.

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ASSOCIATION

Concessions to Turkey

On December 1, Turkey gained a new series of export agreements with the EEC for the following products: fish, shell fish, high quality wines, cotton textiles, carpets, grapes, citrus fruits and olive oil. These products represent around 15% of Turkish exports to the EEC and are worth \$30 million. The Turkish Republic had already gained concessions for exports of tobacco, nuts, figs and prunes, products that accounted for 40% of Turkish trade with the Community.

The European Investment Bank and the Turkish government have come to an agreement to increase from \$5 to 15 million the resources for their deal of February 2, 1967. This sum will be lent to Turkey for a 30 year period, with a seven year extension and an interest rate of 4.5%. The money will be re-lent to those in need of capital by the Turkish Industrial Development Bank, at the local market rates.

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Agreement with Iran Postponed

Following an exchange of letters, the preferential agreement between the EEC and Iran has been put off until December 1, 1968. Thus the application has now been in for five years. Additional concessions will be granted to Iranian exports.

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TRADE

Domestic Appliances - Italy Protests

The Italian Minister of Foreign trade has publicly called in question French demands to the Commission that action should be taken to safeguard France against the invasion of Italian domestic appliances. Rome is of the opinion that this request is not only incompatible with the spirit of the Rome Treaty, but that if the objection were allowed, a whole avalanche of similar requests for other products would be lodged with the Commission, which would jeopardise the very existence of the Common Market. The Italian Minister of Foreign Trade added that the competitiveness of these products is not due to factors, "foreign to the economic viability of the concerns", as Paris would have it, but on the contrary, to their rationalisation.

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E .C.S.C .

Boost to Steel Technology Research

The EEC Commission has just approved a programme of technical research covering nine projects affecting the steel industry, and subject to the decision of the Consultative Committee, which will discuss this at its meeting on December 14, it has decided to make available \$3.02 million for this research.

The projects involved are the following:

- (1) The study of the structure of iron ore agglomerates and the manufacture of crude pellets;
- (2) The improvement of the quality of moulded castings, controlling semis by gammagraphy and analysing the gases found in steels;
- (3) Three projects aimed at improving the quality of steel, through stricter control methods;
- (4) Several projects aimed at finding new uses for steel and studying the way steel is used. This is a sphere in which the High Authority became increasingly interested after the steel congresses it has organised during the last three years. Another congress will be held in July 1968 to deal with the uses of steel in the chemical industry.

It is worth recalling at a time when the Community seems to be very interested in the idea of establishing a Technological Community, that of the three European Communities, it was the ECSC that first began a true research policy. It admittedly had the money to do so, and from its establishment to June 30, 1967, the ECSC set aside a total of \$95 million to finance research projects dealing with the three different industrial sectors controlled by the High Authority as well as the social and medical spheres.

- (1) \$36 million for research on steel and iron ore
- (2) \$27 million for research in the coal industry
- (3) \$31 million for research in social matters.

The recent decisions taken by the EEC Commission show that the merger of the Communities has not affected the ECSC's traditional policy of technical research, and this will remain so until the merger of the treaties. However, it is possible that with the formation of a specialised Technological Community and after the merger of the treaties, the scientific research it carries out in the coal and steel sectors will be integrated into the framework of the new all-embracing Technological Community.

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E.I.B. AND EURATOM

First of the "Nuclear" loans from the E.I.B.

The European Investment Bank has just agreed on a loan of Dm 25 million (to last twelve years, at a rate of 6.25% p.a.) to build a 240 MW nuclear power station at Darmer in Lower Saxony. This is the first time that the EIB has intervened in the financing of a nuclear project. This project consists of light water and enriched uranium plant, based on a well-tested American design, but the whole plant has in this case been built in Germany by AEG. The reactor, which is already subject to the tax and other advantages granted to "joint enterprises" in Euratom, can also count on various subsidies from the governments concerned. Its economic viability is assured, thanks to a long-term contract which has been concluded with the Dortmund electricity authorities, guaranteeing them reasonable prices and a sufficient portion of the production. In short, the scheme seems to be blessed with almost certain success.

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BRITAIN AND THE E.E.C.

CBI Chief John Davies on EEC Bid

In a speech to the North Midland region of the CBI last Thursday, its director-general, Mr. John Davies, dealt with the question of Britain's EEC bid following de Gaulle's press conference. He thought that there had been one particular problem - that of getting all those concerned with the application to think of it as something other than a purely trading operation. Since the outset, this particular aspect had only been a part, and perhaps the lesser part, of the whole concept. "The real issues of a long-term character with which we are involved are those concerned with the development of a single Community which would not only afford trading facilities amongst its members, but also ensure an ever closer relationship between them to face the economic and social hurdles they all have to surmount over the foreseeable future."

The costs to Britain of joining were fairly clear, but the credits, firstly, were difficult to assess, and secondly, were spread over the whole of Europe rather than concentrated in Britain.

"When, therefore, General de Gaulle appears to put an impassable barrier in the way of our application he does not simply face us with a trading obstacle, which we need to surmount or circumvent, but in a more real sense defers the essential programme of self-help which must be the cornerstone of European union.

The trading obstacle, were it the only one, would not be easy to overcome. It would, however, represent a positive problem, the solution to which might be found in alternative arrangements of preferential trading conditions here in Europe or further afield. The deferment of the Community issue is, however, not to be dealt with

by the adoption of an alternative system or an alternative grouping. Fortunately, the Community problem is one of a more enduring character. Its time-scale is longer than the trading aspect to which I have been referring simply because the whole development of world trade leads us towards a freer and freer market. The idea of a Community moving steadily towards a unity in economic and social policies, and perhaps in wider fields of education, medicine and culture, cannot be reckoned as annulled or defeated within the compass of a few years one way or the other. It is for these profound reasons that Britain, if she embraces the whole prospect of European community must not be deterred from her purpose despite the damaging postponements with which she is faced."

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Visitors to London

On Monday of this week began the latest round of diplomatic activity in London over Britain's Common Market bid. This phase will end with the visit of the West German Foreign Affairs Minister, Herr Willy Brandt, on December 8 and 9. The first visitor was the President of the EEC Commission, M. Jean Rey, who came to study the effects of devaluation on the British economy, so that an oral report can be made to the Council of Ministers on December 12.

The British Government made it clear that it was interested only in full membership of the Community and that an application had been made under Article 237 of the Rome Treaty. This meant that a reply was awaited from the Six as a whole. Mr. Wilson made it clear that he did not consider association a suitable alternative. This was an indefinite proposal, since the various suggestions made, neither had a solid basis, nor offered any guarantees of full membership. He stressed that Britain wanted to join, to help Europe overcome the increasing technological gap and to strengthen the political unity of the Community. M. Rey was accompanied by the French vice-president of the Commission, M. Raymond Barre, and Signor Eduardo Martino, the Italian member of the Commission with special responsibilities for external relations.

On Tuesday it was the turn of the Dutch Foreign Minister, Dr. Josef Luns, to visit London for further talks on the same subject. The Dutch are the keenest supporters of Britain's bid within the Six, and Dr. Luns may be expected to make considerable efforts to get the Council of Ministers to reach a decision during the meeting on December 18-19. His government's view is that Britain has applied to join the Community, and is entitled to a response from the latter as a whole. Even if a veto were applied, the Dutch are understood to maintain that as long as the British application is not withdrawn, there is no need for such a decision to be taken as final. They also support the view that association is no alternative - and would in any case probably be far more difficult to negotiate, since there is little formal guidance from the Rome Treaty.

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FRANCE

Guy Mollet Replies to the General

In the absence of Francois Mitterand, President of the Federation of the Left, who is at present making a tour of the United States, Guy Mollet, the Vice-President, was left to reply to the statements made by General de Gaulle in his press conference .

In a point by point refutation of almost everything that the General had said, M. Mollet made the opposition's standpoint on the Common Market issue particularly clear . According to de Gaulle, the entry of Britain into the Common Market would aggravate the already very tricky problems posed by the unification of Europe, so much so in fact that the transition to a European political community would become inevitable . This, said M. Mollet, was the General's fundamental opposition to British entry . "Thus we find our fate and our future compromised: the entry of Britain can only be a benefit to Europe . The need for planning on a European scale is just beginning. Such a situation demands the good will of labour and active trade union participation. For all these reasons we want Britain as a member of the Community ."

"The General has artfully created confusion between the decision on membership and the opening of negotiations . According to the terms of Article 237, Britain can only gain entry by a unanimous decision, so the Five - unless they want to break the rules of the Treaty - cannot therefore "impose" a decision . But the opening of negotiations is something quite separate; this time a majority vote of four out of six is enough to start the negotiations . Is France so unsure of her powers of argumentation that she is afraid to open negotiations?" M. Mollet compared the President to the Chairman of a board of examiners who, taking exception to one of the candidates, prefers to call a meeting of the board in advance to fail the candidate even before hearing him .

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A French Plan for British Entry

During the weekend there was held the national convention in Lyons of the group of French clubs called "Perspectives et Realities" . Although supposedly non-political, these are the rallying point for supporters of the former French Finance Minister, M. Valery Giscard d'Estaing, now the leader of the Independent Republican group within the Gaullist majority . The clubs were launched by M. Giscard d'Estaing over eighteen months ago, and group younger businessmen and executives .

The general attitude of the convention towards the question of British entry was that the Six were too weak by themselves to stand up to the two main superpowers,

but that there were risks, both economic and political, in enlarging the Community. However, it was suggested that Britain should clearly state her position, and that the Six should send a detailed questionnaire on the main problems likely to cause difficulties during negotiations.

When M. Giscard d'Estaing addressed the convention on this point on Sunday, it became clear that his views differed from those prevailing in the Elysee. He proposed action along the lines suggested above. In his view, Britain's membership of the Common Market was desirable as a basis to counter the two superpowers, but as the Commission's report had made clear, there was a need for great changes beforehand. However, Britain's doubts about carrying out these changes was understandable, it was uncertain whether she would be accepted after they had been achieved. But the entry of Britain should not be allowed to slow down the Community's own development.

His solution to this was for the Six to draw up a list of conditions which Britain would have to fulfil. This would then be discussed and agreed by London, and while Britain was carrying out the changes, the Community would list its own problems and the new steps it should take. One of the ~~latter~~, stressed by M. Giscard d'Estaing, was the need for the Six to establish a European monetary union, a European reserve bank, and the fusion of the Six's International Monetary Fund quotas.

When Britain had fulfilled the changes, she could rendezvous with the Six, and membership should follow. Dealing with the problem of organising a larger Community, he seemed to support the call for stronger European institutions, made on the Saturday, which would result in a European Parliament comprising an Assembly and Senate with Ministers and a Head of State, who would also act as the head of government.

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GERMANY

German Politicians take Stronger Line on British Entry

The leaders of the two German coalition parties, Herren Helmut Schmidt and Rainer Barzel, came out strongly in favour of the government's taking a much tougher line on Britain's application to the Common Market. This point of view is more outspoken than the official government doctrine on the matter so it remains to be seen whether two such influential politicians as the parliamentary leaders of the Social Democrats and the Christian Democrats will have much, if any, effect on official policy.

In an interview with the Hamburg paper, Die Welt, the two leaders agreed that the Bundestag could not accept a veto from de Gaulle before negotiations had even begun. "Paris must decide whether it wants to play the role of leading and breaking European unification at the same time," said Herr Barzel. Herr Schmidt was equally forthright: he thought that the German government should take steps to bring an early

decision, in the EEC Commission, in favour of beginning negotiations with the countries that had applied for membership of the Community. "France could still veto the application after the negotiations, but first of all we need to know more exactly what it is that is being vetoed".

Britain's entry, followed by the entry of the other candidates from EFTA, would, of course, throw up "a whole gamut of complicated questions", and this would in turn lay a heavy burden upon the shoulders of the present members of the Community. Even in the face of these difficulties, of which he was perfectly aware, Herr Schmidt was not prepared to "submit to a flat veto".

Proposals by Mr. Wilson for a technological community were well received by the two parliamentary leaders, for they thought that in certain fields Britain was substantially further ahead than comparable countries in the Six. Mr. Wilson's proposal of co-operation he considered so interesting and so important that steps should be taken at once to put it into effect. Schmidt felt that Wilson's proposals still needed some clarification, but there was no doubt "that politically and economically, the proposals could be no substitute for the widening of the European Economic Community, which the French are at the moment obstructing".

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BRITAIN AND THE E . E . C .

THE CASE FOR THE DEFENCE

On November 29, Mr. Wilson spoke at a Press Gallery luncheon at the House of Commons, using the opportunity to recall and answer all the main points made last week by General de Gaulle at his own press conference, on the subject of Britain's candidature.

This speech conveniently gathers together and lists under sixteen points the main issues arising: this not only spells out the case for Britain, but will provide a useful reference point for the discussions likely to take place in the EEC in the months to come. We therefore reproduce in full the transcript of that part of the Prime Minister's speech that contains his "manifesto"; here are the sixteen points:

(1) It was said that it was contradictory to propose the opening without delay of negotiations with the Six while declaring our willingness to accept all the provisions and regulations governing the Community. If we accept those clauses in advance, what is there to negotiate about?

Answer: I quote the Treaty of Rome. Article 237 provides that "any European State may apply to become a member of the Community. It shall address its application to the council, which, after obtaining the opinion of the commission, shall give a unanimous decision thereon. The conditions of admission and the adjustments to this treaty necessitated by it shall be the subject of an agreement between the member states and the application state."

This speaks for itself, since any agreement has to be negotiated.

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(2) It was said that the report of the Brussels Commission showed that the Common Market was incompatible with the economy of Britain in a number of respects.

Answer: Did the commission recommend, or did they not recommend, that "negotiations should be opened in the most appropriate form with the states which have applied for membership"?

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(3) It was said as proof of this incompatibility that Britain's chronic balance of payments deficit proved the permanent disequilibrium of her economy.

Answer: What was France's balance of payments disequilibrium in the two years after she signed the Treaty of Rome? Without going into the unprofitable question of what our balance of payments would have been this year but for the Middle East, have the French Government not seen that the international staffs of the IMF and OECD strongly support the view that the decisions we have taken offer a firm prospect of transforming our balance of payments within twelve months?

(4) It was said that the British economy was incompatible, because of its "sources of supply, credit practices, and conditions of work".

Answer: On sources of supply and channels of trade, we have stated that we accept the Treaty of Rome. And the present members of the Community, acting under that treaty, have themselves accepted the Yaounde Convention, which ensures that developing countries with whom France and others had long-standing trading - and indeed political - connexions, should be able to trade freely with the Community. We have made it clear that we should expect to follow this precedent.

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(5) This brings me to the references to our credit practices.

Answer: I am not clear what the reference here is. But if the French President is referring to the working of the City of London and considers, perhaps, that our arrangements for financing industry on the free market of the City of London are not in accordance with the doctrines of the Treaty of Rome, I feel it right to point out that it is the French credit system, not ours, which controls the allocation of specially favourable credit, industry by industry, in accordance with the priorities laid down by the Commissariat du Plan.

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(6) In the same sentence there was a reference to our "conditions du travail".

Answer: If the French President was referring to recent strikes in Britain, let me say I deplore these as profoundly as General de Gaulle no doubt deplores strikes in his own country. But to put this into perspective, let me also point out that in 1966 Britain lost, through industrial disputes, for every 1,000 persons employed, 180 man-days - too many - against 240 in France. Figures show that for the five years, 1962 - 66, our figure was 230 against a French figure of 322.

For both of us the figures are too high. We must both of us do better.

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(7) It was said that the Common Market was incompatible with the way in which we fed ourselves with our agriculture "subsidized to the hilt" - those were the words.

Answer: Let us show at least an elementary knowledge of the facts. Both agricultures - ours and that of the Community - are substantially supported and look for their extra returns both to the taxpayer and the consumer. But in the Community the support is more from enhanced prices to the consumer than from the taxpayer.

In my statement to the House on May 2, I made it clear, as I had done before, that we had to recognize that the Community's agricultural policy was an integral part of the Community and that we must come to terms with it. And we recognized, too, that it would involve far-reaching changes in the structure of British agriculture.

The points we had in mind to discuss with the Six were spelt out in the Foreign Secretary's statement to the Western European Union, Command Paper 3345, of which for greater accuracy a copy was given to the French Government.

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(8) It was said that we could never really accept the "crushing" levies laid down under the Common Market's financial regulation for agriculture.

Answer: Again, I quote what I said in the House in announcing our application - and the same thought was repeated in Command Paper No 3345. These financial arrangements "would, if applied to Britain as they now stand, involve and inequitable sharing of the financial cost and impose on our balance of payments an additional burden which we should not in fairness be asked to carry".

But the point that the automatic acceptance of a mathematical formula of calculating contributions could involve inequitable burdens was strongly pressed, not by us, but by Germany in May, 1966, and a solution was found. Is the French Government really saying that no solution could be found for Britain, particularly as Britain's accession would certainly lead to an increase in France's net income from the fund?

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(9) It was said that the Common Market was incompatible with British restrictions on capital movements abroad as compared with the freedom of such movements among the Six.

Answer: Again, we have made clear that we fully accept the obligations of Community membership in this field, subject only to a transitional period during which we would by stages bring our policies into line with those of the Community.

But I would add that freedom of direct capital movement within the enlarged Community is essential to secure our aim of a European-wide industrial and technological base, and to give reality to the concept for which we, and others, are pressing of the European Community.

If we are to build up, as we must, the industrial independence of Europe, the first call on the capital arising in Europe from the thrift of Europe's citizens must be for that purpose and for the needs of the underdeveloped world, and not diverted for gain to Manhattan, for the purpose of fertilizing American technological development at a time when we need that capital in Europe to close the gap.

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(10) It was said that the Common Market was incompatible with the state of sterling, as devaluation has again demonstrated.

Answer: Did not France devalue? And is it not a fact that M. Couve de Murville's carefully worded statement at Luxembourg earlier this month was widely interpreted in Europe, and further afield, as a call for devaluation of the pound?

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(11) Critical reference was also made to the international loans required by Britain before, and concurrently with, devaluation.

Answer: International financial facilities were freely offered by the IMF, including France, as a means of ensuring international stability in financial and trading arrangements. We have made clear that the financial facilities provided on and since November 18 are a means of seeing the devaluation operation through with a minimum of disturbance to the world and ensuring that there is sufficient backing while the effects of devaluation are working themselves through the economy.

Perhaps I should have added that there have been some disturbances since November 18. In France you have a free press. There were a lot of rumours in that press, mostly highly inaccurate, and we well understand the reluctance of the French to stop the publication of these misleading and somewhat unsettling rumours.

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(12) It was said that membership of the Common Market was incompatible with the state of sterling because of its character as an international currency and the encumbrance of the vast sterling balances.

Answer: Is the General prepared to respond to the Chancellor of the Exchequer's offer to discuss on a European basis all aspects of the international position of sterling, including the possibility of a European currency?

As to the "encumbrance of the vast sterling balances", Britain had no sterling balance problem before the war. It was originally created during the war. It was part of the enduring cost which Britain incurred in the fight to make Europe free. It was in fact part of the price we had to pay for those historic days to which General de Gaulle has frequently, and indeed movingly, referred - the days when Free France and Britain fought together.

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(13) We were told that any attempt to impose British entry would lead to the break up of a Community whose rules would not bear such a "monumental exception".

Answer: It is not Britain whose policy on such basic questions as foreign affairs, defence, and international monetary policy is the "monumental exception" to the general European consensus on these questions. Nor is it Britain which is now rejecting the article of the Treaty of Rome which provides that "any European state may apply to become a member of the Community".

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(14) To start negotiations now for British entry, so it was said, "would be for the Six to consent in advance to all the artifices, delays and makebelieve which would tend to conceal the destruction of an edifice built with so much effort and amid such hopes".

Answer: This is based on a static conception of Europe, when, unless all of us in Europe, move quickly, we, as Europe, will fall behind. It is a laboured analogy of a European train slowed up by adding more coaches. What it fails to see is that a European train, for which Britain and other countries would provide additional motive force, could be much more powerful, and would also continue to move along the track which will lead to our common objective of a united Europe.

I have tried to make clear to all our friends in Europe, including our friends in Paris, that those who rely on a static concept in a rapidly moving world are themselves moving backwards. We want to join, with all those in Europe who are forward-looking, in a determined move forward.

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(15) We were told that a negotiation with Britain would not be the way to ensure that Europe was not "dependent on a foreign economic, monetary and political system" and that Europe should be a "counter-weight to the immense power of the United States".

Answer: What matters here is not words but action. Such action as the creation of the European technology for which I called in my Guildhall speech. But while Britain is prepared to take an initiative in this field in advance of negotiations, that initiative will become a reality in terms of European industrial independence, only if we in Europe are ready to take all the steps necessary to create a single European industrial market.

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(16) Our attention was drawn to the coincidence between the American deficit in their balance of payments and the total of American investments in western Europe; and that France "wishes this abuse to be ended".

Answer: We are not going to solve our problems in Europe by attacks on one another's balance of payments, or on the balance of payments of the United States. Beggar-my-neighbour policies are not the answer. And if we were to embark on them - any of us - we should find that not all the cards are held on this side of the Atlantic.

What we have to do is to build up a vigorous and independent European industry.

Computers? Britain has opted for independence and we are now in an aggressive posture to enter the European market. Other countries in Europe have sold out to the Americans.

Aero-engines? - Britain, together with our European partners, can lead the field. But only if those partners, particularly France, will take the same independent line.

Atomic energy? - We in Europe, again, can lead the world, but not if our partners insist on tying themselves to American know-how which we in Europe, if we work together, can do without. Time and time again we have run into trouble in Europe because French atomic energy insists on drawing on American know-how to beat the world.

Nuclear fuel? - Using the know-how of Britain, as well as that of our European partners, could make Europe both competitive and independent.

December 7, 1967

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ADVERTISING

** The Paris agency of R.L. DUPUY SA (see No 435) has linked 50-50 with the largest Quebec agency, B.C.P. - BOUCHARD-CHAMPAGNE & PELLETIER LTD, to form B.C.P. - DUPUY PUBLICITE Ltd in Montreal with \$ 10,000 initial capital, through which the two firms will pool methods, know-how and personnel. The new agency (headed by M. Yves Bourrassa, director of the Canadian firm) has M. Jacques Bouchard of Montreal as president, and will be directed by M. Pierre Barret, international director general of the French agency.

R.L. Dupuy, in which the New York group Compton Advertising recently bought a 20% interest, when it raised its capital to Ff 3.6 million, is further about to change its name to Dupuy-Compton SA. For the financial year of 1966 its turnover was F 89.61 million, and it employs some 300 people.

AEROSPACE

** Within the French aircraft group of MARCEL DASSAULT (see No 416), the Paris affiliate STE IMMOBILIERE DE MERIGNAC Sarl (capital Ff 20.5 million and gross assets of Ff 65.9 million, comprising land and property at Merignac, St-Emilion and Haillan, Gironde, the staff and business of the Beauvais weekly "L'Oise Libere Dimanche" and Ff 39.72 million's worth of stock) has been taken over and absorbed by STE D'ETUDES MARCEL DASSAULT Sarl, Paris (second of that name), which has thus raised its capital from Ff 24.9 to 81 million.

The Dassault group also embraces not only the major company STE DES AVIONS MARCEL DASSAULT Sarl, St-Cloud, Hauts-de-Seine (capital Ff 140.14 million, having taken over control of BREGUET AVIATION from the Floirat group a few months ago), but also Ste Immobiliere Marcel Dassault Sarl, Cannes (capital Ff 53.15 million); Electronique Marcel Dassault SA, Paris (capital raised recently to Ff 15 million); Ste Presse Jour de France SA (Ff 3 million); Ste Immobiliere de Brie-Comte-Robert Sarl (capital F 1 million; formerly Ste d'Etudes Marcel Dassault); Banque Commerciale de Paris SA (Ff 15.5 million); Uni-Jet SA (Ff 100,000) etc.

BUILDING AND CIVIL ENGINEERING

** S.C.I.B.A.-STE COMMERCIALE INDUSTRIELLE DES BOIS D'AQUITAINE SA, Tarnos, Landes (capital Ff 1.2 million) which makes prefabricated wooden elements such as windows, doors and cupboards for use by the building industry, intends to enlarge its European interests with the formation of subsidiaries in West Germany, Belgium and at a later date in Spain.

S.C.I.B.A. was formed a little over two years ago, and has factories covering over 125,000m² in the Basses-Pyrenees (2 in Pau and 2 in Bayonne) with 550 persons on its payroll. The main shareholders are its head M. Francois Ayasse (a majority interest) the Banque de Paris et des Pays-Bas, Ste Generale, Paris and B.N.P.-Banque Nationale de Paris SA, Credit Lyonnais SA. Its sales network includes regional offices in Paris, Rennes, Toulouse, Lyons, Aix-en-Provence, Bordeaux and Nancy supplying some 230 stockists.

** The Dutch quarry concern DE WEIJS NV NEDERLANDSE GRANIE T INDUSTRIE, Wildervank (capital Fl 500,000) has formed a Swiss sales subsidiary GRANITE & QUARZITE AG, Zug (capital Sf 60,000). The president of the new concern is M. Eugen Bircher and the managing director M. Roeld J. de Weijs (also managing director of the founder)

CHEMICALS

** The American K.J. QUINN & CO, Malden, Massachusetts (chemicals for finishing and preserving hides, leather and footwear) has extended its interests in Italy (where it already owns Quinn Italiana Srl, a Milan manufacturing subsidiary) by forming a manufacturing and sales subsidiary in Pavia called Quinn Italiana SpA (capital Lire 3 million - president Sig Guido Rollier). In Italy, Quinn is represented for its tanning chemicals exclusively by TECO of Milan.

The American company was formed in 1880, and also has manufacturing interests in Montreal, Mexico and elsewhere in Europe: Quinn GmbH, Leinfelden and Quinn Iberica SA, Barcelona. Its exclusive agent for shoe-care products in France is Produits Lambiette Freres SA, Paris and Premery, Nièvre (see No 269), whilst the same function is performed in the Benelux by NV GELDERSE, Waalwijk, Netherlands; in West Germany by Chemische Fabrik Ludwigsburg Zeh & Co, Ludwigsburg, and in Britain by Charles A. Quinn & Co Ltd (which controls Quinn Chemical Co Ltd and Menifit Shoes Ltd). Distribution of leather and hide finishing chemicals is handled in the Benelux by Agenturen & Handelsonderneming P. Van Arendonk Jr (of the group P. Van Arendonk Jr, Tilburg, Netherlands) and in Britain by Progressive Finishes Ltd.

** The German chemical and metal concern, TH GOLDSCHMIDT AG CHEMISCHE FABRIKEN, Essen, has extended its overseas investments by joining 50-50 with local Spanish backers in forming GOLDSCHMIDT SA in Barcelona (capital Ptas 500,000).

The parent company (capital Dm 32 million), the turnover of which was Dm 173 million in 1966, has as its main non-German interests the Swiss holding company Th. Goldschmidt GmbH, Zug; outright control of the Belgian Th. Goldschmidt, Schaerbeek, Brussels (see No 418); 75% in the Greek Elag, Athens; 50% in the Danish A/S Metalwerk El Tin, Strib, and 40% in A/S Metalwerk Stribia, Strib.

** AGA NEDERLAND NV, Amsterdam (subsidiary of the Stockholm electro-technical group AGA A/B - see No 436) which makes industrial gases in its plants at Duivendrecht, Overschie, Zwolle, Breda and Nurh has made a bid for the remaining 5% of shares it needs for complete control of NV ACETYLENDISSOUS MIJ. MAGONDEAUX. This produces industrial gases (mainly liquid gas) at Terhdijden and employs some 30 workers.

A few months ago Aga Nederland Took a 9.8% interest in the formation of NV CRYOTON, Botlek, which will make oxygen and nitrogen for use in the ethylene - oxygen plant at Pernis of Shell Nederland Chemie NV, The Hague (part of the Royal Dutch Shell group - see No 432). Its other shareholders are NV Electro Zuur - and Waterstoffabriek (50% part of the Koninklijke Zout-Organon NV), NV A. Hoek's Machine - & Zuurstoffabriek (30%), NV G.L. Loos & Co's Fabrieken (7.3%) and NV Zuurstoffabriek de Alblas (2.9%).

Opera Mundi - Europe No 438

** The Milan MONTECATINI EDISON group is to rationalise its trading interests in France by merging two of its Paris affiliates: SACHIM SA (former direct subsidiary of Sicedison SpA) is to be absorbed by PROCEDES & PRODUITS INDUSTRIELS SA (capital Ff 2 million). The latter is controlled by the Italian group's Basle holding company, Nitrochemie AG (president Giovanni Pittini).

** The Austrian explosives manufacturer, AG DYNAMIT NOBEL (capital Sch 32 million), which was nationalised at the end of the last war and was formerly a subsidiary of the German group, DYNAMIT NOBEL AG, Troisdorf (see No 430), has been sold back into the private sector. The price realised was Sch 110 million, with two companies, OESTERREICHISCHE CHEMISCHE WERKE GmbH, Vienna, and OESTERREICHISCHE STICKSTOFFWERKE AG, Linz (see No 411), each buying half of the equity.

The first company will maintain strong links with the DEGUSSA group of Frankfurt, from which it bought, in 1961, the old Vienna branch for Sch 16.5 million. The second, with a capital of Sch 385 million, is the biggest name in Austrian chemicals. Two joint subsidiaries link the company to the German chemical industry, one at Linz - Austro-Chematom Kernbrennstoff GmbH (in a 60-20 association with Degussa), and the other at Vienna - Danubia Oleifinwerke GmbH (a joint subsidiary with BASF-Badische Anilin & Soda Fabrik AG, Ludwigshafen).

** KONINKLIJKE INDUSTRIEELE MIJ. v/h NOURY & VAN DER LANDE NV, Deventer (a member of the Koninklijke Zout-Organon NV group - see No 431), has sold its 50% shareholding in Noury-Baker NV to the American company J. T. BAKER CHEMICAL CO, Phillipsburg, New Jersey (a member of the Richardson-Merrel Inc pharmaceutical group, Wilmington, Delaware - see No 349), with whom it formed the Dutch company in 1964.

Koninklijke Industrieele Mij. recently extended its interests to chemical and analytical products for laboratories, which meant that it was in direct competition with Noury-Baker. The latter will continue to operate as J. T. BAKER CHEMICALS (EUROPA) NV.

** The French lubricants concern, SUROIL SA, Gennevilliers, Hauts-de-Seine (capital Ff 1 million), has formed a sales subsidiary in Frankfurt called DEUTSCHE SUROIL GmbH (capital DM 100,000), with MM. Andre Chaume and Antoine Faure as managers.

COSMETICS

** The Berlin perfume and cosmetics firm of ALFRED HEYN GmbH (capital DM 500,000), formerly agent for the American THE MENNEN CO, Morristown, New Jersey (see No 297), has formed a wholly-owned subsidiary in Paris called MAXIME GERARD Sarl (capital Ff 300,000), with Mme Irene Stepanoff as manageress.

ELECTRICAL ENGINEERING

** The Stuttgart electrical group ROBERT BOSCH GmbH (see No 437), is holding negotiations aimed at strengthening its Swiss interests through a link-up with the Zurich accumulator manufacturer ACCUMULATOREN-FABRIK OERLIKON AG (capital Sf 2.5 million). This has branches in Geneva, Lausanne, Lucerne, St-Gall, Lugano, Biel, Coire and Sitten, as well as a subsidiary in Lucerne, Walter Bertschinger AG Gleichrichter & Elektroapparatebau (capital Sf 100,000).

The German group already has two Swiss subsidiaries, Robert Bosch AG, Zurich (sales - capital Sf 6 million), and Netola Verwaltungs AG, Glarus (investments - capital Sf 40 million).

** The manufacturing and financial agreements which in France linked SA POUR L'EQUIPEMENT ELECTRIQUE DES VEHICULES-S.E.V. MARCHAL, Issy-les-Moulineaux, Hauts-de-Seine, with the American group MOTOROLA INC, Franklin Park, Illinois (see No 431), have been extended to West Germany with the formation of SEV MARCHAL GmbH, Frankfurt (capital DM 20,000). With MM Jean-Pierre Marchal, Herve Dufresne, Claude Amblard and Jean Lemarie as managers, this will sell products made by SEV-Marchal, SEV-Motorola SA, Issy-les-Moulineaux (a 66-33 subsidiary of the former and of Motorola), and SCAMEA-Ste de Constructions d'Appareils Mecaniques & Electriques pour Automobiles SA, Asnieres, Hauts-de-Seine (capital Ff 1.5 million).

The American company already has a Frankfurt subsidiary, Motorola Halbleiter GmbH, which was formed in May 1966 with a capital of DM 20,000 (see No 371).

** The Amsterdam company SUN ELECTRIC (NEDERLAND) NV, subsidiary of the American electric controls firm SUN ELECTRIC CORP, Chicago, Illinois, has taken a 20% interest in the Belgian company TITASCO NV, Deurne-Antwerp, as the latter has just increased its capital to Bf 2.5 million.

Formed in July 1964, the latter was, until now, the sole interest of Ingenieursbureau Titasco NV, Amsterdam (see No 287), and its head M. C. C. van Helodingen.

** GENERAL DYNAMICS INTERNATIONAL CORP, Dover, Delaware (a subsidiary of the New York group General Dynamics Corp - see No 288), has opened a Brussels subsidiary under Mr. Richard Neuendorffer, an American living in Brussels.

The American group's Common Market interests include General Dynamics Corp GmbH, Düsseldorf, and General Dynamics SA, Paris. In Belgium it is linked with A.C.E.C.-Ateliers de Constructions Electriques de Charleroi SA, Charleroi (see No 408), in a 49-51 subsidiary ETCA-Etudes Techniques & Constructions Aero-spatiales SA, Charleroi, and in France it is linked 45-55 with C.S.F.-Cie Generale de Telegraphie Sans Fil SA, Paris (see No 435), in Ste d'Equipements Spatiaux & Astronautiques-SESTRO SA, Paris.

** The West German group GRUNDIG WERKE GmbH, Fürth (see No 419), has granted a manufacturing licence in its tape recorders to the Polish concern KASPRZAK, Warsaw. Provisional forecasts estimate that 150,000 units will be made each year. The West German group's most recent move abroad was the formation in Australia during July 1967 of GRUNDIG BUSINESS MACHINES LTD, Sydney.

** The Paris company CROUZET SA is continuing to develop its foreign interests with the formation of a Zurich sales subsidiary, CROUZET AG (capital Sf 500,000), whose president, M. Jean Jullien-Davin, fulfils the same function in the founder company. Crouzet makes small electrical equipment, such as switches, contacts, precision instruments for the aerospace, machine tools and clock industries. The French firm (capital Ff 2.5 million) opened a Toulouse branch in March 1967 under M. Henri Labergerie, and during this year it also formed subsidiaries in Düsseldorf (Crouzet GmbH - see No 413), in Belgium (Ets Crouzet SA, Schaerbeek-Brussels - see No 422). Its other foreign interests include Crouzet Italiana Srl, Milan, Crouzet NV, The Hague, Crouzet England Ltd, Brentford, Middlesex, and Crouzet Espanola SA, Barcelona.

** The West German manufacturer of electrical and other types of heating, ventilation and air conditioning equipment, GEBRUEDER TROX GmbH, Neunkirchen-Vluyt (see No 436), has strengthened its Common Market sales network with the formation of TROX BELGIUM NV, Ixelles-Brussels. With a capital of Bf 1 million, this has Herr Heinz Trox as managing director, and MM F. Tobias and E. Glode are also on the board.

The founder recently formed a Zurich investment company, Trox Holding AG, and it already has sales subsidiaries bearing its name in Milan and Paris.

** The American company SOLA BASIC INDUSTRIES INC, Milwaukee, Wisconsin, is the majority shareholder in SOLA BASIC NETHERLANDS NV, Mijdrecht, which it has just formed in association with STE FRANCAISE DU DIAMANT SA, Paris, under Mr. Arthur H. del Prado, Bilthoven. With an authorised capital of Fl 4.5 million, the new concern will manufacture and sell electrical and electronic equipment, as well as industrial ovens and furnaces. The board members are Messrs. Frank H. Roby, James W. Hosler (head of the founder), and M. Claude J. Varnier, Paris.

Francaise du Diamant is the French representative for Lindberg Hevi-Duty Melting Division, Watertown, Mississippi. It was formed in June 1966 as the result of a link-up between Sola Basic (majority shareholder) and the West German Otto Junker GmbH, Lammerdorf, Aix-la-Chapelle (factory at head office and Gelebsgerb), which makes industrial ovens and the British company AEI-BIRLEC LTD, Aldridge, Staffs (a member of the A.E.I.-Associated Electrical Industries Ltd, London, group - see No 435, recently taken over by the G.E.C.-General Electric Co group).

** GELBON-EQUIPEMENTS MECANIKES ELECTRIQUES & ELECTRONIQUES SA, Lagny (which was formed in 1964 by the merger of GELBON and GELBEY, Lagny, Seine & Marne), has formed a Madrid sales subsidiary, GELBON ESPANOLA SA.

With a capital of Ff 3.6 million, Gelbon (factories at Lagny, Sainte Savine, Aube, and Montpellier, Herault) makes a wide range of commutators and electrical equipment for cars and industry.

** Six Dutch firms have taken equal shares in the formation of PLAAT, HANDELMIJ. VOOR GRAMMOFOONPLATEN NV, Amsterdam (authorised capital Fl 1 million), which will trade in records, magnetic tapes, gramophones and tape recorders.

The founders are: (1) POLYDOR NEDERLAND NV, The Hague, the subsidiary of the Hamburg company Deutsche Grammophon GmbH, itself controlled by the West German Siemens AG and the Dutch Philips' NV (see No 408); (2) NV Negram Delta Verkoop Mij., Haarlem, the almost wholly-owned subsidiary of NV Ned. Gramofonmij., Haarlem (see No 341); (3) NV Verkoopmij. Bovema, Heemstede; (4) NV Gramofonplatenmij. C.N.R., The Hague; (5) Internationale Electronische Mij. Inelco-Holland NV, Amsterdam, and (6) NV Phonogram Verkoopmij. Voor Gramofonplaten, Amsterdam.

** Active in Belgium since April 1964 with its subsidiary AMETEK INTERNATIONAL SA, Brussels (see No 254), the New York company AMETEK INC (see No 375) has set up a second wholly-owned subsidiary in Brussels (capital Bf 250,000), for sales and manufacture of washing, dry cleaning and finishing, pressing, ironing and folding machines. The board of this new company consists of Messrs. Nicholas A. K. de Kozma, Brussels, Samuel Hoffmann and John H. Lux, both of New York.

The American company has a 50% interest in the Dutch firm PANTEX MANUFACTURING (HOLLAND) NV, Winschoten, which specialises in the manufacture of laundry under the brand name of Pantex"; this subsidiary has itself set up its own subsidiary, PROSPERITY NV. The company is also linked with the Dutch company, Machine Fabriek Reineveld NV of Delft, which distributes in the United States and in Canada centrifuges and separators for the chemicals and pharmaceuticals industries.

** A joint manufacturing subsidiary called AEG-ZANUSSI SpA, Pordenone, Udine (capital Lire 2,650 million), has been formed by the West German ALLGEMEINE ELEKTRICITAETS GESELLSCHAFT AEG-TELEFUNKEN, Berlin (see No 437), and the Italian group INDUSTRIE A. ZANUSSI SpA, Pordenone, Udine (see No 416). The new venture, which will be the licensee of the Berlin group, heralds the close co-operation of its two founders in the domestic appliances field, especially for refrigerators and washing machines.

The Italian company employs some 10,000 people, and expects to have a 1967 turnover of Lire 80,000 million (30% up on 1966). Abroad it has had a West German sales subsidiary, Deutsche Zanussi GmbH, Frankfurt, since April 1967, and has interests in Rexital Sarl, Paris, and Iberica de Electrodomesticos SA-IBELSA, Alcala de Henares, as well as in the Luxembourg holding company Sofinit SA (see No 399), which was formed in early 1967.

The main shareholder in AEG-Telefunken is the New York GENERAL ELECTRIC CO. It has some 140,000 people on the payroll and had a 1966 turnover of DM 4,400 million. In Italy there is a Milan subsidiary, AEG-Italiana SpA, the capital of which was raised in June 1967 from Lire 1,050 million to Lire 1,500 million, and since early 1967 it has been linked by technical co-operation agreements (exchanging licences for the production of high-tension electrical equipment) with the State concern E.F.I.M.-Ente Autonomo di Gestione Per le Partecipazioni del Fondo di Finanziamento dell'Industria Meccanica SpA, Rome.

** The American company ROBINS & MYERS INC, Ohio, which makes electrical motors, intends to form a subsidiary in Lyons. Mr. Clinton A. Miller will be in charge of this operation.

ELECTRONICS

** MONSANTO CO, Saint-Louis, Missouri (organic and inorganic chemicals, synthetic textiles and plastic materials - see No 435), has appointed European representatives for its "Electronic Instruments" division, based in West Caldwell, New Jersey. The Milan firm SILVERSTAR SpA will cover Italy, whilst OMNI ROY GmbH, Munich, will cover West Germany. The latter already represents around a dozen other American firms, including Cutler Hammer Inc, Milwaukee, Wisconsin (see No 418), which makes all types of control instruments, and Astrodata, Anaheim, California (see No 380).

The group's electronic instruments division was formed two years ago and employs around 170 people. It is represented in France by Le Groupe Scientifique-L.G.S., La Plaine-St-Denis, Seine-St-Denis, which acts as importer for components, as well as complete measuring and control equipment units used by the electronics and nuclear industries and made by some 30 American firms.

** The Eindhoven NV PHILIPS GLOEILAMPENFABRIEKEN (see No 436) has formed a company in Indonesia called P. T. PHILIPSRALIN ELECTRONICS (capital Fl 17.5 million), in which it is linked 40% with the Djakarta authorities, which has the right, after the company gets off the ground, to appoint half the members of the board.

The new company will take over as assets the business of the group's former local subsidiary, RALIN, which was nationalised, as well as plant and equipment from the Netherlands. Its main activities will be in the fields of electrical and electronic equipment, especially lamps and radio and TV equipment.

** The American sound reproduction equipment group KOSS ELECTRONICS INC, Milwaukee, Wisconsin (headed by Mr. John Koss), has formed a Milan subsidiary called KOSS ELECTRONICS Srl (authorised capital Lire 50 million, 3 million paid up), control of which is shared with its Milwaukee subsidiary FLOT-A-TONE CORP.

** Messrs. Fred. B. Lundholm, Nasby Park and Karl B. Werneborg, Alvsjo, have backed the formation of SEDAB NEDERLAND N.V. (Capital Fl 10,000) in Haarlem. With the founders themselves as directors, the company will specialise in computer programming and data processing.

M. Lundholm is also in charge of SEDAB AG SERVICEBURO FUER DATENVERARBEITUNG & BETRIEBSBERATUNG (Capital Sf. 50,000), a company set up in October 1966 by Swedish interests to carry out similar work.

** The American group INTERCONTINENTAL SYSTEMS INC. (Encino-Los Angeles, see No. 420) which specialises in peripheral equipment for computers, has increased its interests in the Six by setting up a company in Rome called M.D.S. ITALIA SpA. Under Mr. Otto Stitz, the company has a capital of Lire 62 million which is held directly by M.D.S. INTERNATIONAL INC., a subsidiary of the MOHAWK DATA SCIENCES CORP., Herkimer, New York, one of the affiliates of the group.

Under the presidency of Mr. Virgil Johnson, the parent company already has a number of direct or indirect subsidiaries in the Six: MDS BENELUX SA (Forest-Brussels), MDS DEUTSCHLAND GmbH ELEKTRONISCHE DATEN VERARBEITUNG (Cologne), M.D.S. FRANCESA (Saint-Maur, Val-de-Marne). The other interests of the Los Angeles group in Europe (which is directed by Messrs. G.M. Ryan, J.E. Wilson and B.P. Taylor) include the Swiss companies MDS CORP. ZURICH AG (set up in August 1967, it has recently doubled its capital to Sf. 400,000) and the British company, Computer Ancillaries Ltd. Croydon, Surrey.

ENGINEERING AND METAL

The American foundry company, WYMAN-GORDON, (1966 turnover \$ 124 million), has concluded in France a technological and sales co-operation agreement with the state-owned SNECMA of Paris (see No. 406), with which it was already linked for the Concord project, for the manufacture of various parts of the Olympus engine.

The French company is at the moment involved in the formation, with government aid, of a concern which goes by the name of FRANCE MOTEURS SA. In this venture, it will be associated with HISPANO-ALSACIENNE SA, Paris (see No. 408), which will contribute its subsidiary, S.E.M.H.S. - STE D'EXPLOITATION DES MATERIELS HISPANO-SUIZA SA (Bois - Colombes, Hauts-de-Seine) to the deal and TURBOMECA SA of Bordes, Basses Pyrenees (see No. 417).

** The British group YORKSHIRE IMPERIAL METALS LTD, Stourton, Leeds (see No 433) has sold its shareholding in the Italian SMIGY-SOC .METALLURGICA ITALIANA GIUNTI YORKSHIRE SpA, Florence (see No 352) to its partner STA METALLURGICA ITALIANA SpA, Rome (see No 367), which as it now has complete control will absorb SMIGY.

The latter makes metal joints and brass tubes and was formed in May 1963 by the British group (49%), the Rome concern(31%) and Gefi SA, Geneva, (a 40% subsidiary like Metallurgica Italiana - of G.I.M. Sta Generale Industrie Metallurgiche SpA, Florence). With a foundry at Fornaci di Barga, Lucca, its capital was reduced by half in early 1966 to Lire 250 million.

Opera Mundi - Europe No 438

** The Hanover group PREUSSAG AG (see No 434), which already held a 57.14% majority interest in the mining and engineering concern UNTERHARZER BERG- & HUETTEN WERKE GmbH, Goslar (see No 336), has acquired complete control following the acquisition for DM 25 million of the 42.86% interest held by the Land banking organisation for Lower Saxony BRAUNSCHWEIGISCHE STAATSBANK, Brunswick, through NIEDERSACHSEN GmbH, Hanover. The Goslar firm has around 4,000 people on its payroll, and is involved in the production of zinc, lead, mercury and cadmium and their derivatives.

** NASH ENGINEERING CO, Norwally, Connecticut, has acquired an option on a 10 acre site at Gembloux, on which it intends to build a factory making high performance industrial pumps for use in the chemical, paper and petroleum industries. A subsidiary has been formed to carry this out called NASH DE BELGIQUE SA (capital Bf 12.5 million), Brussels, with Mr. Gilson B. Gray in charge.

The American group's interests in Europe by sales subsidiaries in West Germany and Austria, whilst there is a manufacturing subsidiary in Britain.

** The British firm HAIGH ENGINEERING (SALES) CO LTD, Ross-on-Wye, Herefordshire, has granted licences covering its industrial and domestic waste disposal units to the Dutch firm KONINKLIJKE MACHINEFABRIEK GEBR. STORK NV (see No 432). The latter, a member of the V.M.F.-Verenigde Machinefabrieken NV, The Hague, will make its Brussels subsidiary ATELIERS DE CONSTRUCTIONS STORK FRERES & CIE SA responsible for the manufacture of the "Tweeny" domestic units, and they will be sold under the trade name of "Stork-Haigh".

Gebr. Stork has recently become linked with another British concern, Barclay, Curle & Co Ltd, Glasgow (part of the Swan, Hunter & Wicham Richardson Ltd group of Wallsend, Northumberland, in a reciprocal manufacturing and sales agreement. Under this both partners make parts for "Stork" marine diesel engines.

** The British group ANDERTON-FORCO INDUSTRIES LTD (formerly SOUTHCROS LTD) has formed an indirect Milan subsidiary, ANDERTON FASTENERS ITALIA SpA, which will have Mr. Noel Kitchen as president. This will trade in and possibly make special springs, mechanical parts, and dyeing and laundering equipment, and has a capital of Lire 10 million, with 90% directly held by the subsidiary ANDERTON SPRINGS LTD, Bingley, Yorkshire, with the remainder in the hands of Signor Resmini, Rome, managing director.

** The British engineering consultancy firm, HYDRONYL LTD, Stoke-on-Trent, Staffs, specialising in the construction of chemical, petrochemical and oil plant, has opened a Rotterdam branch to provide the company's Common Market clients with a more rapid service.

** The British company SEAGERS OF DARTFORD (DISTRIBUTORS) LTD, Dartford, Kent (a part of the engineering and foundry group SEAGERS LTD, chairman Mr. G. M. Nicholson), has formed a Milan sales subsidiary called SEAGERS EUROPE Srl (capital Lire 50,000). Headed by Mr. M. R. Stewart, this will market automatic vending machines for both food and drinks.

** The Stuttgart concern, WERNER & PFLEIDERE KG MASCHINENFABRIK (see no. 328) has opened a branch in Uccle, Belgium under the direction of M. Rolf Aust.

The German firm (chemical apparatus, pumps, presses, ovens for the biscuit and bread industry, drying equipment etc.) was backed in the deal by the Swiss company, FIDES TREUHAND-VEREINIGUNG AG (Zurich). The associates personally responsible for the move were: Messrs. Otto, Michael and Johannes Werne and Otto and Gunter Fahr. With a turnover in the order of Dm. 160 million and a payroll of more than 3,000, the company has a number of interests abroad: at Zug, the holding company WERNER & PFLEIDERER GmbH (in which the associates of one parent company are the majority shareholders, Vertrieb & Verkauf AG, Arlesheim, Basle having a large share); at Courbevoie, Hauts-de-Seine Werner & Pfleiderer - France Sarl (capital F. 500,000) and at Stoccarda Werner & Pfleiderer Sas (with a branch at Milan).

** The American engineering group ARTHUR G. McKEE & CO, Cleveland, Ohio (see No 422) intends to simplify its French interests as its subsidiary A.G. McKEE & CO (FRANCE) Sarl will be taken over by another CIE TECHNIQUE McKEE CTIP SA, Paris.

Formerly CIE TECHNIQUE POUR L'INDUSTRIE PETROLIERE CTIP SA, this was acquired by the Cleveland group when it bought out (see No 393) the 90% interest held by Sofina SA, Brussels in CTIP - Cia Tecnica Industria Petoli SpA, Rome. This move also resulted in the New York subsidiary of CTIP having its name changed to McKee International Inc (formerly CTIP Inc).

** Formed in July 1967 in Switzerland with a capital of Sf. 50,000, the holding company, DANAFINANZ AG of Lugano has backed the formation of the Milan company, HERMES Sas; the backing amounts to Li. 50 million and the company is to go in for the manufacture and sale of abrasives, machines, motors and tools of all sorts. Sig, Carlo Bossellini is the managing director of the firm and the directors are Messrs. D. Cipriani, R. Castellani and Pierluigi Fugazza.

** DRESSER EUROPE SA, Brussels, formed in 1966 as a chemical engineering and petrochemicals plant subsidiary of the American group DRESSER INDUSTRIES INC, Dallas, Texas (see No 434), has opened a Milan branch under Sig Mario d'Aquine.

The Belgian concern (under the direct control of Dresser D.M. SA, Vaduz, Liechtenstein) also formed a representative agency in London in October of this year, headed by Mr. William R. Mitchell, director of Dresser (Great Britain) Ltd, London.

** The American CASCADE CORP, Portland, Oregon (equipment and extras for fork-lift trucks and materials-handling equipment) has set up an indirect sales subsidiary in Milan under the name of CASCADE (ITALY) Srl, directed by Mr John W. Carlson of Laren, Netherlands. The Lire 900,000 capital was put up by LOUIS JONKER-CASCADE NV, Diemen (see No 284), the group's Dutch subsidiary.

Cascade recently made its British manufacturing branch a full subsidiary under the name of Cascade (UK) Ltd, Newcastle-upon-Tyne (capital £35,000): this is run by Messrs R.C. Warren of Portland, and Z.M. Derhalli.

** The Rotterdam group OGEM-NV OVERZEE GAS- & ELECTRICITEITS MIJ. (see No 376), has gone into a 40% association with FISH INTERNATIONAL (NEDERLAND) NV, a subsidiary of the American group FISH ENGINEERING & CONSTRUCTION INC of Houston, Texas, to form a new concern under the name of OGEM FISH ASSOCIATES NV. This firm will be concerned with the design and installation of equipment for the petrol, natural gas, refinery and petrochemical industries.

Ogem also has a number of interests in the Netherlands: in 1965 it gained complete control of NV v/h P. Jennen, Amsterdam, by buying the shares previously held by DELI-MIJ NV, Amsterdam (see No 295), and it also gained control of Droogtechniek & Luchtbehandeling NV (payroll about 120); more recently it gained control of W. C. THART & ZONEN, INSTRUMENTEN & APPARATEN-FABRIEK NV, Rotterdam. This last-mentioned company went into association on a 50-50 basis with another company, specialising in lubrication equipment: this was the German firm, De Limon Fluhme & Co KG of Düsseldorf. The result of the link-up was the formation of the company ERDGASDIENST GmbH (capital DM 20,000 - see No 399), which installs taps and cocks in gas distribution networks. In the Netherlands, the company has a 50% interest in Gritstraal NV. Ogem is also linked with the American heating equipment, radiator and boiler etc. company, Burnham Corp, Irvington (see No 401), within Burnham-Europa NV group, in which it has a 51% holding through INGENIEURS-BUREAU VOOR GASTECHNIEKAMGAS, Amersfoort, a subsidiary of Wolter & Dros NV, since it gained absolute control of the latter.

** The British investment company LANCER BOSS GROUP LTD, Leighton Buzzard, Bedfordshire, has formed LANCER BOSS FRANCE SA, Vaires-sur-Marne, Seine-et-Marne (capital Ff 100,000). This will import, export, trade in, install and service materials-handling equipment made by its founder's affiliated companies. The president is M. Victor Emery, Paris, and the board includes MM. Ernest V. Zimmer, Trevor and George N. Bowman-Shaw.

In Britain the members of the group are: (1) Boss Engineers Ltd (120 employees), which makes self-propelled trucks capable of carrying up to 40 tons; (2) Boss Truck & Equipment Ltd (125 employees), involved in the installation of materials handling equipment; (3) Lancer Machinery Ltd, formed in 1957, and which employs some 140 people in the production of lifting trucks capable of taking up to 25 tons; (4) Payne & Starnes Ltd, whose 50 employees make steel products; (5) Tunny Cranes Ltd, which makes tracked hydraulic cranes, as well as other tracked vehicles able to carry between 1 and 4 tons.

The group already has an Austrian sales subsidiary, Lancer Boss Fördergeräte Vertriebs. mbH, formed in October 1966, and another in Lausanne, B. S. Exports SA.

** The American group REYNOLDS METAL CO, Richmond, Virginia (see No 395), has rationalised its Belgian interests by merging its subsidiary ALUMINIUM EUROPE-ALEUROPE SA, Brussels and Ghlin, with their joint subsidiary (15-85) METAUX LEGERS & METAUX NON FERREUX SA, Woluwe-St-Pierre.

The latter, which has assets of Bf 30 million, has had a Rotterdam sales subsidiary since 1962, Aluminium Verkoop Centrale NV. In late 1966 it acquired complete control of Indal SA, Uccle (capital Bf 500,000) and then dissolved it.

** The New York group COLT INDUSTRIES INC (formerly Fairbank Whitney Co) plans to gain 60% control of the Italian machine tools concern GIUSTINA & CO SpA, Milan (see No 362).

The latter has Lire 700 million capital, and recently invested some Lire 4,000 million in a rectifier factory at Settimo Otrinese, 70% of the output of which is for export, mainly to Eastern Europe and Asia. Giustina is a licensee of the American Besly-Welles Co, South Beloit, Illinois, and Farrel-Birmingham Inc, Ansonia, Connecticut. It has a manufacturing subsidiary in Brazil called Giustina do Brasil SA, Conselbero-Lafayette. In 1966 it made over its "Rul" bearings manufacturing interests to S.N.R. Italia SpA, the indirect subsidiary of the French R.N.U.R.-Regie Nationale des Usines Renault SA, in return for a 30% stake in S.N.R.

** German interests represented by Herr Johannes Blötscher, Worms (97.6%), have linked with Belgian interests represented by Mme Lea Baertsleuarde (2%) and N. Josef Vinckerlengel to form BLOETSCHER PvbA (capital Bf 250,000) in Antwerp. This will deal in all types of metal from steel to aluminium, and the managers are its two main founders.

FINANCE

** The Belgian ALGEMENE BELGISCHE FINANCIERINGSMIJ--FIGEBEL NV, Bruges, has formed an almost wholly-owned subsidiary at head office under M. Christian de la Faille d'Huyse, and called CONTINENTAL FINANCE CO NV (authorised capital Bf 100,000), for all types of credit and finance transactions. Token interests are held in the new concern by Belgische Commerciale & Financiele NV - Belcofina, Sint-Kruis, and NV Belcofina & Cie, Sint-Kruis.

** The German-Austrian-Yugoslav credit establishment called IHT-INTERNATIONALE HANDELS- & TREUHAND GmbH, the formation of which was agreed recently in Vienna (see No 427), an equally-backed venture by BfG-BANK FUER GEMEINWIRTSCHAFT, Frankfurt, and BANK FUER ARBEIT- & WIRTSCHAFT, Vienna, and the Yugoslav Foreign Trade Bank in Belgrade, has now been formally instituted. It has Sch 4.5 million capital, and its managers are MM. Anton Fiedler, Vienna, and Lovro Viskanic of Rijeka.

** The Zug finance company INTRUST INVESTMENT SYSTEM AG, formed in October 1966 with Sf 50,000 capital to deal with all types of foreign investment operations, has formed an almost wholly-owned Belgian subsidiary called INTRUST INVESTMENT SYSTEM-I.I. SA, Auderghem. With a capital of Bf 500,000 million, M. Jean-Marie Vanwert is president, and the company's purpose is similar to that of its founder.

** The Chicago factoring group WALTER E. HELLER & CO (see No 436) is preparing to form a subsidiary in Italy, the only Common Market country where it is not yet directly represented.

Its most recent move was the formation of the Luxembourg holding company Heller International SA, responsible for the shareholdings of the founder in its European subsidiaries, often formed with national banking concerns.

** Two Amsterdam sister banks operating in the Netherlands and North America, NORTHWESTERN & PACIFIC HYPOTHEEKBANK NV and DE TWEEDE NORTHWESTERN & PACIFIC HYPOTHEEKBANK NV (see No 276) have linked to form the Amsterdam building society DE VIJFDE NORTHWESTERN VASTGOED NV (authorised capital Fl 250,000).

The two founders already control the Amsterdam financial concern North-western Financierings Mij. NV (capital Fl 2 million), and there are several other financial and property subsidiaries.

** The Luxembourg investment company LUXINVEST SA (see No 380), formed in 1964, has formed a wholly-owned subsidiary in its own name in Brussels. This has Bf 1 million capital, and is for all types of finance work: its board includes MM. Ben Z. Scheudar of Brussels and Gad F. Weissshoupt of Munich, and its president is Heinz Grlnbaum. The latter is also a director of the parent company, and heads the Zurich CIFICO BANK AG, a subsidiary of Bank Leumi - Le Israel B.M., Tel Aviv, itself controlled by Otzar Hityashvuth Hayehudim B.M., Tel Aviv.

Cifico Bank, which recently raised its capital to Sf 8 million, backed the formation in September 1966 of the Luxembourg holding company Fidinvest SA, the directors of which are MM. Heinz Grlnbaum, Alexandre Gross and Michael Towbin.

** LOOMIS SAYLES MUTUAL FUND INC, Boston, Massachusetts, having just formed Reader's Digest Anlagenvermittlung GmbH (see No 433), as a subsidiary of the publishing group THE READER'S DIGEST ASSOCIATION INC, Pleasantville, New York, to promote sales in West Germany of its investment certificates, has now formed another direct subsidiary in Frankfurt with the same object. This is called Loomis Sayles & Co GmbH (capital DM 20,000), and will be managed by Messrs Robert Kittredge and Walter Oaschle.

FOOD & DRINK

** A brewery with a 70,000 hectolitre per year capacity is about to be constructed in Takoradi, Ghana, by three German companies, which will put up 70% of the capital, whilst the state of Ghana will put up the rest. A company with a capital of DM 3 million will be floated to carry out the project.

The German group is made up of a number of key German firms, including BRAUEREI WEISSENBURG NIES KG, Lippstadt, and BRAUEREI ISENBECK AG, Hamm, Westlaken (capital DM 5 million). The Hamm concern is controlled 50.05% by Brauerei Weissenburg (in association with Messrs Egon and Arno Wustenhofer, 27%); its 1966 turnover reached DM 25 million, and its capacity is now 270,000 hectolitres per year.

** The Belgian ice cream specialists, ARTIC SA, Forest-Brussels (see No 424), in which the American food company BEATRICE FOODS CO, Chicago, recently gained a 50% controlling interest, has gone into association with its subsidiary, FRISKO NV, Lot, to set up ARTIC NEDERLAND NV at Alphen, Rijn, in the Netherlands. This company, with a capital of Fl 250,000, is to go in for the manufacture and sale of ice lollies, ice creams and various frozen foods.

** Britain's second largest brewing group ALLIED BREWERIES LTD, London has made an agreed takeover bid worth £6 million for the third largest brewing concern in the Netherlands VERENIGDE NEDERLANDSE BROUWERIJ D'ORANJEBOOM NV (see No 358). The London firm produces a wide range of beers from Double Diamond to Skol, and it was the main backer in the latter's launching. This is now brewed in some 14 countries and sold in 60, and negotiations are taking place for two Yugoslav breweries to make it.

The Dutch concern has been brewing Skol since early 1966. It controls two breweries in Rotterdam and The Hague, as well as having interests in hotels, and soft drinks. Abroad it controls another brewery in Majorca and there are franchises in Greece, the Lebanon and Sicily.

** The American poultry group HUBBARD FARM INC, Walpole, New Hampshire (see No 413) has linked with its Belgian subsidiary Hubbard Europoultry NV (taking the majority interest) and M. Lucien Vanwijnsberghe of Desselgem, Belgium, in forming its fifth EEC subsidiary in the Netherlands under the name of Hubbard Nederland NV, Vexmeer. This has Fl 300,000 capital, is directed by MM. Warren Redat of Keen, New Hampshire and Lucien Vanwijnsberghe, and is to trade in poultry and equipment used in the industry.

The group's other EEC subsidiaries are Hubbard-Europoultry France SA, Cerans-Foullletourte, Sarthe (capital raised recently to Ff 500,000); Deutsche Hubbard Geflügelzucht GmbH, Paderborn (capital Dm 50,000) and Hubbard Italia SpA, Milan.

** The German biscuit group H. BAHLENS KEKSFABRIEK KG, Hanover (see No 398) has taken over the KAMBLY GmbH, Untermünstertal, Schwarzwald subsidiary formed in West Germany in June 1965 by the Swiss biscuits and confectionery concern KAMBLY AG, BISCUITS- & CONFISERIE, Trusbschachen, Berne (see No 319). The German Kambly, which is for both manufacturing and sales, will remain a licensee of its former parent company (it has Dm 500,000 capital). The Swiss concern (capital Sf 1 million) is linked by distribution agreements with the Swedish Findus International (controlled by Nestle Alimentana SA, Vevey - see No 436).

Bahlsen is one of the largest European companies of its kind, and employs over 6,000 people. In the Common Market, it controls Bahlsen-France Sarl, Rueil-Malmaison; Bahlsen Italiana Srl, Bologna; Bahlsen Nederland NV, Amsterdam, and Bahlsen GmbH Luxembourg, Luxembourg.

** The French alcoholic drinks firm CUSENIER (1966 turnover Ff 82 million) is building through its subsidiary ANTICH a factory in Spain to strengthen its existing foreign network. It already has five foreign subsidiaries: Cusenier Brussels, Cusenier Buenos-Aires, Cusenier Basle, Euromark, West Germany who are backed up by general agents.

Cusenier makes aperitifs (Ambassadeur, Mandarin and Attik), liqueurs (Brunellia, Freezomint, Creme de Cassis) brandy (three star and fine champagne) and a wide range of eaux-de-vie. Its other products include Calvados, fruit syrups and wines. It is the exclusive agent in France for Janneau armagnac, Bichat champagne, Kentucky Gentleman Bourbon, Kopke port and Highland Queen whisky. It also holds a 28.36% interest in the third ranking French wine and spirits group, Cie Generale de Produits Dubonnet Cinzano - Byrrh.

** The German canning concern, L. SCHWEISFURTH, ING. KARL SCHWEISFURTH FLEISCHWAREN- & KONSERVENFABRIK, Herten, Westfalen (see No 436), has formed a subsidiary in Rotterdam in a 25% association with M. Loen Rubin of New York; the new company has been called INTERATALANTA NEDERLAND NV, and the capital is Fl 100,000.

Under the direction of M. K. L. Schweisfurth, the parent company has already had two subsidiaries in France, one a manufacturing company STE LORRAINE DE PRODUITS ALIMENTAIRES SA, of Homecourt, Meurthe et Moselle (which has interests in the chain store concern, LA RUCHE MODERNE SA, Troyes, Aube), the other a sales subsidiary, INTERATALANTA FRANCE Sarl, Paris. This company is under the direction of Mme J. Schmid, and has a capital of Ff 20,000. In the Netherlands the company already controlled, in a 50-50 link-up with its subsidiary, ARTLAND FLEISCHWARENFABRIK GmbH, Badbergen, the canned meat sales company, ARTLAND NEDERLAND NV, Amersfoort, set up in 1965 (see No 340).

** Two dairy companies, NV NEDERLANDSE MELK-LINIE N.M.U., The Hague, and NV LIJEMPF LEEUWARDER IJS- & MELKPRODUCTEN-FABRIEKEN, Leeuwarden, have put up the capital for the formation of two new companies in the Netherlands, NV JALUTRA and NV HOLLANDSE BLIKMELK INTERNATIONAAL.

The first company (capital Fl 10,000, of which 10% is paid up) was set up with the financial support of ZUID NEDERLANDSCH KOELHUIS NV, Roermond, and has Mr. Sibe Minnema as president; it is concerned in all aspects of transportation. The second company was formed with the support of the co-operative, Cooperatieve Zuivelvereniging Zuid Nederlandse Zuivelbond GA, and its authorised capital (Fl 1.5 million, of which 90% is paid up) is almost equally divided between its three founders; also directed by Mr. Sibe Minnema, it will be primarily concerned with the manufacture and sale of milk and milk products.

INSURANCE

** The Cologne insurance group GERLING KONZERN (see No 396) has reorganised its Italian interests. The Milan branch of its reinsurance affiliate GERLING KONZERN GLOBALE RUECKVERSICHERUNGS AG, Cologne (capital DM 17.5 million), has been closed down whilst another affiliate, the Cologne-based management company GERLING KONZERN RHEINISCHE VERWALTUNGS-GRUPPE AG (capital DM 500,000) has opened a Milan branch office under Signor Guido Alessandro.

Headed by Herr Hans Gerling, the West German group (assets of DM 2,300 million at the end of 1966) has a Paris branch as well as an interest in Paris-Intertriumph SA, Paris, a member of the international corset group Triumph International AG, Munich (see No 315).

** The merger which is at present being carried out between the insurance companies, AMSTLEVEN-AMSTERDAMSCH E MIJ. VAN LEVENSVERZEKERING NV and HOLLANDSCHE SOCIETEIT VAN LEVENSVERZEKERINGEN NV, within a company which will be formally established between now and the end of 1967, will bring into existence a group which will be the third in importance in the sector in

the Netherlands. The two biggest firms in the insurance sector are: Nationale-Nederlanden NV, Delft, and NV Algemene Mij. Tot Exploitatie van Verzekeringsmijnen-A.M.E.V., Amsterdam (see No 424).

Hollandsche Societeit has controlled since 1959 NV Bataafsche Zekering Mij, and since 1963, Amsterdamsche Assurantie Associatie de Koepel NV. In 1960, the company set up the holding company NV Beleggingmij van de Hollandsche Societeit van Levensverzekeringen, and launched into property through its subsidiary NV Munthof NV, which was formed in 1963. In March 1966, the company set up Hollandsche Spaar Societeit NV with a capital of Fl 1 million, of which 10% was paid up. Its overseas interests include a 60% holding in the two Canadian insurance companies, The Stanstead & Sherbrook Insurance Co Ltd and Sterling Insurance Co of Canada Ltd.

OIL, GAS & PETROCHEMICALS

** The French interests of the Belgian PETROFINA SA (see No 418) have been extended by the formation of a new subsidiary called STE D'EXPLOITATION DES ETS MONDIAL OIL SA, Courbevoie, Hauts-de-Seine, which has taken over the business and goodwill in lubricants and greases (trademarks Mondialub, Rinsel, Mondial Gel, Gylindol, Multiservice, etc.) of MONDIAL OIL, Bordeaux, Gironde (hitherto headed by Georges David, president of Cosyndis, and owner of the Angouleme refinery of Amco-Petrole-Chimie).

The new company has M. Roger P. Chabrol as president, and is directed by M. David: it has Ff 600,000 capital, shared between Petrofina France SA (M. P. Meeus is soon to take over the presidency) - a minority interests - and its subsidiary Petronaphte SA.

** The Italian oil company SAROM-STA AZ RAFFINAZIONE OLII MINERALI SpA (see No 427), which already has a 77% controlling interest in the Milan chemical concern SERIOM-INDUSTRIA CHIMICA & DI RAFFINAZIONE OLII & GRASSI ALIMENTARI & DERIVATI SpA (see No 301) is to merge with and absorb the latter.

SERIOM (capital Lire 3,000 million) specialises in processing edible oils in its factories at Leghorn, and S. Giovanni Valdarno. It had already sold to its American partner, CENTRAL SOYA CO INC, Fort Wayne, Indiana, its shareholding in Central Soya Seriom SpA (formed in Milan during 1961, which, when changed to Gruppo Industrie Alimentari SpA (capital Lire 3,100 million), also brought up its 50% interest in Ardenza SpA, Milan (capital Lire 1,000 million).

For its part SAROM (Lire 12,000 million) has one of the largest refineries in Italy at Ravenna, with an annual capacity of 8.25 million tons. It also has a 57% interest in Pibigaz-Idrocarburi & Affini SpA, Milan (capital Lire 12,000 - see No 327), which has taken over one of its subsidiaries, Uniom SpA, Settalo, Milano (capital previously reduced from Lire 400 to Lire 100 million).

** Soviet interests have taken a 60% share in the formation of NAFTA SA Antwerp (capital Bf 3 million) which will import petroleum products. The remaining 40% is held by Antwerp companies HANDELMIJ. ANTOINE VLOEBERGHS ING & STEVEDORING CO SA (a member of the Worms & Cie, Paris group - see No 309), and BELGIAN BUNKERING.

The latter is linked on an equal basis since January 1966 with Agence Maritime Belgo-Danoise SA, Antwerp with Belgo-Danish Port Terminal NV, (capital Bf 5 million).

PAPER & PACKING

** TECHNICAL PACKAGING NV, Dutch member of the Wilmington, Delaware group HERCULES INC (see No 419), and based in The Hague, has opened a Brussels branch under Mr Frank Bonmartini. It has also raised to 28.6% its interest in the Belgian paper and card packaging and contracting concern JEAN SAELS SA, Halem, Limburg.

The latter (capital raised recently to Bf 68.5 million) has M. Bonmartini as president. For a year or more it has been an affiliate of the American group (see No 373), which now has 55.6% control (both directly and through its Hague subsidiary RIEGEL and its New York Riegel Paper Corp), with the balance held by the Saele family and its holding company Vepav SA, Halem.

** The New York group, AMERICAN CAN CO. (see No 436) is at the moment in the course of consolidating its manufacturing facilities in France. To achieve this end, it has created a manufacturing and sales company for the packaging of cosmetic products. The company will be controlled directly by the German company, DIXIE-MARATHON VERPACKUNGEN GmbH, Coblenz (a wholly-owned subsidiary of American Can Co. International Operations) and TUBOPLAST FRANCE SA, Paris (capital Ff 3 million), in which the American is a 65/35 associate with Produits Chimiques Pechiney Saint-Gobain SA of Neuilly-sur-Seine (see No 436).

Tuboplast specialises in the manufacture of flexible plastic tubes for beauty creams, shaving creams etc. in its Viennele-Chateau and Sainte-Menehould factories; its interests abroad include Tuboplast Nederland N.V., Amsterdam and Tuboplast Hispania SA, Vitoria, the capital of which was increased from Pts. 9 million to Pts. 15 million at the beginning of 1967.

PLASTICS

** The world's leading producer of zip fasteners YOSHIDA KOGYO KK, Tokyo is continuing to expand its European sales network and has formed a sales subsidiary in West Germany called YOSHIDA (DEUTSCHLAND) this is based at Munchengladbach and with a capital of Dm 100,000 is under Mr. Seijiro Nishizaki.

The Japanese group recently backed the formation of Yoshida (France) Sarl through another subsidiary established in the Netherlands during 1964, Yoshida (Nederland) NV, Sneek (capital Fl 2 million - see No 262). In October 1967, the latter went into production and it now has an annual capacity of 10 million metres of zip-fasteners.

** The French SALPA SA group (see No 408), one of the largest European concerns in the field of plastic foam and synthetic leather, has just expanded in Italy by forming three subsidiaries, all in Cagliari, Sardinia. Each is headed by M. A. Bernard, president of the parent company, and although they were formed a few months ago, in fact (see No 414) they have only just started business. Each has Lire 500 million capital, and their names are: Mediterranea Spalmatura-Mespa SpA, Mediterranea Calandrature-Meca SpA, and Mediterranea Profilati-Mepro SpA.

Salpa (capital Ff 22,590,000) already controls a few key companies in this Italian sector: Peuge Gomma SpA, Vivegano, Pavia, which was formed in September 1964 (see No 280), and Selea-Soc. Europea Lavorazione Elastomeri & Affini SpA, Vivegano.

** The assistant managing director of the German family business, GUSTAV ERNSTMEIER oHG, Herford and Stolzenau, Herr Carl-Gustav Ernstmeier, has made an agreement with another member of the family, Herr Dieter Ernstmeier, to share the control of ERA-BELGIUM Pvba, 50-50. The firm has just been set up at Mechelen. With a capital of Bf 600,000 and Madame Rispens-Jaspers as managing director, the company will be concerned with the manufacture and sale of the parent company's products, especially plastic goods for the furniture and motor industries, floor tiles, plastic sheeting, etc.

The Herford company has an annual turnover in the region of DM 50 million and a payroll of some 550.

** The leading West German rubber group CONTINENTAL GUMMI-WERKE AG, Hanover (see No 415), and RHEIN-CHEMIE GmbH, Mannheim and Heidelberg (see No 375), have linked on an equal basis in the plastics processing sector to form RHEIN-CONTI KUNSTSTOFF-TECHNIK GmbH (capital DM 1 million).

In June 1967, Continental formed an Italian sales subsidiary, Continentale Pneumatici Prodotti Di Gomma & Plastici SpA, Milan. It has numerous West German interests in the plastic processing sector, including: 100% in Formpolster GmbH, Gohfeld, Westphalia (which controls with another of the group's companies Union Mittelland GmbH, the Hanover firm Schaumstoffwaren Fabrik Schuberth GmbH - see No 402), and Continental Iroplastics GmbH Kunststoffwerk, Babenhausen, Hesse; a 31.66% interest in Göppinger Kaliko- & Kunstleder Werke GmbH, Göppingen.

Rhein-Chemie (capital DM 5 million) has Herr Richard Edmondts as majority shareholder, and it specialises in colorants and dispersoids for the rubber and plastics industries. It is linked on an equal basis with the London group ICI-Imperial Chemical Industries Ltd in Rhein-Pharma Arzneimittel GmbH, Heidelberg, and also has a wholly-owned subsidiary, Melangit Kunststoff Fabrik GmbH, Heidelberg (see No 358), which, since 1966, has been linked by a technical co-operation agreement with Continental.

** A.C.E.C.-ATELIERS DE CONSTRUCTIONS ELECTRIQUES DE CHARLEROI SA (see No 415) has expanded in France by forming an indirect subsidiary in Paris called COGELUX Sarl, for decorative panels in synthetic resin for insulation and protective use. The new firm has MM. P. Jacques of Kraainem and J. Decoster of Hal as managers, and Ff 50,000 capital, shared 90-10 between COGEBI-CIE GENERALE

BELGE DES ISOLANTS SA, Brussels and Lot, and the Paris firm of CLAREL SA.

Cogebi (a member of the Empain group through A.C.E.C., which holds a 49.4% interest in it) produces "Panolux" plastic mouldings (also "Clarolux"), and "Resepex" micaceous electrical insulation, varnishes and resins. Clarel (capital Ff 7.42 million), an electrical and electronic equipment concern, is a wholly-owned subsidiary of A.C.E.C.

PRINTING & PUBLISHING

** The two largest Dutch newspaper publishing concerns, NEDERLANDSE DAGBLADUNIE NV, The Hague (see No 279), and NV DE TELEGRAAF, Amsterdam, which between them cover some 25% of the market (i.e. a circulation of about 900,000 copies), have decided to co-operate in the technical and sales fields (but not in editorial work), and have formed a joint subsidiary to implement the agreement, called UNITEL NV (director Mr. W. Pluygers of Dagbladunie, and president Mr. A. D. de Koster for Telegraaf).

Telegraaf has about 1,200 people in its employ, and its main editions are the daily "De Telegraaf" and "De Courant Nieuws van de Dag". Dagbladunie was itself formed in November 1964 by the merger of Algemeen Handelsblad NV, Amsterdam, with Nieuwe Rotterdamsche Courant NV, Rotterdam. It controls: (1) De Courant Heat Vaderland NV, The Hague, which publishes the daily "Het Vaderland"; (2) NV De Dordtenaar, Dordrecht; (3) NV Drukkerij v/h Ten Cate, Emmen; (4) NV de Provinciale Drentsche & Asser Courant, Emmen; (5) Dagblad van Rijn & Gouwe NV; (6) NV Drukkerij & Uitgeversbedrijf "De Standaard", Amsterdam; (7) NV Offsetdrukkerij Breumelhof, Weesp; and (8) NV Clichiefabriek "Centraal", Rotterdam. For 1966, its turnover was Fl 80 million, and it has 2,300 people on its payroll.

SHIPBUILDING

** In the Venice shipbuilding and ship repairs sector, VENEZIA EZERCIZIO BACINI SpA is to raise its capital to Lire 310 million and change its name to SAVEB-CNOMV SpA by dint of absorbing CANTIERI NAVALI & OFFICINE MECCANICHE DI VENEZIA SpA.

** The West German heavy engineering group DEMAG AG, Duisburg (see No 420), has strengthened its Spanish interests by taking a 50% interest in the formation of the Bilbao company SIDERNAVAL SA (capital Pts 10 million). The remainder is held by the shipyard SOCIEDAD ESPANOLA DE CONSTRUCCION NAVAL SA, Madrid, which employs some 10,000 people in its main shipyards in Sestao and Reinosa. The Duisburg firm already has a Bilbao subsidiary called Maquinaria Demag Sarl.

The Spanish partner is linked with other foreign firms including Naval Stork Werkspor SA, San Carlos (in association with VME-Verenigde Machinefabrieken NV, The Hague, and Navalips SA, Cadiz (jointly with Lips NV, Druna).

TEXTILES

** Formed in Switzerland in January 1967 with an authorised capital of Sf 60,000 (see No 393) to carry out scientific and technical research both applied and basic, as well as development of the knitwear and hosiery industry, the French-American and Dutch holding company REDECO SA, Fribourg has been joined by the West German manufacturer FRANZ FALCO-ROHEN STRUMPFWARENFABRIKEN GmbH, Schmallingenberg, Sauerl.

The latter has a capital of DM 800,000 and the owners are Herren Paul and Franz O. Falke. It specialises in knitwear (stockings, socks and gloves) with around 800 persons on its payroll. Its West German sister companies include 1) Franz A. Falke GmbH Strickwarenfabrik which makes men's woollens at Schmallingenberg (590 employees - capital DM 400,000); 2) Woll - & Haargarnspinnerei J. Meisenburg Nachf. GmbH, Schmallingenberg which makes woollen yarn for the carpet industry, spinning yarn and knitting wool (capital DM 920,000) and 3) Uhli Feinstrumpfwerke GmbH (capital DM 2 million) based at Lippstadt, Westphalia which with over 1,000 persons on its payroll makes stockings, tights and lingerie.

The three founders of the Swiss holding were VITOS - Ets Vitoux SA, Troyes (see No 424) from France; the American knitwear and women's lingerie concern Alba-Waldenstein Inc (factories at Valdese and Lenoir North Carolina); whilst the Netherlands were represented by Koninklijke Kousen - & Sokkenfabriek M. Jansen de Wit NV, Schijdel. The latter is the leading Dutch maker of stockings, socks, clothes and underclothes and has over 2,500 persons on its payroll. It recently signed a co-operation agreement with the Hengelo stocking manufacturer De Jong & Van Dam NV (500 employees) aimed at easing integration into the Common Market.

** The New York textiles firm GLENOIT MILLS INC, New York (see No 386) a member of the BOTANY INDUSTRIES INC, also of New York, intends to form a sales subsidiary in Brussels to cover the whole of the Common Market.

The American firm is known for its "Wirkflor" products and has a manufacturing subsidiary based in London Glenoit (UK) Ltd formed in February 1965 with a capital of £70,000, and another in Finland called Oy Glenoit-Lilja A/B in association with Oy Kutomotuote A/B, Helsinki. In Italy Manifattura Lane Gaetano Marzotto & Figli, Valdagno, Vicenza uses its licenses for making carded cloth.

There are also factories in Canada, Mexico and Israel. In 1966 the Botany group, which has more than 7,000 employees, had a turnover of \$ 122 million.

**

Having gained outright control of the Swiss STOFFEL AG, Saint Gall (see No 436), the Greensboro, New Jersey group BURLINGTON INDUSTRIES INC, the largest American weaving company, has negotiated the takeover of the Genevan firm of SCHAPPE SA (see No 362). This company, which has a payroll of over 4,000, will realise a turnover of some Sf 175 million in 1967. It is already closely linked with the Burlington group, particularly through a network of joint subsidiaries (owned equally with PRICEL SA of Paris), all of which are centred on Schappe-*Tex* Unternehmungen AG, formed in Basle in June 1964 with Sf 12 million capital.

The latter's main interests are Schappe-*Tex* Sarl, Lyons; Schappe-*Tex* AG, Basle, and Deutsche Schappe-*Tex* GmbH, Zell-am-Wiesental, while in Spain it has a 50% stake in Fibras Texturadas SA, Mollet, Barcelona. Schappe SA itself has a large number of foreign interests, especially in the USA, Britain, Sweden and Spain.

**

Three Dutch textile firms have decided to merge within a new concern called NV VERENIGDE DEKENFABRIEK-VEDEF and will concentrate all their manufacturing activities at Delden in January 1968. The firms involved in this move, HEYMANS & CO NV, Enschede, FICKER & WAY NV, Delden and NV AMSTERDAMSCH DEKENFABRIEF EZET, Amsterdam will thus be able to rationalise production of blankets, bedcovers and sleeping bags.

The last named firm, which employs around 80 people, and at whose headquarters the joint purchasing and sales organisation of the new group will be based, recently formed an Amsterdam company called Dekenfabriek Epstein NV (authorised capital Fl 2million - Fl 450,000 paid-up) to make mattresses and bedcovers.

**

A programme of rationalisation is about to take place in the Belgian textile industry: four concerns are to be strongly linked, either together or perhaps with interests in the North of France. The key company in this move will be the SA DE L'ILE D'ADAM, FILATURE DE LA LAINE PEIGNEE, Lambermont, which will absorb SA BELGE DES FILATURES DU CASTER, Mouscron and the SA FILATURES PHILIPPART of Tournai (see No 311). After this, it will change its name to SA DAPHICA - ILE ADAM and will take over the control of ETS D'AOUST FRERES SA, Anderlecht. Capital will then amount to Bf 100 million.

The managing director of L'Ile Adam is M.A. Lierneux, and its principal shareholders are: Mme. Salembien-Lang (Vaucresson), M.R. Destree, (Nice), Usines Semal SA, (Nivelles), AGMI SA (Brussels), Ste Belge Auxiliaire de Gestion Mobilere & Immobiliere SA (Brussels) etc. The Mouscron company, under the managing directorship of M. Etienne Leurent, Mouvaux, is controlled by Ste Francaise des Filatures du Caster SA, Tourcoing, which is run by M. Paul Leurent-Monnier. Philippart, linked for many years to Aoust Freres and Filatures du Caster, which formed part of the manufacturing cartel "Daphica", became a joint subsidiary in 1962 called Stepaco SA, Tournai. The company has amongst others, two subsidiaries at Uccle, Daphitex SA and Phidatex SA; since the end of 1962, it has been associated with the British group, Robert Clough, of Keighley, within the Philippart International - Phisa group of Tournai.

TOURISM

** The second-ranking West German air charter firm SUDFLUG INTERNATIONAL GmbH & CO KG, Stuttgart (see No 422), is about to be taken over by DEUTSCHE LUFTHANSA AG, Cologne (see No 413), which already has a wholly-owned subsidiary in this sector, CONDOR FLUGDIENST GmbH, Frankfurt (capital Dm 26 million).

Until now Sudflug was owned by Herr R. A. Bückle, and the travel agencies TOUROPA GmbH & CO KG, Ruhpolding, and SCHARNOW-REISEN GmbH & CO KG, Hanover. The latter are taking part in the formation of the consortium Gruppenbildung Touropa-Scharnow-Hummel-Tigges (see No 432).

TRADE

** The Swiss prepared meats firm BELL AG, Basle (capital Sf 12 million), has sold its Berlin EFHA-WERKE FLEISCHWARENFABRIK GmbH subsidiary to HERMANN MEYER & CO KG, Berlin, which has a sharecapital of Dm 5.75 million. The latter heads a network of 100 sales outlets in Berlin and has around 1,500 people on its payroll. It is a member of the Rudolf A. Oetker group of Hamburg (see No 431).

EFHA-WERKE (capital Dm 1.8 million) runs some 38 shops in Berlin bearing the name "A. Hefter", and employs about 1,600 people. Other Berlin interests of the Oetker group include Berliner Kindl Brauerei AG (brewing) and the fish and shellfish wholesaler Lindenberg & Co Fisch- & Kummerhandel (see No 407).

** The Basle bank EHINGER & CIE and the Antwerp transport PLOUVIER & CO NV (see No 434) were the sole backers of the recent increase in capital to Bf 400 million of the commercial and finance company G. & C. KREGLINGER NV, Antwerp (see No 420), in which they were already shareholders (see No 413).

TRANSPORT

** In association with its subsidiary, MÜHLHEIMER LAGERHAUS & SPEDITIONSGES mbH (80%), the Mulheim river shipping company RUHR-REEDEREI GmbH (member of the Swiss group, STE BALOISE DE NAVIGATION RHENANE SA, through its subsidiary Brag Tankschiffahrt AG - see No 268) has formed a subsidiary in Rotterdam called RUHR-REEDEREI NEDERLAND NV. With an authorised capital of Fl 500,000 (20% of which is paid up), this firm will be primarily concerned in river transport, storage and the fitting out of river vessels.

Ruhr-Reederei already had a subsidiary at Rotterdam, a company whose name was recently changed to Westdeutsche Tankschiffahrt Nederland NV (formerly Tankreederei-Ruhr Nederland NV). In West Germany, it heads a number of companies including: Gesellschaft Für Schiffahrt & Handel GmbH, Griethersbusch, a company which deals in construction and river dredging equipment, and is linked to the ship-building firm Schiffswerft Oberwinter GmbH; Peter Kupper Holz Import GmbH (timber

importers); Luner Hafenumschlag - & Speditionsges GmbH, Lunen (transport and dispatch of merchandies); Oskar Natorp GmbH, Mulheim (insurance); Mineralöl-handel GmbH, Mulheim (oil trader), Tankreederei Ruhr GmbH, also of Mulheim (tanker transport) etc.

Ste Baloise De Navigation has direct interests in the West German concern, Basler Rheinschiffahrt GmbH (Duisburg, Kehl and Mannheim), in the Dutch company, Barzeler Rijnvaart Mij. N.V. in the Belgian concern, Ste Baloise De Navigation Rhenane SA and in the French Ste Strasbourggeoise De Navigation Rhenane-Sostrana Sarl, Strasbourg.

** Swiss interests represented by M. Peter Schmid, Baar (president of Coperna Holding AG, Zurich and director of Anchem AG) and M. Hans Züger, Richterswil (director of Riandina AG, Zug) have linked to form on an equal basis SCALDIA SHIPPING & CHARTER ING. AGENCY Pvba, Antwerp. With a capital of Bf 1 million this has M. Michel Longhe, Deurne as manager and it will carry out all operations connected with maritime and river transport.

VARIOUS

** The British firm J. MARTIN & SONS LTD, Salford, Manchester has formed a direct Milan subsidiary J. MARTIN & SONS (ITALIA) Srl in which it has a 50% interest. This will specialise in equipment for the printing industry, and the members of the board are Messrs CC Johnson, M.R. Graves and C.B. Blades. Mr. Frank P. Wilson, Mellor, Cheshire has paid up 50% of the capital of Lire 170,000. The British firm has also formed a Belgian subsidiary at Lommel, called J. Martin & Sons (Belgian) NV (capital Bf 350,000), which has Mr. Charles C. Johnson as chairman, and will be directed by Mme. E. Goovers.

The founder is represented in France by Mincel & Cie, Saint-Maur, Val-de-Marne (see No 246) for its "Register Mounter" equipment.

** A reorganisation of interests within the French collective heating sector will involve CIE GENERALE DES EAUX SA, Paris (see No 383) and CIE GENERALE DE CHAUFFE SA, Saint-Andre, Nord (see No 406). The latter is to acquire the shareholdings held by Generale des Eaux in several firms in the sector: Ste Technique d'Exploitation de Chauffage SA (99.9%). Ste de Climatisation Interurbaine de la Defense Sarl, Paris (60%) where the remainder is owned by S.E.E.M. - Ste d'Etudes & d'Exploitation Minieres SA, (a holding company for the Charbonnages de France) Ste Nimoise de Chauffage Sarl (49.8%). In return Generale des Eaux will take a 40% shareholding in Generale de Chauffe. The two companies are already linked in SOTRIS - Ste Thermique du Marche de Rungis SA, Paris which they formed in February 1967 (capital Ff 500,000 - Eaux 64.80% and Chauffe 30% - see No 406).

The latter is the leading French firm in its sector and has a capital of Ff 13.27 million. It has a 33.3% interest in the British firm Associated Heat Services Ltd, Cobham, Surrey where the other partners who hold similar interests are the Glasgow engineering concern Solar Industries Ltd and the National Coal Board (see No 366).

** Formed in 1960, ARY STALMOBLER A/B (Orsjo), the Swedish contemporary furniture, has set up a sales subsidiary in Western Germany called ARY SCANDIAFORM MOBELHANDELS GmbH, Wendelstein, Nuremberg. The capital of this new firm is Dm 20,000 and the managing director Herr Fabian Wrede, is also the sales director.

** W. WEIBULL A/B, Landskrona, the Swedish horticultural firm, has formed a sales subsidiary in West Germany called W. WEIBULL (DEUTSCHLAND) GmbH in Hamburg; the firm's capital is Dm 20,000 and the directors are Mm. Gosta Granstrom and Karl Fischer.

The founding company which has a capital of Kr. 1.5 million, employs about 800 people; it already had a subsidiary in Brazil, Products Agrícolas Weibull do Brasil Ltda (Carazinho, Rio Grande de Sui).

** SLOVENIALES FRANCE Sarl, Stiring, Moselle (see No 424), subsidiary of the Yugoslav wood furniture export concern SLOVENIJALES, Ljubljana, is to take in as a new shareholder the French ANTERIST & SCHNEIDER Sarl, Stiring Wendel, when it raises its capital to Ff 300,000. This will give Anterist a 35.8% stake, 28% of it direct, and the rest through its directors, thus bringing the Yugoslav side's backing down to 55%, with the balance shared between Asimex Sarl, Stiring Wendel, and MM. Pierre and Philippe Boussou and Albert Hoffmann.

Sloveniales France recently mounted two sales drives in the North and South of the country, centred on Paris and Beauvaire, Gard respectively.

** Two British businessmen, Messrs J.C. Ellis of Cheam, Surrey, and A.E. Cooper of Purley, Surrey have joined in forming a company in Amsterdam called THAMES SERVICE NEDERLAND NV (capital Fl 100,000). This will be run by Mr Harry D. Medly of Barnsley, Yorks, and its sphere will be factory hygiene, and the supply of chemicals and equipment used in this connection.

Mr Ellis is the manager in West Germany of The Thames Service Deutschland GmbH, Neu Isenburg (see No 343), which he formed in September 1963, with 5% interests taken by Thames Service (Kingston) Ltd, Worcester Park, Surrey, and Mr Anthony J. Bunker (a Briton living in Sprendlingen, Hesse). This company was later transferred to Velbert, and recently opened branches in Hamburg and Neu-Isenburg.

** The American company HAMMOND CORP. has strengthened its Belgian interests by forming a third subsidiary HAMMOND ORGAN EUROPE NV, Antwerp in which the minority partner is the Luxembourg concern MUSIC INVESTMENT CO SA. With a capital of Bf 15 million, the new venture will develop, manufacture, trade in, and rent out musical instruments such as electric organs, pianos; as well as other electrical products made by its parent company. It will head the activities of the two Antwerp sales companies. The Hammond Organ Ltd NV (capital recently raised to Bf 7.5 million) and Hammond Orgel-Zentrum NV, which was recently formed with a capital of Bf 1.5 million, shared by M. and M Mertens (majority shareholders) and M. Luc Dekeyser.

The American firm set up a West German sales subsidiary in late 1966 (see No 386).

** Through its Brussels branch, the BANQUE DE PARIS & DES PAYS-BAS SA (see No 436) has backed the formation in Belgium of EDIMAIL SA (Brussels), in association with Belgian private interests, in particular those of M. Leon C.G.J. Detry d'Ougree (35%). With a capital of Bf 2 million, the new firm is concerned with organising mailing lists, as well as supplying all types of commercial information, and carrying out printing, advertising, research and exploitation of various methods of distribution etc. The board will consist of MM. Leon Detry, Eric Willeaume, and Eugene Mertens.

** The international management consultants WOFAC CORP, Haddonfield, New Jersey (see No 276) intends to extend Common Market interests with the formation of an Italian subsidiary, which will begin by covering the northern half of the country.

Wofac is headed by Mr J.H. Duncan and for the past three years has had a Paris subsidiary Wofac France Sarl, Neuilly-sur-Seine under M.M. Gochtovitt. Its London branch is run by Mr. W.P. Crawford and its West German subsidiary Wofac GmbH, Frankfurt is under Mr. R.B. Burgess Jr.

CORRECTION

** In issue No 434, Page D, in the flash concerning the latest move by DEGUSSA, the group's estimated turnover was given as Dm 1,190 million: this should read Dm 1,520 million.

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