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A WEEKLY REPORT ON THE ECONOMY OF THE COMMON MARKET

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March 17, 1966

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COMMENT  
A Letter from Paris  
BRITAIN & THE COMMON MARKET

The question of Britain's entry into the Common Market will probably not become a main issue in the approaching General Election campaign, but the problem is still very much with us on both sides of the Channel.

At a cabinet meeting on November 24 General de Gaulle said: "There are signs that conditions which quite recently stood in the way of Britain's closer association with continental Europe are beginning to fade away". He added that the problem seemed "to be developing slowly in a positive way" and that this development, if it became more specific, "would receive sympathetic consideration from France". Although this assertion was greeted in London with some scepticism, it nevertheless gave rise to hope; both there and in France it was thought that the President was going to offer further encouragement. However, in his February press conference he made not the slightest advance towards Britain. It is three years now since negotiations collapsed on January 14, 1963, and he still seems to feel that Britain is not yet "ready" to enter the Community. However, those who have talked with him in recent months have sensed his more measured and realistic attitude towards the problem, but he has not revealed any definite plans.

It is a vicious circle: because of the way things panned out in January 1963, Britain is looking to the Six, and first to France, for a signal: Mr Stewart, the Foreign Secretary, recently summed up Britain's general attitude when he said, "None of us can afford another failure . . . . next time it must succeed." Meanwhile on the Continent, and especially in France, everyone is reluctant to take any action that might be thought hasty, because they feel that this time the Six really must be agreed on all points.

Mr Heath, the Conservative leader, made the same point to General de Gaulle when visiting him last November, and the General himself alluded to it in his statement on the 24th of that month. It is possible that he might have gone even further, had he been speaking to Mr Wilson and not to Mr Heath; but one thing is certain - the question is mullled over far more in Britain than in France, both in political circles and in the press. After certain favourable remarks made in Paris last summer a British minister is said to have asked one of his French colleagues why France had lately shown more inclination to "have Britain in". He was told it was to counterbalance West Germany's increasing economic strength and political ambition, and to have an "anti-supra-national" ally within the Community. Since then, both these ideas have often been put forward in support of a fresh attempt at bringing Britain into the EEC. The first holds water if Britain, like France, still wants to contain over-hasty expansion by Germany; the problem is relatively

straightforward on the economic plane, but complex on the political.

In 1962 and 1963, some of de Gaulle's interpreters reckoned that he had slammed the Common Market door in Britain's face to prevent her from becoming a "Trojan Horse" for the USA. After the disappointments of the Franco-German Treaty, he may well believe that this Trojan Horse threat to the Six could as easily come from West Germany as from Britain, even though in 1966 Mr Wilson is every bit as pro-American as Mr Macmillan was in 1962. In their foreign policies and Atlantic strategy Germany and Britain are far closer to one another and to the USA than France is to any of them. Despite this, France and Britain are of one mind in opposing Germany being allowed nuclear weapons (Mr Wilson confirmed this three weeks ago in Moscow), and in their desire to effect a reconciliation with the Eastern Bloc, which should not be ignored. This gives the General more to think about before he takes a decision. One fact that could bring him down in favour of Britain's entry is that although the Trojan Horse argument is against her "going in by the front door", refusal would result in further strengthening the "special relationship" with USA, for which France has so often criticised Britain. It is not right at one and the same time to blackball someone from a club and reproach him for joining another.

The second of the two ideas (that Britain would be France's ally against supra-national ideas) is based on a misconception. Britain has long been opposed to encroachments on her national sovereignty, and this undoubtedly motivated her refusal to back the Schuman Plan in 1950 and the Treaty of Rome five years later. For all that, she has always been the most practical of nations: once in, she plays the game. It is unlikely that she saw in the recent Luxemburg Agreement (see No 342, p 1) the chance to "interpret" or "bend" some of the Community's rules. Yesterday she was prepared to accept its institutions, and she is not going to revise them tomorrow; she may even prefer reinforcing them to undermining them. On January 14 the Under-Secretary of State to the Foreign Office, Sir Con O'Neill, referred to this in a way quite unprecedented for a representative of Her Majesty's Government: "If Britain ever joined the Community, she would be found amongst the champions rather than the opponents of its supra-national aspects".

Again, Britain's devotion to parliamentary democracy would dispose her more than most of the member states of the Common Market to the idea of extending the powers of the European Parliament, (even if elected by universal suffrage) in order that there should be democratic control over the actions of the various governments and of the Commission. As for the famous five conditions which the late Labour leader, Mr Gaitskell, laid down for Britain's entry, they are only quoted now for old time's sake, even by Mr Wilson. Nobody could refuse Britain what France is "allowed": the right to have her own foreign policy. The same goes for national economic planning (the new school of British economists would probably even accept some degree of planning on a European scale). British leaders are no longer losing any sleep over preserving the neutrality of certain EFTA nations, particularly as one of these, Austria, is all agog to become at least an Associate of the EEC. Many Commonwealth problems have sorted themselves out, sometimes

by political upsets in Africa and Asia.

The only persistent thorn in Britain's flesh is agriculture; Britain is worried about a further rise in the cost of living and a worse balance of payments problem if subsidies to farmers are stopped and if Britain buys vast quantities of farm produce from the Common Market to the detriment of Commonwealth and other importers. Yet if everyone came to regard Britain's entry into the EEC as a good thing, or even a necessity, the Six would be quite prepared to allow her transitional arrangements, so long as they did not cut across the principles of the common agricultural policy. At all events, Mr Stewart has said that there are no more major obstacles, so we have come a long way from the "crises of conscience" of 1961-62.

It now remains to be seen who will take the initiative in starting negotiations again. Some time ago, a number of his critics imputed to de Gaulle the desire for French leadership in Europe, in order to counteract American influence. Even if that was true, such an ambition has now faded, at least for the time being, and if he wishes to share the leadership, there is no reason why it should not be with Britain. The argument that most struck the General during recent talks with a leading European personality was that with Britain in the Community, France would no longer be the only power with interests in other parts of the world.

Mr Wilson at least will be breathing more easily once the General Election is over, assuming he wins it, and better placed for preparing discussions, since he will have both a bigger majority and longer time on his side. Nor can he afford to let Mr Heath, who has given public undertakings on the subject, ride the European band-waggon alone. Thus it is not surprising to discover in "Time for Decisions" the Labour election manifesto presented by Mr Wilson on March 7, that the official party view says "Britain . . . should be ready to join the European Economic Community . . ." No official Labour document before this had ever ventured to put it quite so plainly. On the other hand, General de Gaulle will probably want to link the question of enlarging the Community with the re-organisation of NATO, which he announced on January 21, and for which he began proceedings in his letter to President Johnson on March 7. He is in no hurry to stand up alone against six other parties (including Britain) or perhaps even eight (if Denmark and Norway are to be included) instead of five. He would at all events like to sound the British leaders on both questions early this year in bi-lateral talks.

Optimistic observers (and there are some amongst the General's staff as well as in the French Foreign Office) believe that there should be a further delay of eighteen months or two years. Even Mr Heath, who is in more of a hurry than the other British leaders, does not contemplate Britain's joining before January 1, 1968, so that once customs union is achieved, she may find her feet and get down to serious business with her partners, joining in the work of evolving common policies in all fields. The appointed time will come that much closer if

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customs union is complete by June 30, 1967.

His position assured, Wilson may take the initiative sooner than expected, in order to ensure that Britain does share in the major decisions of the Common Market's third stage. Eighteen months or two years will certainly not be too long to allow either side to make careful preparations. The main thing is that the Community should develop in the meantime, and become more attractive, if the member countries really want Britain to join them, and if her present "Time for Decisions" seriously applies to Europe.

THE WEEK IN THE COMMUNITY  
March 7-13, 1966  
From Our Correspondents in Brussels and Luxemburg

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The Agricultural Debate: Slight Progress

The meeting of the Common Market Ministers for Agriculture which took place on March 7 and 8 brought about the solution of the immediate problems facing the Ministers and did something to pave the way for the remaining ones. The discussion was long and slow-moving, not surprising in view of their pre-occupation with home affairs. But if the session lacked spirit, at least it was calm, mainly due to the efforts of M. E. Faure the new French Minister for Agriculture. The Six decided on the following solutions for the immediate problems:

- 1) The "fork" of the reference prices for milk for the 1966-67 campaign was fixed between Ff 49.37 and Ff 42.58 for 100 kg of milk with 3.7% butter-fat content. This means that the narrowing of the scale towards the single price, as proposed by the Commission, has only been effected on the minimum figure. There is no change in the maximum as compared with last year. The practical consequences of this decision are: France and the Netherlands will have to raise their national prices slightly while Italy, which has the highest prices, will not have to make any changes.
- 2) The Commission "fork" for beef prices, which was considerably higher than that of the previous season, has been accepted in its entirety in order to encourage the production of fat cattle: it will lie between Ff 298.69 and Ff 317.21 per 100 kg live weight. However, the Ministers would not accept a similar increase for veal which they felt would have encouraged further slaughtering of young beasts. The fork will therefore lie between Ff 394.88 and Ff 428.20 which is considerably lower than the increase proposed by the Commission.
- 3) There was some lively bargaining over the subsidies paid to German milk-producers (1 pfg per litre). The German delegates were unwilling to give way on this point until the final common price for milk was fixed, which Bonn insisted should be at 39 pfg a litre. After a discussion with M. Faure who revealed that from this season France was prepared to take the first step towards fixing the common price, the German Minister Herr Hoecherl agreed to make an immediate concession: the subsidy would be reduced by 0.30 pfg, the remainder being removed at the single price stage.

So on the whole there seemed to be signs of a slight but encouraging thaw on the subject of milk which for Germany is of equal political importance to that of grain. On the other major problem, the timing of the agricultural decisions, although progress seems to have been more tangible, the climate has probably not changed so much because of the political implications of this whole question. The

first draft timetable drawn up by the Ministers seems a trifle ambitious especially on the part of Germany. Straight away, the French delegation wanted to know whether some of her partners were not trying to cancel the priority given to the famous finance regulation by the Six at the Luxemburg conference: if a whole pile of problems had to be dealt with in the shortest time possible did it not seem likely that this priority would be forgotten as the package deal idea gained ground? This is obviously a point that the Germans will not have overlooked completely. But, as France's more balanced partners like Belgium and Italy, have asked, what is the alternative? If free circulation of agricultural produce is to be achieved by July 1, 1967 prices must be fixed and markets organized twelve months in advance, at least in principle, because the Commission will have to prepare at least two hundred regulations. Also a knowledge of common prices and their effect on FEOGA's liabilities should ensure a more constructive approach to negotiations on the finance regulation.

At any rate the Agricultural Ministers are proposing that prior to June 1, 1966, that is in less than three months, the Council should formally approve the common prices for milk, beef, sugar, rice, oil-seeds and olive-oil and also the common market schemes for sugar, fats and oils, and fruit and vegetables. The scheme for olive-oil should be in operation by November 1, 1966 and that for sugar by August 1. In the case of sugar, this seems a bit ambitious but the Belgian delegation was extremely insistent on this point, not only because sugar is an important agricultural export for Belgium but because she has been promised this officially since 1962.

The Commission has accepted its responsibility in this race against time and has already informed the Council of Ministers of its precise proposals on the common prices as well as presenting it with a report on the foreseeable trends in production and possible outlets for the products concerned. The Commission does not expect any surplus problem except for dairy produce (especially butter) and sugar, where if appropriate measures are not taken, the Common Market might have to compete on the world market with under-developed producer-countries. To avoid such a situation, which would be politically unwelcome, the Common Market Executive is proposing a system fixing an overall yearly production quota and a limit on guaranteed markets for producers. However this system is not based solely on considerations of sales policy. It also takes into account Germany's and Italy's concern about their sugar industries, which are less well-equipped than those of their Common Market competitors. There was no question however of the Commission satisfying these anxieties by adopting the Italian and German prices, which would have undoubtedly caused excess production, especially in France. As it is, the average prices which it has proposed are considerably higher than French prices (+ 26% for sugar-beet and + 11.6% for sugar). But they could still cause problems in Italy and Germany unless there is also a guaranteed production quota open to all six countries. This system is only intended to apply for ten years, five of them in a fairly flexible form, after which prices will be the only factors controlling production. Nevertheless, Belgium is already dead set against this dis-

crimination on the basis that quotas should be fixed for all sectors where surplus production is likely to occur, or for none.

The Commission suggests that uniform prices be imposed for the season beginning on July 1, 1967, as this will allow the enforcement of common prices for milk to be postponed to April 1, 1968. This will also enable France to raise its price per 100 kilos from Ff 42.58 to Ff 46.90 (in order to come into line with the European price) in two easy stages. France is the only country that will have to take such measures to conform; elsewhere, and especially in the Netherlands, price-lowering is called for. As beef and veal prices have been raised appreciably (in some cases even in relation to national market prices), to Ff 327.08 and Ff 441.87 respectively, the present operation is designed to curb milk-production and to encourage beef output. To avoid untoward repercussions in Germany and the Netherlands, consumer subsidies are to be allowed to continue until 1969: on semi-hard cheese in the first and on butter in the second.

Prices per 100 kilos on other produce were agreed as follows:

Intervention price for refined sugar; Ff 102.89; minimum producer price for sugar beet, Ff 81.46.

Intervention price for oil-seeds (colza), Ff 85.91.

Intervention price for rice, Ff 59.24 in Italy and 60.73 in France, with the threshold price (Community protection) fixed at Ff 81.46.

Target price for olive oil, Ff 548.01: in the case of both olive oil and rice, prices have been fixed at a level aimed to maintain the present rate of production in the Community.

The Commission believes that reconciling national prices with European prices will have only the slightest effect on national cost of living indices: the leveling process, in fact, could at times result in lower prices. Bearing in mind the prices anticipated for cereals, the measures outlined here would result in index rises of: 0.04 points in Belgium, 0.67 points in France and 1.00 point in the Netherlands. At the same time the index would remain unchanged in Germany and there would be a drop of 0.40 points in Italy. If cereals are left aside for a moment, the estimated costs for the scheme for 1970, when the European Agricultural Guidance and Guarantee Fund will assume all responsibility for export rebates, will amount to about \$740 millions a year. Of this total, \$140 millions will be used for internal subsidies on olive oil, 150 millions for export rebates on dairy products and 190 millions for subsidies to skim milk for animal feeding: an item which reflects yet again the general desire to tackle the beef shortage.



The Grundig - Consten Test Case

The European Court of Justice has just taken the verbal stage of a case which may play an important part in the future interpretation of the Rome Treaty's Article 85. This concerns agreements "... which are likely to affect trade between the Member States and which have as their object or result the prevention, restriction or distortion of competition within the Common Market ..."

The case is pleaded by the Consten and Grundig companies (see No 343 p 9), supported by the German and Italian Governments. Under an agreement made in 1957, Consten was appointed Grundig's sole representative for metropolitan France, the Saar and Corsica. From April 1961 the UNEP company bought Grundig products from German traders, who supplied them in spite of Grundig's ban on exports. UNEP re-sold to French retailers at prices lower than those asked by Consten.

On January 29, 1963 Grundig reported to the Common Market Commission the agreements made with Consten and with concessionnaires in other member countries. The Commission, on September 23, 1964, declared that the Grundig - Consten agreement infringed Article 85 of the Rome Treaty (and so did a subsidiary agreement on the use of the "Gint" trade-mark, which all Grundig's equipment carries in France).

This is not the place to go into all the legal arguments which have been put forward on one behalf or the other, but let us consider those which relate to applying the ban under Article 85.

The applicants maintain that the Commission has wrongly interpreted "restriction or distortion of competition" and that, so far from being confined to a single brand, the expression refers to competition between similar products under different brand names. Competition within the Common Market cannot be prevented, restricted or distorted merely because one firm has a monopoly of the products of one producer. In fact, because similar products are interchangeable, the exclusive right of one firm over a producer's goods does not affect the market for such goods in general.

On its side the Commission maintains that competition should have free play, not only between producers and distributors of products under different brands, but also between traders who are supplied by the same producer. If "competition" is interpreted as limited to that between different brands this would have the effect that differences in price and service resulting from dealers' efforts tended to be submerged by differences in the price and quality of the manufacturer's goods. Competition between distributors of the same brand would, however, stimulate the trader's efforts, for it would relate to identical goods.

The Commission also asserts that the agreement in question not only restricts the contracting parties' freedom of action in the market but also has reper-

cussions on other firms or consumers, altering their market situation. French firms are limited in their freedom of choice because they cannot buy the applicant's goods from other dealers, including German dealers.

The applicant Grundig replies that in international trade an exclusive sales agreement serves the function of creating new scope for competition by enabling producers to compete in markets beyond their national frontiers. International trade obliges producers who sell abroad to entrust to a responsible representative, who knows the market and has the necessary resources, the sale of his goods and the protection of his interests. That is the meaning and the economic justification of an exclusive selling arrangement, which remains the same thing whatever legal form the producer chooses - branch, agency or his subsidiary company. It would therefore be unfair to treat these various methods of selling organization differently.

The applicants also show, with figures, that the agreement in question, far from damaging trade between member countries, has caused a marked increase in Grundig's French sales. But the Commission considers that if the quantitative increase in international trade were regarded as decisive, those exporting and specializing agreements between member countries which naturally tend to augment that trade would be removed from the scope of the Community's policy on agreements. Besides, if other firms had been able to bring in Grundig's products from Germany, the trade might well have developed even more favourably, for competition would have spurred the sole agent to greater efforts.

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### The Bugbear of Rising Prices

Economically, things are balancing out nicely in Europe, according to the latest "Notes on the Economic Situation". Expansion is speeding up in France and Italy faster than in Germany, where inflationary pressure has been greater. Addressing the European Parliament M. Marjolin, vice-president of the Common Market Commission, confirmed his forecast of a  $4\frac{1}{2}\%$  increase in the Community's gross production, but remarked that rising prices still cause anxiety, even in the countries which have tried hardest to keep them down.

He foreshadowed that the Commission would seek to step up the joint action already begun on this front and would strive to get the Six to accept a "code of good conduct" before the holidays. There was no question of laying down strict rules for each member country; some latitude can be allowed, but too wide a divergence could be dangerous, and a co-ordinated plan would seem safer.

M. Marjolin gave an idea of some reforms which might be made, whether as part of the plan or not:

- (a) He raised once again the bogey of price indices being so calculated in some countries that they automatically spark off salary increases, and asked whether they truly reflect present-day consumer demand. Politically and technically, these are tricky questions, but they can be tackled from another angle: generally the indices depend on food prices more than on all others combined. Producer prices for food are pretty stable, but they are not at the consumer level: distribution could do with a long, hard look, and the Commission means to take it.
- (b) Industrial prices between 1958 and 1965 are also to be examined. Generally speaking they have risen little, but that is nothing to write home about, because in its present stage of development the Common Market should expect the price of industrial goods to fall.
- (c) One direct cause of inflation, which M. Marjolin has denounced again and again, is the swelling of government expenditure far beyond the limits which economic growth can support. This danger will be emphasized by the Committee for Medium Term Economic Policy at the end of the month, when it puts out its programme for 1966- 1970. Anti-inflationary precepts for member countries are also being drawn up by the Budgetary Policy Committee.

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#### New President for European Parliament

M.A. Poher, who has been a member of the ECSC Assembly even since it was formed in 1952, has been elected the new President. He has played an important part in debates during these fourteen years, displaying eloquence moderation and a deep attachment to the European idea. In these things he takes after M. Schuman, under whom he served when he first went into politics in 1945. He was a member of several French governments, and is now an M.R.P. member of the Senate. He has announced his intention to overhaul the European Parliament's methods of working so as to make it more affective.

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ECSC

## Ad Hoc Committee on Coal

The ECSC Council of Ministers Co-Ordinating Committee will meet on March 21 to decide what mandate should be given to the Ad Hoc Committee which the Council decided, at its meeting on March 7, should be set up to study the coal market and find a Community solution of the industry's problems. The Committee, which is to report within two months, will hold its first meeting on March 22 and will start by considering the broad outline of General Objectives for Coal which the High Authority of ECSC has just approved.

President del Bo has told the Council that it is not only the present and the next year or two which are worrying, but also the seventies. Forecasts are always fallible, but it looks as if no more than 170 million tons can be sold in 1970, if official support for the industry remains at the present level. That is about 30 million tons less than the various governments' production targets, or a drop of 40/50 million tons over a 5-year period. Pit closures on any such scale could not be coped with by area re-training schemes, and Sig del Bo said that the Community stands at the cross-roads now; the choice it makes will influence its course for a long time to come. It will have to bear in mind security of supplies, imports from outside the Community and subsidies to mines.

Ministers of all the member countries have recognized the need to take another look at coal problems. The Dutch Minister sees nothing new in the situation compared to a few years ago, and deplores dramatizing it, but Belgium, France and Germany insist that new measures are urgently needed now.

Herr Schmücker, the West German Minister of Economics, wants coal to be considered against the Community's general economic background. He has not in so many words asked that coal should be included in the package deal now being arranged in Brussels, but he did mention Community financing of oranges (see No 336 p 11), which was a pretty clear pointer to a solution which would entail all members of the Community sharing the cost. Like Sig del Bo, the German Minister emphasized the need for a Community arrangement, because "German public opinion, political parties and trade organizations keep worrying about Germany's contributions to the Common Market, and they expect a similar joint solution to be found for the coal problem".

The French Minister points up the need to decide production targets for all the member countries. The Belgian is bothered by the large Dutch and German imports into his home market, and says that applications for import licences are twice what they were a year ago, just when pit-head stocks have piled up to 2.5 million tons.

Security of supplies is bound to be a main topic and M. Lapie, President of the Inter-Executive Energy Committee, has told the Council that it will be a

major factor in deciding the common policy on energy. Europe's total energy needs are estimated at the equivalent of 1,000 million tons of coal a year by 1980, and although a physical shortage is unlikely, the Community will be running some risk if coal production falls much below say 200 million tons annually.

"Safety first" may require a nucleus of coking coal production to be kept going, and also a large number of electrical power stations, but consumers, especially the steelmasters, are emphatic that they must be able to buy cheap energy if they are to hold their own competitively. In fact, the order of battle is dug in on both sides, just as it has been for several years now, and it will be interesting to see what the new Ad Hoc Committee can do about it.

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#### An International Conference on "Steel in Agriculture"

The third conference on steel organized by the High Authority is to be held in Luxemburg this year on October 25 to 27, with "steel in agriculture" as its theme. Many experts from both EEC countries and outside will be invited to discuss ways of advancing agriculture by more extensive and better adapted uses of steel in building, plant and machinery, and in the storage and marketing of agricultural produce.

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## STUDIES AND TRENDS

THE ECONOMIC COMMISSION FOR EUROPE AND  
EUROPEAN AGRICULTURE

By Professor Anatole BRZOZA (Poland)  
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## Part II

Some time ago, the Committee studied the varying trends in imports of grain for milling in relation to European crops and in view of the following factors: a marked tendency towards a shortage of feed grain; the growing demand for meat, especially beef, demand for which outstrips supply, with considerable repercussions on the general state of the meat-trade in Europe; the rapid growth of poultry-production, especially roasting-fowl, allied to increased demand; a new trend in demand for dairy products, including butter, which has increased since 1963 in spite of recent gloomy forecasts; deterioration in the egg market and the strong competition among exporters, which has been heightened by import restrictions in the Common Market countries. In this situation it is a good thing that the Secretariat's aid has been enlisted to solve these problems by international negotiations between the parties concerned.

It is now usual to begin any analysis of production or the market in the various agricultural products with a review of the current trade situation. Here the delegations concentrate on problems of general interest like changes in the state of the European agricultural market and production and marketing policies.

Greater integration inside Europe and consequent changes in the commercial structure have caused understandable anxiety in countries exporting agricultural products. Their problems have been frequently examined by the Committee so that the representatives could inform their governments of the anxieties felt by other countries. Effects of European integration and restrictions on important markets will continue to be examined and this should lead to more satisfactory solutions.

For some years now, the Agricultural Problems Committee of the ECE has carried out, with the aid of the Secretariat, studies of a more general nature giving a better all round picture of the agricultural situation. In several successive meetings the Committee has studied useful and even revolutionary research projects developing the production and trade in agricultural products in Europe; for instance, it has produced reports entitled "Increased capitalisation of Agriculture", "European Agriculture in 1965", "Ten years trading in agricultural products in Europe 1951-1960, showing recent trends and prospects".

These reports, based on data supplied by the member countries, have undoubtedly contributed to a better knowledge of the factors affecting production,

supply and demand in European agriculture and to a better understanding of the material or psychological causes of current difficulties .

In order to increase the scope of these surveys, the Committee, in view of growing interest in planning and forecasting methods, formed a special group of experts to study the factors which influence supply and demand of agricultural products and the methods employed to analyse agricultural development . These reports, which were made between 1958 and 1963, are highly respected and will certainly be continued .

There is one important point to be mentioned: "Speaking the same language" requires more than the will and the interest of the parties involved . Differences in economic thinking and techniques may prove to be an obstacle, especially in the case of statistical data which are intended to form a basis for exchanging information . So it is particularly fortunate that a European Food and Agricultural Statistics Group has been formed under the auspices of the Committee, the Conference of European Statisticians and the FAO . Considering the rapid progress of mathematical methods applies to statistics and calculating techniques, the Group's efforts should greatly contribute towards improving and comparing statistical systems .

The Committee's terms of reference include "making recommendations on the most effective ways in which the countries of Europe may cooperate in agricultural production and marketing" .

The Committee carries out this function mainly through special Working Groups which prepare, for instance, uniform sale conditions for various agricultural products . The Secretariat has initiated surveys on the standardization of sale conditions for grain and citrus-fruits and for potatoes . Others are intended to establish standardized methods for sampling grain, and standard contracts for sales of grain . Although previous standard contracts are still in use these studies draw attention to new forms whenever a change is envisaged .

Far more important results can be attributed to the Working Group dealing with standardization of perishable foods . First of all the Group has laid down general regulations for standardizing fruit and vegetables and detailed standards for certain products . The proof of the usefulness and efficiency of this Group is that more than twenty standards of quality for fruit and vegetables have been accepted as "European Standards" by the majority of countries and are now used not only in international trade but also for internal trade in some countries . The Group is gradually extending its activities to other products and other aspects of standardization: fruit-juices, fruit-pulp and deep-frozen products . It will very soon be required to deal with other perishable foods such as fish, eggs, and poultry . It proceeds in close cooperation with other organisations, particularly the FAO/OMS Commission for Codex Alimentarius and the International Standards Organization (ISO).

Another important side of the Committee's activities is exchanging technical information between the countries. Through it, members have exchanged information on technical progress in agriculture; on means of increasing productivity and lowering costs, using the theories and methods of modern agronomy; on the optimum size and rationalization of farms; etc, etc.

The Working Group on Agricultural Mechanization has made great strides since it was formed many years ago: it has considered several technical and economic problems relating to modern means of mechanizing tilling, sowing and applying fertilizers on arable and grass-land; means of storing and keeping grain; drying and cleaning; transport; soil improvements and certain aspects of raising cattle. The Group has produced several extremely useful reports on the mechanization of European agriculture and its future development. Periodic tours of the various countries to observe the results of agricultural mechanization on the spot are an important feature of the Group's activities which the participating countries find extremely interesting and which should continue to produce useful results.

Recently the Committee entered a new field: the exchange of information on rationalization and specialization and on the simplification of farm work. The Committee has had some very interesting first results from the experts on this particular subject and there is every indication that fresh comparisons of experiments and opinions will lead to improved knowledge of the different ways of attaining the same object: to reduce production costs and to increase profitability.

UNECE also arranges for the exchange of scientific and technical data, books and lists of films on agricultural subjects. At the request of certain countries, observers are appointed from time to time, to present to the Committee (with the help of the Secretariat) reports on technical progress and the efforts being made to spread agricultural information; the reports are mainly based on surveys carried out in several countries, using questionnaires.

Without treading on the toes of other specialized institutions and various technical organizations, the Committee often finds the right way to approach particular problems which have a bearing on the agricultural policy of a certain number of countries. When some countries expressed their interest in exchanging views and findings on the use of fertilizers, a study tour on this theme was organized and will be followed by a conference, organized in conjunction with the FAO, on the best use of fertilizers.

The Committee can claim worthwhile results in the exchange of technical information, but there is still plenty of scope. It recently adopted, for the period 1965-1969, a long-term programme to arrange its accepted forms of activity more systematically and to provide a means of bringing into effect old or new plans for cooperation in agricultural production, international trade and technical progress. Because of the close cooperation between the Agricultural Problems Committee and the FAO on European agriculture, this better-organized long-term programme certainly deserves support.



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- D AUTOMOBILES France: AUTOCOUSSIN, Paris (vehicle seats and upholstery) forms subsidiary COSIMA.
- D BUILDING & CIVIL ENGINEERING Germany: The American group GLOBAL INDUSTRIES raises the capital of its German subsidiary. Switzerland: The Italian company LAVORAZIONE CEMENTO ETC opens Lucerne branch.
- D CHEMICALS France: UNIPOL, Marseilles opens Paris sales company (fats, glycerine etc). SNPA completes the re-grouping of its chemical interests under AQUITAINE ORGANICO, Paris. FRANCAISE D'ORGANO-SYNTHESE, Gennevilliers, Hauts de Seine gets licence from GEC to make and sell "Methylon" resins. Italy: SIR, Milan forms new holding company SIR-CLOR to run its big Porto Torres complex. Luxemburg: The American mining group CONTINENTAL ORE acquires Luxemburg subsidiary. Spain: SCR, Mol forms Barcelona subsidiary (silicones for smelting and glass-making) with local firm.
- F ENGINEERING & METAL Austria: The German firm AUGUST BROETJE (radiators and central-heating) forms Austrian service company. Belgium: The American elevator and hoist makers HYSTER will build crane and elevator factory in Belgium. France: DE WENDEL, Paris forms engineering firm at Metz, Moselle through its Paris subsidiaries. The Swedish mining group GRANGESBERG forms new French company. CULLIGAN FRANCE (associate of the American water processing company CULLIGAN INC) forms two new French companies. Germany: The Swiss book-binding machine firm MARTINI forms German sales subsidiary. GREGGARY INTERNATIONAL, New York forms German company of the same name to deal in minerals and metals. KLOECKNER, Duisburg is allowed to take over GEBR HOFFMANN, Hamburg (machine-tools). Italy: TRIONE, Turing (ball-bearings) forms 60% Milan sales subsidiary. Luxemburg: PHILLIPS-RYAN (industrial and finance) forms Luxemburg holding company. The American company JOY MANUFACTURING (mining equipment etc) forms Luxemburg investment company. Netherlands: RHEEM MANUFACTURING, New York (air-conditioning etc) forms new Netherlands subsidiary. USA: PET MILK, Saint-Louis gains control of HUSSMANN REFRIGERATOR, Saint-Louis, thus acquiring further European interests.
- I FINANCE Belgium: The American brokers COGGESHALL & HICKS opens Brussels branch. STE DE CONTROLE FIDUCIAIRE, Brussels is the main founder of MANAGEMENT SERVICE, Brussels (financial research and analysis). France: BANQUE DE L'INDOCHINE, Paris forms Paris investment company. FRANCAISE DE

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PLACEMENT, Paris is taking over FINANCIERE INTEROCEANIQUE, Paris (both linked with LA FORTUNE insurance group). Italy: INSUD, Rome forms finance company FINANZIARIA AGRICOLA, Rome. Luxemburg: MIDLAND BANK, London is the second British banking shareholder in EUROPEAN ENTERPRISES DEVELOPMENT, Luxemburg. The Luxemburg investment company PROFINA increases its capital. FINETUPAR, Luxemburg (formed by IMPRESA ASTALDI, Rome and CREGELUX, Luxemburg) increases its capital. The Dutch bank VAN LANSCHOT forms subsidiary to hold shares in its Amsterdam associate VERMEER. USA: ISTELE, LEPERCQ, New York changes its name to LEPERCQ, DE NEUFLIZE to denote its connection with the banking group DE NEUFLIZE, SCHLUMBERGER, MALLET, Paris.

- K FOOD & DRINK Belgium: PEPSICO, New York (soft drinks and foods) grants Belgian rights for "Pepsicola" to GENERAL SOFT DRINKS, Schaerbeek, Brussels. France: HAG, Bremen (coffee, chocolate etc) opens Strasbourg branch. The French company GENERALE ALIMENTAIRE takes over two bakeries in Besancon, Doubs. Two French confectionery firms at Roubaix merge to form STE DES PRODUITS D'ALIMENTATION. The German wine-grower KUPFERBERG forms almost wholly-owned Paris manufacturing and sales subsidiary. The British manufacturer ROWNTREE (chocolate, confectionery etc) forms French branch for its Brussels subsidiary. Germany: The French brewery BRASSERIES PELICAN forms German sales subsidiary. The Italian poultry group CIP-ZOO takes over three similar associates.
- M IRON & STEEL France: The steel groups SCHNEIDER and FORGES & ACIERIES DE LA MARINE ETC form FEIR, Neuilly, (import-export).
- M OIL, GAS & PETRO-CHEMICALS France: TRAVAUX SOUTERRAINS (owned mainly by BLANZY OUEST, Paris and CEMENTATION, London) will transfer its oil-prospecting division to FORASOL, Paris. USA: Director of CFP, Paris is president of the newly-formed American oil company TOTAL AMERICAN.
- M PAPER & PACKAGING Netherlands: The American machinery and adhesive products company AVERY PRODUCTS forms Netherlands manufacturing subsidiary.
- M PHARMA-CEUTICALS Italy: The Liechtenstein holding company ORLACO finances ORLACO FARMACEUTICI, Milan (marketing). The German chemical and pharmaceutical group BOEHRINGER forms 90% Milan manufacturing and sales subsidiary.

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- N PLASTICS Denmark: CHEMISCHE WERKE ALBERT, Wiesbaden, Germany (mainly owned by FARBWERKE HOECHST) takes full control of the Danish firm POLYPLEX (synthetic resins).
- N TEXTILES France: The French flax-spinners ETS AGACHE takes large share in FILATURES & FILTERIES DE FRANCE, Lille (spinning and filters). Germany: The German weaving company E. SORGE takes over similar firm R.W. SINKWITZ, Zell. Italy: KEMPER, Krefeld, Germany (ready-mades) will set up factory in Italy.
- O TRADE Belgium: ETS DELHAIZE FRERES, Brussels will distribute "Nicolas" wines in Belgium. Italy: The American mail-order firm SEARS ROEBUCK opens Paris office for its Delaware subsidiary. E.F. MACDONALD, Dayton, USA (sales promotion etc) gains control of the Italian company MINIMAX (supermarkets) and BALL INTERNATIONAL, Brussels. SIRCE, Milan forms GOLDSCHMIDT SpA, Milan, 50-50 with the French import-export group of that name, for Italian sales of food etc.
- P TRANSPORT Germany: The German transport company KUHNE & NAGEL forms EUROPACK, Bremen (packing industrial products for sea-freight).
- P TOURISM TRIGANO VACANCES, Paris forms ALESIA VACANCES, Paris (sales of camping, sailing equipment etc).
- Q VARIOUS Belgium: The American company UNITED FRUIT forms second Belgian subsidiary GARAGE DUKE (automobiles and garages). Britain: The Italian shoe-manufacturers MAGLI forms London subsidiary. Germany: VIBRO-VERKEN, Stockholm (vibrators) forms Hamburg sales subsidiary. BABYBOTTE, Essen the German sales branch for footwear made by the French company BIDEGAIN, becomes a company. The German manufacturer HOLSTEIN & KAPPERT (processing equipment for drinks and chemical filters) forms Salzburg marketing subsidiary. Italy: The German bedding and furniture firm RENKL sets up Rome sales subsidiary. Netherlands: The Danish flooring and timber firm JUNKERS SAVVAERK forms Dutch sales company. Norway: SAINT-GOBAIN and the Norwegian glass firm CHRISTIANIA, Oslo form 30-70 window-glass manufacturing company DRAMMENS GLASWERK. Switzerland: The German effluent-processing firm WILHELM ROEDIGER opens Basle subsidiary.

AUTOMOBILES

\*\* AUTOCOUSSIN SA, Paris (capital Ff 10 million; see No 273) has formed CIE DES SIEGES EN MOUSSE ARMATUREE-COSIMA SA (capital Ff 70,000) to use its patents for steel armatures in plastic foam for making vehicle seats and upholstery.

Autocoussin was formerly controlled by WILMOT BREEDEN LTD, Birmingham, England; it has three factories in the Vosges and one at Pont-L'Eveque, Isere.

BUILDING & CIVIL ENGINEERING

\*\* GLOBAL INDUSTRIES INC, Belleville, New Jersey (coffering) has raised the capital of its German subsidiary FIX BETONBAU SCHALUNGS - & RUESTGERAETE GmbH, Neuss, from DM 1 million to DM 3 millions. In USA Global controls VIKING TOOL & MACHINE CORP, NEW ENGLAND CONSTRUCTION DEVICES INC and GLOBAL STEEL FORMS INC; it employs about 300 people and its annual turnover is about \$4 million.

\*\* INDUSTRIA LAVORAZIONE CEMENTO & FERRO SpA, Casale Litta, Varese (capital lire 100 millions, director Sig G. Valmori) has opened a Lucerne branch which will be managed by Sig E. Lorenzetti.

CHEMICALS

\*\* UNIPOL-UNION DES INDUSTRIES DE PRODUITS ET OLEAGINEUX SA, Marseilles (capital Ff 28,800,000; see No 324) has opened a sales company in Paris, TECHNICOL Sarl (capital Ff 30,000) to handle fats, glycerine and their derivatives. This has been done partly through direct action by Unipol, and partly through its subsidiaries NOUVELLES SAVONNERIES FRANCAISES ET ETS FOURNIER FERRIER SA, Paris (capital Ff 8,900,000) and STE FRANCAISE DU RICIN SA, Marseilles (capital Ff 1,050,000).

The last two moves by the group prior to this were its formation of a holding company in Marseilles early this year, LARTEMA SA (capital Ff 3 millions); and its purchase, late in 1965, of 33.3% in the Copenhagen firm DEMA TRADING A/S; which was done through STE DES ALIMENTS MODERNES SAMO SA, Marseilles, a joint subsidiary shared 40-60 by Unipol with SMITH'S POTATO CRISPS LTD, Brentford, Middlesex.

\*\* The SIR-STA ITALIANA RESINE group, Milan (see No 346) has formed a new holding company SIRCLOR SpA, Sassari (capital lire 1 million) to run its big new complex at Porto Torres (see No 338). The new company will have an office in Milan and its sole director will be Sig N. Rovelli who acts in a similar capacity for several sister firms: SARDA INDUSTRIA ETILENE SpA, OXISIR SpA and SICO SpA (recently formed with a capital of lire 1 million each).

\*\* SCR-SIBELCO, SABLIERES & CARRIERES & CIE BELGE DES SILICES REUNIES SA, Mol, has set up a Barcelona subsidiary with the local firm FORET SA, called SIBELCO ESPANOLA SA (capital Ptas 10 millions). The new firm is to produce special silicones for the smelting and glass-making industries etc.

Sibelco was formed by the recent amalgamation of SABLIERES & CARRIERES REUNIES NV, Mol; ANCIENNES SABLIERES STANISLAS EMSSENS NV, Lommel, and SIBELCO-CIE BELGE DES SILICES NV, Antwerp, when the latter two firms were taken over by the first (see No 342). Its other European subsidiaries are: SIFRACO-CIE FRANCAISE DES SILICES SA, Compiègne, Oise, (producing silicate sands and ground and dried moulding-sands for the iron-founding industry) in France; SIBELCO ITALIANA SpA, Milan (production and processing) in Italy; and in Switzerland SIBELCO AG, Bottmingen, Basle, a manufacturing and sales company.

\*\* SNPA-STE NATIONALE DES PETROLES D'AQUITAINE SA (see No 345) has now completed the regrouping of all its chemical interests under the new company, AQUITAINE ORGANICO SA, Paris (see No 341). The formation of the latter was completed with the recent absorption of AQUITAINE PLASTIQUES Sarl (capital Ff 1 million) by ORGANICO SA, Paris, the capital of which has now been raised to Ff 61 millions from 60 millions.

\*\* STE FRANCAISE D'ORGANO-SYNTHESE, SA, Gennevilliers, Hauts-de-Seine, has obtained a licence from GEC-GENERAL ELECTRIC CO, New York, to make and sell "Methylon" resins for the varnish and putty industries in the Common Market.

The French firm (capital Ff 3.2 millions) has technical agreements with several American companies, including S.C. JOHNSON & SON INC, Racine, Wisconsin (see No 269) and OLIN MATHIESON CHEMICAL CORP, New York (see No 347). It also shares a subsidiary, ALLYMER SA, Neuilly, Hauts-de-Seine (see No 287), 49-51 with PITTSBURGH PLATE GLASS CO, Pittsburgh.

GEC has a Dutch resin company NV POLYCHEMIE AKU-GE, Arnhem (see No 282) 60-40 with AKU-ALGEMENE KUNSTZIJDEN UNIE NV (see No 343).

Its president is M.A. Aftalion and it is 89% controlled by LABORATOIRE ROGER BELLON SA, Neuilly, (capital raised recently from Ff 10 to Ff 11 million), 25% of which belongs to RHONE-POULENC SA (see No 345), holders of an option on a further 25%.

\*\* The New York mining and metallurgical group CONTINENTAL ORE CORP (see No 344) has acquired a Luxembourg subsidiary LA CONTINENTALE SA (capital Lux F 1.5 million) to make and sell refractory products and materials for them. It will be directed by M.M. Goeres and its president will be Mr. H.J. Leir, group chairman, who heads two other Luxembourg subsidiaries, SA DES MINERAIS and INTERNATIONAL METALS SA.

Two years ago (see No 234) Mr Leir sold OCCIDENTAL PETROLEUM CO, Los Angeles, his controlling interest in INTERNATIONAL ORE & FERTILISER CORP, New York,

international merchants dealing in industrial chemicals and fertilizers, which has subsidiaries in several countries: INTERORE INTERNATIONAL FERTILIZER LTD, Luxemburg, INTERORE-FRANCE Sarl, Paris, INTERORE ITALIA SpA, Florence, INTERORE GmbH, Düsseldorf, INTERNATIONAL ORE & FERTILIZERS (UK) LTD, London, etc.

ENGINEERING & METAL
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\*\* HYSTER CO, Portland, Oregon which makes industrial elevators and hoists intends to add to its Common Market manufacturing capacity. At the moment this **consists** of a subsidiary in the Netherlands with a factory at Nijmegen (see No 127) and another subsidiary formed a few months ago, HYSTER SA, Brussels (see No 337). The group now intends to build a factory at Tessenderlo, Belgium making pressure-elevators and high-powered mobile cranes which will go into production in the first half of 1967.

\*\* The steel group LES PETITS FILS DE FRANCOIS DE WENDEL & CIE Sca, Paris (which controls DE WENDEL & CIE SA - see No 222) has formed the engineering firm STE POUR L'ETUDE & LA REALISATION D'ETABLISSEMENTS INDUSTRIELS Sarl, Metz, Moselle (capital Ff 10,000, manager M. J. Scharff). De Wendel has done this through its Paris subsidiaries VALOR-STE DE VENTE D'ACIERS LORRAINS SA (see No 269) and STE THIONVILLOISE DE CIMENTS SA (hydraulic binding materials - see No 247) 29.8% of which belongs to CIMENTS LAFARGE SA (see No 345).

\*\* SAINT GOBAIN TECHNIQUES NOUVELLES SA, Courbevoie, Hauts de Seine (see No 344), the principal shareholder (45%) in CONSERVATOME RECHERCHES Sarl (formerly CONSERVATOME, Lyons - see No 231) is the majority shareholder (70%) in CONSERVATOME INDUSTRIE SA, Courbevoie, recently formed with a capital of Ff 3,310,000. This new company will put into industrial use its sister-company's radiation processes for preserving food. Its other main shareholders are: MM DE ROTHSCHILD FRERES SA (see No 346) with 18%; STE FRANCAISE DE MEUNERIE SA (see No 342); GRANDS MOULINS DE CORBELL SA; CIE OPTORG SA (see No 263); SCAC-STE COMMERCIALE D'AFFRETEMENTS & DE COMBUSTIBLES SA (see No 332); STE DES EAUX MINERALES D'EVIAN-LES-BAINS (see No 346); GENERALE ALIMENTAIRE SA (see No 327), etc.

\*\* The Swiss book-binding machinery firm MARTINI BUCHBINDEREIMASCHINEN-FABRIK AG, Frauenfeld, Thuringia (capital Sf 1.4 million) has formed a sales subsidiary MARTINI BUCHBINDEREI MASCHINEN GmbH, Offenbach, Main (capital DM 20,000; manager Herr T. Meier-Schweizer of Frauenfeld).

\*\* GREG-GARY INTERNATIONAL CORP, New York (see No 299) has formed a GmbH in West Germany with the same name (capital DM 100,000) to deal in minerals and metals, especially iron alloys. It will be managed by Herr H. Goldberg and domiciled at Köln-Deutz on the premises of FERRO-METALL & PYRIT GmbH, a subsidiary of SKANDINAVISKA MALM-OCH METALL AB, Stockholm.

\*\* PHILLIPS-RYAN, the industrial and financial group, has formed a holding company in Luxemburg, PHILLIPS-RYAN INTERNATIONAL SA. The new firm is to have Mr D. Hillsdon-Ryan as its managing director; all its (Lux f 6,500,000) capital has been furnished by Mr D.W. Phillips, who has transferred to it all his personal holdings in two of the Benelux companies in the group. Both of these handle the installation of machines and equipment for shoe-repairs, trouser-pressing, etc: they are MISTER MINIT SERVICES SA, Schaerbeek, Brussels (formerly SERVICES ASSOCIATES Sprl) and SERVICE BEDRIJF VOOR INDUSTRIE & HANDEL SERFIHA NV, Amsterdam.

The American group is headed by Mr D.W. Phillips, a Canadian now living in Monte Carlo, and by Mr D. Hillsdon-Ryan, an American living at Coligny, Geneva. It has two subsidiaries in London, PHILLIPS RYAN LTD and MISTER MINIT SERVICES LTD formed recently with a capital of £4,000; director Mr G. Brownlee of Brussels). Elsewhere, the group has owned SERVICES ASSOCIATES LUXEMBOURG since 1960 (capital shared 50-50 between Messrs D.W. Phillips and D. Hillsdon-Ryan); and one firm in Italy SERVIZI ASSOCIATI SpA, Milan; MERCHANDISING INTERNATIONAL SA, Geneva, and STAVA AG, Zurich, (formed at Zug in 1959) hold its Swiss interests.

\*\* The German radiator and central heating firm AUGUST BROETJE, Rastede, Ottenburg (see No 245) has formed a service company, BROETJE OELFEVERUNG GmbH (capital Sch 200,000; manager Herr W. Schuver) on the premises of its Austrian subsidiary BROETJE HEIZUNG GmbH, Hallein bei Salzburg (capital raised from Sch 12,000,000 to 13,540,000).

In West Germany the parent company controls BROETJE BETEILIGUNGS GmbH, BROETJE HANDELS GmbH, BROETJE GUMMI - & KUNSTOFFFABRIK GmbH (all at Rastede) and ZWING & CO, Hamburg.

\*\* With the approval of the ECSC High Authority, KLOECKNER & CO KG, Duisburg (see No 337) has taken control of GEBR HOFFMANN WERKZEUG-MASCHINEN GmbH, Hamburg (capital DM 3 million). This company sells machine-tools and has a branch in Düsseldorf.

\*\* The ball-bearing firm G. TRIONE & CO SpA, Turin (managing director Mr G.H. Bond) has formed a 60% Milan subsidiary FEDERAL-MOGUL RICAMBI Srl to sell components for engines, gear-boxes, pistons, bearings etc. The new company's president is Sig L Biscozzi and its capital lire 50 million; the other 40% in it is held by the American bearing company FEDERAL-MOGUL CORP (see No 347) which took control of Trione in 1963 (see No 251).

The American firm recently formed a West German sales subsidiary, FEDERAL-MOGUL GmbH (manager Mr R. Bruce). In Europe it also holds shares in MOGUL BOWER BEARINGS SA (a holding company at Zug, Switzerland, with an Antwerp branch), STE FRANCAISE DES COUSSINETS MINCES SA, Orleans, Loiret, EVER FABRICA DE RETENES SA, Bilbao, etc.

\*\* The dairy group PET MILK CO, Saint-Louis, Missouri (see No 326) recently gained control of HUSSMANN REFRIGERATOR CO, Saint-Louis (refrigeration equipment for the food industry, shops etc) and changed it into one of its own Divisions (see No 327). As a result the group has acquired further interests in Europe: an associate in West Germany, HUSSMANN GmbH, Frankfurt (see No 314) and numerous licensees: in France SA POUR TOUS APPAREILLAGES MECANIKES-SATAM, Paris (see No 325); in Germany SUMAK - SUEDEDEUTSCHE MASCHINEN & METALLWARENFABRIK WILH. WECKERLE KG, Stuttgart (see No 327); in Britain, HUSSMANN BRITISH REFRIGERATION LTD, London - subsidiary of YORK SHIPLEY LTD, London member of the Chicago group BORG-WARNER CORP (see No 274) etc.

The American group is associated with a Barcelona firm in the Spanish "snack foods" company MATUTANO & PETMILK SA, and controls the Swedish company A/B ESTRELLA, Gothenburg (a former subsidiary of the A/B MARABOU, Sundryberg group). A few months ago Pet Milk gave up its controlling interest in the confectionery factory PET HOLLAND NV, Leyden and more recently sold to CARNATION CO, Los Angeles its 35% holding in GENERAL MILK CO, Los Angeles which has numerous interests in the European dairy industry - see No 326 - and which recently set up its own holding company in Switzerland GENMILCO INC, Chur (capital Sf 13 million, president Mr W.D. Dobson).

ENGINEERING & METAL
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\*\* The mining and steel group TRAFIKAKTIEBOLAGET GRANGESBERG OXEL-OSUND, Stockholm (see No 311) has formed GRAN GESBERG-NYBY-FRANCE SA, Aubervilliers, Seine St Denis (capital Ff 100,000). The special and rustless steel products of the group's subsidiary NYBY BRUKS A/B, Nybybruk are already being distributed in France by SUEDINOX SA, Aubervilliers (see No 306), a joint subsidiary of MELISSON & CIE Sarl, Aubervilliers and TUNZINI SA, Paris (see No 335) which is represented in the new business by MM Tunzini, A. Duche and P. Touzard.

The Swedish group has more than 10,000 employees and a yearly turnover of more than Kr 800 million. It extracts almost 3,000 metric tons of ore (deposits at Grangesberg and Strassa) and produces about 400,000 tons of steel bars a year. Abroad, it has wholly-owned subsidiaries in France: SONOPAR SA (management); in Britain, GRANGESBERG (HOLDINGS) LTD and GRANGESBERG SHIPPING (LONDON) LTD; and in USA GRANGESBERG AMERICAN CORP. It has manufacturing interests in Belgium: 80.7% in the metal and hot foundry firm GRAVER SA, Willebroek and since 1964 (see No 273) a large holding in SA METALLURGIQUE D'ESPERANCE LONGDOZ, Liege.

\*\* CULLIGAN FRANCE SA, Paris (see No 320), an associate of the American water-processing firm CULLIGAN INC, Northbrook, Illinois, has formed two companies as part of the group's scheme to increase its network of concessionnaires on the French market. The new firms are CULLIGAN BEAUCE Sarl, Nogent-le-Phaye, Eure-et-Loir, (capital Ff 10,000), and CULLIGAN CENTRE Sarl, Morogues, Cher (capital Ff 30,000).



\*\* JOY MANUFACTURING CO, Pittsburgh (mining equipment, lifting and handling gear, oil rigs etc; see No 225) has formed a Luxemburg investment company, JOY MANUFACTURING HOLDING SA (president Mr D.Mason: director Mr A. Horn) in order to issue \$12.5 million 15-year convertible 4.5% bonds.

The American company is subscribing 52% of the new firm's \$2.5 million capital in the form of \$1.3 million credit on its French subsidiary JOY VILLE GOZET SA, Montlucon, Allier (capital Ff 13.2 million).

\*\* RHEEM MANUFACTURING CO, New York (boilers, air-conditioning, cooking and laundry equipment, metal packaging etc) has added to its European interests (see No's 292 & 258) a new subsidiary RHEEM-NEDERLAND NV, Haarlem. This will be directly controlled by RHEEM INTERNATIONAL INC, New York and the other shareholder is NV FABRIEK & HANDELSBUREAU "NEDERLAND", Haarlem, which makes safety valves, petro-chemical control instruments and traffic signals.

The new firm will make and sell natural gas burners for central heating.

FINANCE
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\*\* The broking firm COGGESHALL & HICKS, a member of the New York Stock Exchange, has opened a branch in Brussels (director Mr Von Hoyningen-Huene). The firm has offices in London (director Mr J.B. Reid) and its "general partners" include Mr F. Van der Elts, Brussels.

\*\* Mr E.M. Pearson of London and Mr G. Kummer, a Zurich banker, have been elected to the board of the investment company PROFINA SA, Luxemburg which has had its capital increased to Lux F 21 million. Profina was formed at the end of 1961 by BANQUE INTERNATIONALE A LUXEMBOURG SA.

\*\* ISTELE, LEPERCQ & CO INC, New York (investment bankers) which manages ISTELE FUND INC (see No 335) has taken the name of LEPERCQ, DE NEUFLIZE & CO INC which is more in keeping with its membership of the banking group DE NEUFLIZE, SCHLUMBERGER MALLET & CIE SCS, Paris (see No 344) through DE NEUFLIZE, SCHLUMBERGER & CIE (see No 341). The New York firm was taken over by the French bank in 1958 when the name was changed to ISTELE LEPERCQ & CO instead of ANDRE ISTELE & CO as it was called after its founder M.A. Istel who established it in 1947 and whose family in 1919 formed SCHLUMBERGER, ISTELE & CIE, Paris. This was a private bank which became SCHLUMBERGER & CIE in 1924 and whose partners joined DE NEUFLIZE & CIE in 1945 to form the present firm which is now being merged with MALLET FRERES & CIE Snc, Paris (see No 335).

\*\* FINETUPAR-FINANCE, ETUDE, PARTICIPATIONS SA was formed a few months ago in Luxemburg by the civil engineering group IMPRESA ASTALDI-COSTRUZZIONI & LAVORI PUBBLICI SpA, Rome (see No 254) together with CREGELUX-CREDIT GENERAL DU LUXEMBOURG SA. It has now had its capital raised to Lf 100 million, all subscribed by SOCOGEN-STE DE CONSTRUCTIONS GENERALES SA, Lausanne (see No 316).

\*\* MIDLAND BANK LTD, London (see No 292) is, after SAMUEL MONTAGU & CO, (original shareholder - see No 239), the second British bank to become a minority shareholder in the investment and finance company EUROPEAN ENTERPRISES DEVELOPMENT-E.E.D. SA, Luxemburg (president General G.F. Doriot - see No 337). This firm was formed towards the end of 1963 by 20 European and American banks in order to give financial aid and to act as an advice bureau to any firms with new ideas or wanting to apply new techniques. Its advisers include AMERICAN RESEARCH & DEVELOPMENT CORP.

\*\* INSUD-NUOVE INIZIATIVE PER IL SUD SPA, Rome (see No 326) has formed a finance company in Rome called STA FINANZIARIA AGRICOLA SpA (capital Lire 1,000 million) which is to promote agricultural development in this area. INSUD- is taking part in a government programme to encourage industrial developments in Southern Italy.

Other shareholders in the new firm, apart from the state-owned company CASSA DEL MEZZIOGIORNO are mostly regional banks such as: BANCO DI NAPOLI SpA, Naples, BANCO DI SICILIA SpA, Palermo, BANCO DI SARDEGNA SpA, Cagliari, and BANCO DI SANTO SPIRITO SpA, Rome.

\*\* BANQUE DE L'INDOCHINE SA, Paris (see No 347) has formed a company in that city by the name of STE D'ETUDE, DE GESTION ET D'INFORMATION SA; this is an investment company which will also handle industrial, agricultural and commercial securities. Its president is M. B.G. Picot and its initial capital (Ff 100,000) is shared as follows: 80% to Banque de l'Indochine, 10% to SOGESCALE-STE DE GESTION CALEDONIENNE, 6% to INDOCHINE PARTICIPATIONS SA (see No 259), 2.5% to GESTINDO SA, and 1.5% to STE DE GESTION PARISIENNE-SOGESPAR SA, all of which are members of the group.

Banque de l'Indochine is a large merchant bank with interests both in France and abroad (in Britain, Hong Kong, Japan, Laos, Malaysia, New Caledonia, Switzerland, Thailand and the Union of South Africa) held either by branches or by subsidiaries. For a matter of months now it has been negotiating a link-up with UNION EUROPEANNE INDUSTRIELLE & FINANCIERE, a bank in the group SCHEIDER & CIE, with a view to resuming its banking activities. It controls quite a number of investment and stockbroking concerns: SODICI-STE DE DEVELOPPEMENT IMMOBILIER, COMMERCIAL & INDUSTRIEL SA (see No 309), SOGEPI-STE DE GESTION ET DE PLACEMENTS IMMOBILIERS SA (see No 127), SIFEG-STE IMMOBILIERE & FONCIERE D'ETUDES & DE GESTION SA (see No 309), SOFICA-STE FINANCIERE CALEDONIENNE SA (see No 172) etc.

\*\* STE DE CONTROLE FIDUCIAIRE SA, Brussels is the main founder of MANAGEMENT SERVICE SA, Brussels (capital Bf 400,000) which will be concerned with research and financial analysis for management consultancy. Controle Fiduciaire is linked with TOUCHÉ, ROSS, BAILEY & SMART, London and New York (financial advisers, accountants and taxation experts). The other founders of the new Brussels firm are Messrs M.J. Blackburn and D. Jennings (partners in the London firm), P.S. ROSS & PARTNERS, Montreal, Quebec, and ADVIESBUREAU VOOR ECONOMISCHE BEDRIJFSLEIDING MANAGEMENT SERVICE NV, Helmond, Netherlands.

\*\* The Dutch bank F. VAN LANSCHOT, 's-Hertogenbosch (see No 253) has formed a 74% subsidiary VERMEER & CO'S BELEGGINGSCOMPAGNIE NV there to hold shares in its Amsterdam associate VERMEER & CO. The new firm's capital is Fl 2 million and the other shareholders are the bankers, Mr H.C. Veltman (10%), Mr J.F. van Santen (8%) and Mr S.J.H. van Hengel (8%).

\*\* STE FRANCAISE DE PLACEMENT SA, Paris (capital Ff 14,150,000) is negotiating the take-over of STE FINANCIERE INTEROCEANIQUE SA, Paris (capital Ff 9,550,000); both are finance companies linked with the group LA FORTUNE CIE D'ASSURANCES MARITIMES & TERRESTRES SA, Le Havre. Interoceanique (president Mme A. Chegaray) is owned by STE PARISIENNE DE PLACEMENT SA, Paris and CORIP-CIE DE REALISATIONS IMMOBILIERES & DE PARTICIPATIONS SA, which was formed in April 1963 and is directed by SA FRANCAISE POUR LE DEVELOPPEMENT DU COMMERCE ET DE L'INDUSTRIE, Paris and LA MARINE MARCHANDE - CIE D'ASSURANCES MARITIMES & TERRESTRES SA, Le Havre. The latter is itself linked with La Fortune through crossed shareholdings and several common subsidiaries.

La Fortune's acquired in 1965 GAPIC-GROUPEMENT AUXILIAIRE DE PARTICIPATIONS INDUSTRIELLES & COMMERCIALES SA (linked with L'UNION DES MINES LA HENIN SA - see No 334) from CIE GENERALE INDUSTRIELLE POUR LA FRANCE & L'ETRANGER SA (a member of the ELECTROBEL SA group, Brussels - see No 291).

FOOD & DRINK
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\*\* HAG AG, Bremen, wholesalers of coffee, decaffeinated coffee, powdered chocolate etc (capital DM 20 million) has opened a Strasbourg branch under Herr L. Garwes (director). The German company, which has a yearly turnover of about DM 200 million, employs about 2,000 workers. It controls twelve similar firms in Bremen and has a Swiss subsidiary KAFFEE HAG AG, Feldmeilen, Zurich (capital Sf 5 million).

\*\* GENERALE ALIMENTAIRE SA, Neuilly, Hauts-de-Seine, (capital increased from Ff 32,360,000 to Ff 42,720,000; see No 344) is regrouping. It has taken over two bakeries in Besancon, Doubs; G. LADNER & CIE Sarl (capital Ff 1,650,000) and PAINDOR SA (capital Ff 500,000), and has finished taking over: GRANDES VINAIGRERIES EXALTIER SA, Lyons, (capital Ff 600,000; see No 344); ETS DELESPAUL-HAVEZ SA, Lille (Ff 5,320,000) and its subsidiary CONFISERIE FEMINA-CONFISERIE LILLOSA SA, Loos-lez-Lille, Nord (Ff 520,000).

\*\* Two French confectionery firms, both at Roubaix, CHOCOLATERIE CONFISERIE SAINT-PIERRE Sarl and CONFISERIE FINE LAMY LYON SA (capital Ff 5,600,000 and 1,800,000 respectively) are to merge. They will form a new company SIPA-STE DES PRODUITS D'ALIMENTATION SA, Roubaix, (capital Ff 3,120,000).

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\*\* BRASSERIES PELICAN Sarl, Lille (capital Ff 2,090,000) which makes quality beers ("Pelforth", "Pelican Pils" etc) has formed a sales subsidiary at Krefeld, Germany: PELFORTH VERTRIEBS GmbH (capital DM 40,000; manager M.J. Bonduel of Croix, Nord). The French company, whose supervisory board is presided over by M. A. Deflandre, is controlled by three family groups of the Nord region: Boucquez (44%), Bonduel (33%) and Deflandre (23%).

\*\* The wine growers CHR. ADT. KUPFERBERG & CO KGaA SEKTKELLEREIEN GEBR. 1850, Mainz, West Germany (producers of "Sekt" sparkling wine) has formed an almost wholly-owned subsidiary in Paris, CHAMPAGNE ARTHUR BRICOUT & CIE Sarl (capital Ff 350,000). The new company, run by Herr J. V. Ziegelmeyer and Herr C. A. Kupferberg, will make and sell wines.

\*\* The New York soft drinks and foods group PEPSICO INC (see No 323) has granted sole Belgian rights for its Pepsicola trade mark to GENERAL SOFT DRINKS SA, Schaerbeek, Brussels (see No 331). This new firm is owned by FINANCIERE JOSSE ALLARD FINALLARD SA, Brussels and by the mineral water group SPA MONOPOLE SA, Spa (see No 297).

The latter, which is linked to the French groups FIEVET (FROMAGERIES BEL), LA CARBONIQUE FRANCAISE and the Belgian group WILEMANS, controls two firms in Brussels SPONTIN-CIE GENERAL DES EAUX MINERALES GAZEUSES SA, (see No 186) and GENERAL DRINKS BRUXELLES SA (formerly MONOSPA SA). In Deurne, Antwerp, it owns GENERAL DRINKS SA. The American group has had a marketing subsidiary in Brussels since 1958, PEPSI-COLA (BELGIUM) SA.

\*\* CIP-ZOO SpA, Brescia headed by Dr E. Guarneri is taking over three firms with which it has links and which like it specialize in poultry products: SOC ITALIANA DRESSING-SID SpA, Brescia (capital Lire 200 million), CIP-ZOO EMILIANA SpA and CIP-ZOO SUD SpA.

CIP-ZOO is an associate of MOTTA SpA-SOC PER L'INDUSTRIA DOLCIARIA & ALIMENTARE SpA, Milan (see No 342) with which it has a joint poultry-rearing subsidiary OVO MOTTA SpA, Gavardo, Garda. It will shortly double its capital to Lire 3,000 million as a result of these operations. In 1964 the group had a turn-over of Lire 2,800 million. It has several centres for raising poultry and producing eggs: San Martino d'Iseo, Botticino, Pescheria, Montichiari, Savio di Ravenna etc. Two associated companies will be unaffected by the centralization: CIP-ZOO FRIULI Sas and CIP-ZOO BRIANZA Sas.

\*\* ROWNTREE & CO LTD, York (chocolate, confectionery and biscuits - see No 310) has formed a French branch at La Garenne-Colombes, Seine (director Mr N.C. Jorritsma) for its Brussels subsidiary ROWNTREE (BELGIUM) SA, president Mr S.A. Free.

Rowntree has been a partner for two years now with the German company STOCKMANN-WERK KG, Hamburg-Wandsbek (see No 273) in STOCKMANN-ROWNTREE & CO

GmbH (see No 282)

The Directors

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\*\* BRASSERIES PELICAN Sarl, Lille (capital Ff 2, 090, 000) which makes quality beers ("Pelforth", "Pelican Pils" etc) has formed a sales subsidiary at Krefeld, Germany: PELFORTH VERTRIEBS GmbH (capital DM 40,000; manager M.J. Bonduel of Croix, Nord). The French company, whose supervisory board is presided over by M. A. Deflandre, is controlled by three family groups of the Nord region: Boucquez (44%), Bonduel (33%) and Deflandre (23%).

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Rowntree has been a partner for two years now with the German company STOCKMANN-WERK KG, Hamburg-Wandsbek (see No 273) in STOCKMANN-ROWNTREE & CO GmbH (see No 282). The British group's other Common Market interests include a sales associate in Amsterdam: ROWNTREE INDUSTRIE & HANDELSMIJ NV (director Mr C. Jorritsma) and a wholly-owned subsidiary in Milan, formed a year ago, ROWNTREE (ITALY) SpA with a branch at Bologna (see No 309).

**IRON & STEEL**

\*\* An agreement signed in Paris between the steel groups SCHNEIDER & CIE Sca (see No 346) and CIE DES FORGES & ACIERIES DE LA MARINE, DE FIRMINY & DE SAINT-ETIENNE SA (see No 335) - through its 94.1% subsidiary BANQUE GENERALE DE CREDIT & DE PARTICIPATION (SAGA) SA, Paris - has resulted in the formation of FEIR-FABRICANTS, EXPORTATEURS, IMPORTATEURS REUNIS SA, Neuilly, Hauts de Seine (capital Ff 1 million).

**OIL, GAS & PETROCHEMICALS**

\*\* TRAVAUX SOUTERRAINS SA, Paris (capital Ff 5,436,000; see No 303), in which principal shareholders are BLANZY OUEST SA, Paris, and THE CEMENTATION CO LTD, London, is negotiating the transfer of its oil-prospecting division to FORASOL SA, Paris (capital Ff 7,500,000). Travaux Souterrains is already co-operating with the latter on this sort of work, mainly in Australia and Senegal; at present this is done through, FOMARER SA, Paris (see No 277) which it owns jointly with COSIFOR SA, Paris, NV WERF GUSTO V/H FIRMA A.F. SMULDER, Schiedam, and ENTREPRISES ACKERMANS & VAN HAAREN SA, Antwerp. Forasol, in its turn, is owned 65-35 by SOLETANCHE Sarl, Paris (linked with HOLDING RODIO AG, Zurich; see No 292) and CIE FRANCAISE DU SAHARA SA, Paris.

\*\* The work of forming TOTAL AMERICAN INC at Wilmington, Delaware has now been completed and M.E. Dalemont, director of C.F.P.-CIE FRANCAISE DES PETROLES SA, Paris has been appointed as its president. The new firm is empowered to retain the shareholding of approximately 33% in LEONARD REFINERIES INC, Alma, Michigan (refining, transporting and distributing - see No 346), which CFP acquired recently.

**PAPER & PACKAGING**

\*\* AVERY PRODUCTS INC, San Marino, California recently formed ROTEX NV (capital Fl 500,000 - see No 344). Both companies' machinery and adhesive products for packaging are now to be sold by ROTEX GmbH (capital DM 400,000), which will be managed by Mr R.A. Nelson from California. The new company is domiciled at Düsseldorf on the premises of the group's other German subsidiary, FAR HANDELSGES FUER SELBSTKLEBEPRODUKTE mbH (formerly FASSON SELBSTKLEBEERZEUGNISSE VERTRIEBS GmbH).

**PHARMACEUTICALS**

\*\* ORLACO SA, Vaduz, Liechtenstein, a holding company, has financed a marketing company in Milan ORLACO FARMCEUTICI SaS (capital lire 10 millions). This is to be managed by Sigs A. Armellini and M. Brusafferri, and is to handle imports and exports of cosmetics and pharmaceuticals.

\*\* C.F. BOEHRINGER & SOEHNE GmbH, Mannheim, Waldhof (see No 292), the German chemicals and pharmaceuticals group, has set up a 90% subsidiary in Milan BIOCH-EMIA Srl, to make and market pharmaceutical, biochemical and dietetic products. The new firm, (to be managed by Herr F.W. Junker, Heidelberg) has capital amounting to lire 10 millions, the balance of which will be retained by the group's holding company in Mannheim, AESKULAP BETEILIGUNGS GmbH (see No 235). The group has several other sales subsidiaries abroad, especially in the Benelux countries: BOEHRINGER PHARMA SA, Brussels (see No 235), and C.F. BOEHRINGER & SOHNE ( NEDERLAND) NV, Amsterdam.

A German pharmaceuticals group with a similar name to the one in question, C.H. BOEHRINGER SOEHN oHG, Ingelheim, Rhine (see No 292) already has a sales branch in Milan, BOEHRINGER PRODOTTI CHIMICI FARMACEUTICI SpA (president Herr C.G. Hengelhorn).

### PLASTICS

\*\* CHEMISCHE WERKE ALBERT, Wiesbaden, Bieberich, (see No 312), in which since 1963 the majority shareholder has been the group FARBWERKE HOECHST AG VORM. MEISTER LUCIUS & BRUENING, Frankfurt, has assumed complete control of the Danish firm POLYPLEX DANISH AMERICAN PLASTICS CO A/S. This firm employs about 100 people, has an annual turnover of some \$2.4 millions and is the only maker of synthetic resins in Denmark. Since 1954, some of its production has been under licence for the German firm. Its sales extend throughout Scandinavia.

Chemische Werke Albert, which recently opened a sales branch in Vienna, ALBERT CHEMIE GmbH, has a number of wholly-owned subsidiaries in Wiesbaden, none of which are operating at present: HOLZGEWINNUNGS GmbH, GEORG KARL ZIMMER GmbH, "LINDE" CHEM-PHARM PRAEPARATE GmbH and ALBERT EMULSIONWERK GmbH. It also has various West German and overseas interests, in particular a 50% share in DUENGEMITTELTECHNIK AG, Basle, (which sells crushers and granulators for manure), 50% in ALBERTA ARGENTINA SA, Buenos Aires (chemical products for the meat-canning industry), 16% in THOMASMEHL GmbH, Cologne (recovery of basic slag and blast-furnace residues), 5% in ROPHOSPHAT GmbH, Hamburg (buying and selling raw phosphates), and 2.4% in DUISBURGER KUPPERHUETTE, Duisburg (buying and using iron pyrites residue), which is a joint subsidiary (30.2% each) of the HOECHST, BAYER and BASF groups.

### TEXTILES

\*\* On account of the shortage of female labour in Germany KEMPER & CO KG, Krefeld, Dortmund and Berlin (ready-mades) has decided to set up a factory in Italy employing about 300 people, about 85% of whom will be women. Negotiations with La Spezia authorities are already under way.

Another similar German firm, KLEPPER-WERKE KG, Rosenheim, Upper Bavaria, (which also makes sports and rain-wear and textile materials for camping (tent canvas etc) recently decided to do the same thing at Vicopisano, Florence, where it is building a factory mainly to supply the German market. Klepper-Werke already has two foreign subsidiaries OESTERREICHISCHE KLEPPER-WERKE GmbH, Kufstein, Austria and HANS KLEPPER CORP, New York.

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\*\* ETS AGACHE SA, Perenchies, Nord (see No 268) the biggest European flax-spinning firm, has taken a large shareholding in another firm in the industry FILATURES & FILTERIES DE FRANCE SA, Lille, which has its spinning works at Lille and its filtering plant at Commines, Nord.

Agache (which is increasing its capital from Ff 25 millions to Ff 37, 500, 000) sold its own Filtering Division in 1965. This represented less than 5% of Agache's total turnover, before it was taken over by DOLLFUS MIEG & CIE SA, Paris (see No 343).

\*\* E. SORGE MECH WEBEREI, Neuenhausen-Nurtingen, Wurttemberg is taking over BUNTWEBEREI R.W. SINKWITZ, Zell, Aberfranken. Both are textile firms, whose products are complementary (decorative weaves in the first case and furnishing fabrics in the second).

TRADE
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\*\* SEARS, ROEBUCK & CO, Chicago, Illinois, the first world-wide mail-order organization (see No 328) (which already has shops in Brittany) is opening Paris offices for its Delaware subsidiary SEARS, ROEBUCK OVERSEAS INC.

The American group, which employs 275, 000 people and has an annual turnover of some \$ 5, 700 million, already has a number of subsidiaries in Europe: SEARS, ROEBUCK & CO, London, SEARS, ROEBUCK & CO GmbH, Frankfurt, and ESTABLECIMIENTOS SEARS ROEBUCK SA, Madrid, which is building stores in Madrid and Barcelona that represent an investment of \$ 4 millions.

\*\* E.F. MACDONALD CO, Dayton, Ohio (see No 195) - specialists in sales promotion and organization and selling campaigns - has gained control of MINIMAX SUPER-MERCATI SpA (capital raised to Lire 130 million in 1964 and can be raised again at the discretion of the board to Lire 625 million); and of BALL INTERNATIONAL SA, Brussels (see No 341) on whose board it is already represented by its own chairman Mr E.F. MacDonald and its financial director Mr M.I. Cutlin - as on that of TOPS SA, Brussels, which is linked with Ball.

The American group has had a subsidiary in Milan for some time: E.F. MACDONALD CO ITALIA SpA and another in Brussels: E.F. MACDONALD CO BELGIUM SA. Its other European subsidiaries include: E.F. MACDONALD CO & CIEV REUNIES SA, Paris, (which has incorporated two of the group's companies since last year, one under its own name formed at the end of 1960 - see No 83 - the other CIE INTERNATIONALE D'ETUDES & DE VENTES - CIEV SA); E.F. MACDONALD CO VERKAUFSFOERDERUNG GmbH, Frankfurt; E.F. MACDONALD INTERNATIONAL SA, Fribourg, Switzerland - which in 1961 took over E.F. MACDONALD SA, Geneva - represented in Brussels by a branch MUSIC CORP BENELUX, directed by Mr R. Liebens - and which is responsible for most of the group's European interests); as well as subsidiaries in the Netherlands, Scandinavia etc. It has had a British subsidiary for some time (a firm of its own name in London directed by Mr K.H. Gazzard); also last year it gained control of SALES ANALYSIS INTERNATIONAL LTD.



\*\* ETS DELHAIZE FRERES & CIE "LE LION" SA, Brussels, (see No 324) has secured the Belgian distribution rights for the whole range of 'Nicolas' wines, from the best vintages to ordinary non-vintage varieties. This follows the terms of a contract signed with NICOLAS EUROPE Sarl, Charenton le Pont, Val-de-Marne (capital Ff 50,000), which was formed in February, 1965 (see No 292) to promote sales abroad for the wine group.

The Belgian company has a network of 295 branches, 23 supermarkets and 734 tied retailers: it realised a turnover in 1965 of Bf 3,200 millions. It has no financial connections with Ets Louis Delhaize SA, Ransart les Charleroi, which does, however, have an interest in the French chainstore DOCKS DU NORD - LES ECO SA, Madelaine lez Lille (see No 342).

\*\* SIRCE -SOC PER L'INCREMENTO DEI RAPPORTI COMMERCIALI CON L'EST-ERO SpA, Milan has formed a 50-50 partnership with the Paris import-export group J.A. GOLDSCHMIDT SA (grain and foodstuffs - see No 346) for Italian sales of food products and raw materials. A new subsidiary GOLDSCHMIDT SpA (capital lire 20 million, president M. M. Goldschmidt) is being formed in Milan (where the French group has just formed GOLDSCHMIDT ITALIANA SpA).

#### TRANSPORT

\*\* KUHNE & NAGEL KG, Bremen (see No 268), the transport group, is rationalizing and has formed a company to specialize in packing industrial products for sea freight called EUROPACK VERPACKUNGSGES. FUER INDUSTRIEGUTER mbH, Bremen (capital DM 100,000). It has agencies, branches, representatives or subsidiaries, in 31 countries and is re-organizing through its recently-formed subsidiary KUHNE & NAGEL SPEDITIONS AG, (capital DM 10 million): in this firm the members of the Kuhne family are nominees holding DM 3 million.

Apart from its numerous interests in West Germany, and especially in Hamburg, the group has subsidiaries or large shareholdings abroad: in Greece, HELLENIC AND INTERNATIONAL TRANSPORT CO 'PROODOS' SA, Thessalonika; in Italy, KUHNE & NAGEL Srl, Milan; in Switzerland, KUHNE & NAGEL AG, Basle, Zurich; in The Lebanon, STE DE TRANSIT ORIENTAL SAL; in Brazil, KUHNE & NAGEL DO BRASIL TRANSPORTES INTERNATIONAIS LTDA; and in South Africa KUHNE & NAGEL Pty Ltd.

#### TOURISM

\*\* TRIGANO VACANCES SA, Paris, whose capital was raised recently from Ff 12 to 14 million (see No 332) has formed ALESIA VACANCES Sarl, Paris (capital Ff 30,000) to sell camping, sailing and caravanning goods. Its partner is AROUET SPORT Sarl, Chatenay-Malabry, Hauts-de-Seine (capital Ff 60,000).

Trigano's main shareholders are CIE FINANCIERE SA (E. de Rothschild group), CIE FINANCIERE HAUSSMANN SA (SELIGMAN & CIE SA group) and PANAGEST-PANAMANIAN MANAGEMENT CORP, Panama.

VARIOUS
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- \*\* The Danish flooring and timber products company JUNCKERS SAVVAERK AB, Koge, has formed a Dutch sales company JUNCKERS NEDERLAND NV, The Hague, and shares its Fl 100,000 capital 50-50 with the Dutch industrialist J.A. van 't Verlaat.
- The founding company has several subsidiaries and associated companies: in Denmark, DANSK FLISFYRING AS, JUNCKERS TRAEKEMI AS, SYLVADAN AS; in Britain, JUNCKERS LONDON LTD; in Norway, MAARUD PANEL AS; in Sweden JUNCKERS PARKETT AB; in West Germany, JUNCKERS PARKETT GmbH.
- \*\* RENKL GmbH, Hafenlohr, the German children's bedding and wooden furniture firm has set up a sales subsidiary in Rome, PAIDI ITALIANA Srl (capital lire 3 millions). The new subsidiary is to be headed by M.H. Renkl, who owns the parent company, through RENKL VERWALTUNGS GmbH, and also PAIDIWERK HEINRICH RENKL KG. The German company also opened a subsidiary recently in Paris, PAIDI FRANCE; Sarl (see No 333).
- \*\* CALZATURIFICIO MAGLI SpA, Bologna, the Italian shoe-making firm, has set up a subsidiary in London with Mr P.J.B. Reynolds as its manager. The Italian firm (capital lire 300 millions) is headed by Sigs B. Magli and Fr Marabini.
- \*\* UNITED FRUIT CO, Boston, Massachusetts (see No 303), which already has complete control of the Belgian firm ETS N.M. SPIERS AND SON NV, Antwerp, which markets fruit, vegetables and tinned food, has formed a second wholly owned subsidiary in that country called GARAGE DUKE NV, Antwerp, (capital Bf 2,500,000). The new firm is to deal in automobiles and in the garage and parking lot business.
- \*\* BABYBOTTE GmbH, Essen, which is the marketing branch in Western Germany for footwear produced by BIDEGAIN SA, Pau, Basses-Pyenees (see No 143) has now become BABYBOTTE VERTRIEBS- UND HERSTELLUNGS GmbH (capital DM 20,000 - managers Messrs A Metz, Essen and B. Desmartis, Morlaas, Basses-Pyenees, who is the export director of the French company). It has a sister company in Brussels BABYBOTTE Sprl, which in its turn has a subsidiary in Lombardy called BABYBOTTE ITALIANA SpA.
- \*\* HOLSTEIN & KAPPERT MASCHINENFABRIK PHOENIX GmbH, Dortmund, Wambel, which makes processing equipment for drinks and filters for the chemical industry, has set up a marketing subsidiary in Salzburg called HOLSTEIN & KAPPERT GmbH (capital Sch 100,000) to be managed by Messrs W. Backhaus, Dortmund, and H. Stöcker, Salzburg.
- \*\* The German firm (capital Dm 3,750,000) has had a subsidiary in Switzerland since August 1962, sited at Trimbach, Soleure (see No 165) and named HOLSTEIN & KAPPERT GmbH. This company is owned jointly with its Dortmund subsidiary ROSISTA GmbH. There is also a licensee in Britain; the Leicester firm GIMSON & CO LTD (see No 186).
- \*\* WILHELM ROEDIGER ANLAGENBAUGES, Hanau, the German effluent-processing firm, has opened a subsidiary in Basle, Switzerland, ROEDIGER AG (capital Sf 50,000); its president will be the owner of the founding company Herr W. Roediger.

\*\* VIBRO-VERKEN A/B, Stockholm has formed a sales subsidiary in Hamburg to handle the West German distribution of its civil engineering equipment, especially its vibrators; the new firm (capital DM 200,000; manager Herr W. Hofer) is to be called VIBRO-VERKEN VERTRIEB GmbH.

Vibro-Verken is controlled by the estate-building company SKANSKA CEMENT A/B, Stockholm and Malmö, and has subsidiaries in Denmark, Finland, Italy (VIBRO-VERKEN ITALIANA SpA, Milan), Norway and the USA (VIBRO-PLUS PRODUCTS INC).

\*\* CIE DE SAINT-GOBAIN, Neuilly, Hauts-de-Seine, (see No 346) has formed a 30-70 company with the Norwegian group CHRISTIANIA GLASMAGASIN A/S, Oslo, called DRAMMENS GLASVERK A/S (capital Kr 10 millions). It is to operate a production-line for window-glass as patented by the French group, which will be represented on its board of directors by MM P. Bertrand and A. Lecron. This is the first such arrangement to be made between St Gobain and the Oslo group, which specialises in stout and toughened glass and double-glazing, and controls two other firms, DRAMMENS GLASMAGASIN A/S, Drammen, and EMIL OLSEN & CO A/S, Oslo.

St Gobain made its first financial sally into Scandinavia as far back as twenty years ago, when the group formed a company in Sweden called EMMABODA GLASVERK A/B (which makes extruded glass; see No 284). In addition to this it has shareholdings in TREMPLEX A/B, Eslov, Halmö, and in GULLHOEGENS MINERALULL A/B, Billesholm and Söraker (the latter jointly with A/B GULLHOEGENS BRUK A/B, Skövde - see No 228 - which is a member of the group INDUSTRIVARDEN A/B, Stockholm).

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Nyby Bruks	p.H	Van Lanschot	p.K
		Vermeer	K
Organico	E	Vibro-Verken	R
Orlaco	M		
		Wendel	F
Paidi	Q	Werf Gusto etc	M
Panamanian Management	P		
Parisienne de Placement	K		
Pepsico	L		
Pet Milk	H		
Phillips - Ryan	G		
Polyplex	N		
Renkl	Q		
Rheem Mfg	I		
Roediger	Q		
Rotex	M		
Rothschild Freres	F		
Rowntree	L		
SCAC	F		
Schneider	M		
SCR	E		
Sears Roebuck	O		
SIBELCO	E		
SIR	D		
SIRCE	P		
Skanska Cement	R		
SNPA	E		
SOCOGEN	I		
Soletanche	M		
Sorge Mech Weberei	O		
Spa Monopole	L		
St Gobain	F,R		
Suedinox	H		
Total American	M		
Touche, Ross, Bailey and Smart	J		
Trafik AB Grangesberg Oxelosund	H		
Travaux Sonterrains	M		
Trigano Vacances	P		
Trione, G.	G		
Tunzini	H		
Unipol	D		
United Fruit	Q		

