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A WEEKLY REPORT ON THE ECONOMY OF THE COMMON MARKET

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October 7, 1965

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Opera Mundi **EUROPE**

A WEEKLY REPORT ON THE ECONOMY OF THE COMMON MARKET

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THE WEEK IN THE COMMUNITY
September 27 - October 3, 1965
From our Correspondents in Brussels and Luxembourg

* * *

THE COMMON MARKET

European Outlook - Visibility Poor

The events of the past week have renewed hopes for the renewal of contact between the Six and even for final agreement on the problems of the Common Market. However, it is also clear that the political differences between France and the Five go far beyond the financial regulation on agriculture and the question of majority voting in the Council of Ministers. There has even been talk in France of an 'agonizing reappraisal' of the relationship between Europe and the United States. M. Maurice Schumann, who used this expression, was only giving his personal views but it is generally considered that as a spokesman of the Free French during the war, he is close to General de Gaulle, and knows the way the Fifth Republic is moving.

M. Schumann, who was summoned by the "Junior Bar" of Brussels to a public discussion with M. Spaak, the Belgian Foreign Minister, took pains to prove that General de Gaulle had never had any intention of using the crisis as a pretext to end the Common Market nor of "burning the Treaty of Rome". He recalled the solid support continually given by France under de Gaulle to the Common Market and the advantages it had received from her. This attitude has been endorsed by other leading French figures: M. Pierre Masse, who is in charge of France's five year economic plan, declared that the Fifth Plan remained firmly based on the idea that the Common Market was going to continue, and M. Georges Pompidou, the Prime Minister, speaking in the Ardennes, referred to the Common Market as a finished product by 1970. The different groups of manufacturers, trade unionists, farmers, etc in the Common Market's Economic and Social Committee also voted unanimously in favour of the continuation of the Community. In fact the Common Market has rarely been the object of such universal affection - provided that "market" remains the operative word.

What really matters is, of course, a willingness to come to terms, so this general approval of the Community and its works is encouraging, especially as there is also a certain degree of concensus as to how this could be achieved. At his meeting with M. Schumann, M. Spaak had an opportunity publicly to define the suggestions he had made (see No 324) which had received the rather grandiloquent title of the "Spaak Plan". This plan seems to have gained the support of the Five as Ambassador Venturini, the Italian Permanent Representative to the Community, went specially to New York, after long discussions with M. Spaak and President Walter Hallstein of the Common Market Commission, to discuss the subject with his chief, Sig Fanfani (who was there as President of the United Nations Assembly). The Italian Foreign Minister has now decided to be present at the Common Market Council of Ministers meeting on October 25, over which he will also preside (since Italy is in the chair at the moment). Better still, according to a release from Agence France Presse on September 30, sources close to the French Government have indicated that the Belgian proposals are agreeable to Paris,

since a meeting of the Common Market Council without the presence of the Commission would constitute the kind of "intergovernmental" meeting they seek. There is still one remaining difference of opinion: the date of this meeting. M. Spaak is anxious about the growing paralysis of the Common Market and wishes to hold it already in November. M. Schumann and the Agence France Press have both indicated that it will be impossible before the French Presidential elections in December. It would be difficult to oppose Paris on this point. Besides, if from now on France relaxes her "empty chair" policy slightly, it is likely that the prospect alone of the "intergovernmental" meeting will be enough to revive the Community's activities.

The dispute about the institutions of the Community also seems less bitter.

Commission No Longer a Whipping Boy?

The first problem on which a compromise seems possible is the role of the Common Market Commission. M. Schumann said that France was not seeking a revision of the Treaty which would abolish its functions or even remove the Commission from Council meetings. The Commission undoubtedly exercised a very important role in 1963 and 1964 which deserved recognition. Its mistake in 1965 - which had made it powerless - was to see itself as the embryonic embodiment of European political power, which it could never be. So, according to M. Schumann, if the Commission kept to its proper place and operated scrupulously within the limits of its functions, France would be satisfied.

At the same time, the role and powers of the Commission were being described to the Economic and Social Committee of the Community by President Hallstein with his judicial exactness. It cannot be said that his interpretation was abusive or even wide-ranging. He emphasized that according to the Treaty, the Commission had only limited powers of initiation and could decide only minor questions. The Executive's main role was above all to reconcile the national interests of the Member States. This function would never be carried out if it were to be based once more on the old-fashioned use of force (which was probably a reference to the way in which France had slammed the Community's door).

Given the Commission's modest claims, M. Spaak was in a better position to defend it firmly. Several times, in his "Junior Bar" speech, he acted as counsel for President Hallstein and his colleagues. Although he admitted that they had made a tactical error on June 30 by not immediately offering alternative proposals, (with more chance of being accepted) he had no desire to carry his criticisms further. "The members of the Commission", he said, "are not irresponsible technocrats. They have fulfilled their function conscientiously and they have been precisely what we wished them to be: the engine of the European Community". There could be no question of revising the Treaty of Rome on this point since the success of the Common Market "is due mainly to the system based essentially on negotiation between the governments and the European organization itself, that is, the Commission". If this movement continues the time will come when the Commission will no longer be the "whipping-boy" of the crisis and even

its severest critics may be satisfied, as far as revising the Treaty goes, with the lesson of June 30.

Majority Voting: More Practice than Principle

On the second element in the dispute also, the question of majority voting which is supposed to come into force on January 1, 1966, M. Spaak did not yield on the principle. He remained true to the "European conception" and did not see how there can be any "valid and effective international organization if one opposes the possibility of allowing international authority to operate properly" (by abolishing the right of veto). Was there, therefore, no chance of agreement with France? A closer examination of General de Gaulle's statements at his press conference made M. Spaak feel that what was required was not so much a radical revision of the Treaty as a simple re-interpretation of majority rule. He felt revision would be totally unacceptable to the Five. However, if it was only a question of giving the majority voting rule a different interpretation (the French could specify this officially at the meeting M. Spaak has proposed) "a discussion between men of good faith and aims, whose main aim is to save the Common Market, is a useful discussion".

Certain French objections, such as that the common agriculture policy already agreed could be reversed after January 1, if against French interests, seemed absurd to M. Spaak, and insulting to France's partners. In any case, the problem of the majority vote was "at the same time an absolutely fundamental problem and a non-existent one". Fundamental, because the majority voting rule "is the sign that in order to build a political and economic Europe we will one day accept certain changes in the rather exaggerated myth of national sovereignty". "But the problem is non-existent", M. Spaak said, "because experience has shown that, in serious matters, the European Community can only operate unanimously". "It is unthinkable", he continued, "that on a question of really vital importance to a government, its partners should impose a solution which would not be acceptable to it. If the Community were to function in this way it would not survive for long".

M. Schumann did not entirely reject this theory. France was not really seeking a literal revision of the Treaty. She feels that none of the Six were ready for such rapid substitution even of "qualified" majority rule for that of unanimity. There was, however, a solution: not the suppression of the principle of a "qualified majority" written into the Treaty but its deferment to a more suitable date. A "gentlemen's agreement" would be enough. If M. Schumann's speech represents the views of the Quai d'Orsay the way to reconciliation seems clearer.

Europe and the United States

However, the question arises of just how long majority rule, which is after all one of the pillars of integration, would remain suspended? A year, or even two years? M. Schumann says No: only until France's partners accept the idea of an "independent Europe", that is, until they agree with France that there must be an "agonizing reappraisal" of the relationship between the Community and the United States.

This is a problem of "cardinal importance" which hangs over all negotiations between the Six. In other words, only when their basic conceptions of foreign policy have been fully worked out with France, would General de Gaulle have no further objections to joining an Economic Community of a supranational nature. M. Schumann therefore recommended that while the Common Market negotiations were proceeding, fresh talks on the creation of a political union between the Six should be started. The sooner this happened the better, since France also wished talks on how to reorganize NATO to begin next year.

It was then that clouds began to reappear on the Community horizon. M. Spaak replied that an "agonizing reappraisal" of European-American relations seemed undesirable now and to make this a prerequisite for a reconciliation on a problem concerning only the Common Market was to give the present crisis disturbingly wide implications. M. Schumann denied this: he was not making new conditions, he was speaking only of simultaneous negotiations and in any case the NATO revision would take some time. If France's partners wished to remain dependent on America, they were quite free to do so. In fact, the Common Market crisis could now be considered to be "half - if not three-quarters solved".

No doubt there is some basis for this optimism but the question also arises whether a reconciliation based at best on a misunderstanding and at worst on enormous differences in foreign policy could last very long. Thus it is still too soon to say that the European crisis is drifting towards a solution.

* * *

Kennedy Round Threat

M. Hijzen, the Common Market's representative at the G. A. T. T. negotiations in Geneva, has sent Brussels disturbing news: unless certain steps are taken urgently by the Six, the negotiations will come to a halt. The Common Market Commission is studying these steps, but the question is, when will the Council Ministers be in a position to give measures they decide the force of law? There is doubt already whether the unilateral 20% cut in the Common External Tariff (CET) duties, which the Six made for the benefit of their GATT partners in 1962, and which apply to most industrial goods, can be renewed after December 31. Since that cut was made in order to help the Geneva talks forward, France's partners would like to extend the cut, but it will automatically lapse unless she also gives her consent to continue it.

* * *

French Request on Eggs Agreed

Pleading the rise in egg prices on the home market, France has requested that the levy on egg imports should be lowered, and the Common Market Commission has given its consent. It is hard to tell whether or not this request should be classified as one of the acts of day-to-day management to which France has decided to confine herself since the crisis started in June.

* * *

ECSC

France Agrees in Writing

The Governments of the Six, including France, have just given written agreement to eleven investment proposals which the High Authority had made to the Council of Ministers at its last meeting on July 13, which took place in the absence of the French delegation. The decisions which the High Authority took before the summer holidays, and which were left in suspense until the unanimous agreement of the six governments had been obtained, have therefore become effective.

These decisions relate to a plan to lend Dm 15 million to the German coal company Preussag to enable it to enlarge one of its electric power stations, and to provide a total of \$9 million for the following research projects :-

- 1 research into refining with an electric furnace (the High Authority has granted this project aid equivalent to \$219, 800)
- 2 research into measuring in steel production (\$1, 613, 000)
- 3 research into the properties of steel in use (\$1, 719, 000)
- 4 research into metal bridge decking (\$60, 000)
- 5 research into iron mining techniques
- 6 a collective research programme into metal physics (\$135, 000)
- 7 basic research into optimum ventilation (\$95, 760)
- 8 research into continuous iron refining (\$2, 003, 000)
- 9 basic research into the chemistry and physics of coal and coke (\$2, 007, 000)

This is the largest amount for technical research ever approved at once in ECSC. The Ministers of the five countries which attended the Council meeting on July 13, 1965, attached special importance to examining each project carefully (as a rule approval is granted for technical research purposes without discussion) and although the Treaty does not require unanimity, they agreed to wait for the approval of the French government before making the decisions effective, which has now been done.

France's written agreement was received with great satisfaction, for it allows ECSC to continue working even where joint action by the Six governments is essential. The High Authority is determined to continue applying the Treaty of Paris, and in spite of the "European crisis". The Treaty of Paris, most of whose rules apply directly to coal and steel firms, gives the High Authority a large measure of independence from the governments, and so far the validity of its rulings has never been challenged by anyone in ECSC.

October 7, 1965

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German Take-over Approved

The High Authority has given approval for Hansen, Neuerburg & Co GmbH, Essen (100% controlled by Mannesmann AG, Düsseldorf) to acquire the shares in the coal merchants Opfermann und Rudolph GmbH, Cassel.

EURATOM

Israel and Orgel

The Euratom Commission has studied with great interest proposals received from Israel for nuclear cooperation. One form which this might take is research into the use of Orgel type reactors (one of Euratom's own "babies") for desalting sea water.

* * *

EFTA

Partial Relaxation of Consignment rule

The EFTA Council has decided that the Consignment Rule governing the EFTA reductions of import duties payable on goods traded between the eight EFTA countries will be relaxed, from 1st October, 1965, for a trial period which will be reviewed at the end of 1966. The decision was made on the basis of a recommendation of the EFTA Customs Committee.

Up to now, the EFTA import duty reductions have, with minor exceptions, applied only to goods consigned directly from one EFTA country to another.

The relaxation of the Consignment Rule will permit EFTA tariff treatment for EFTA goods which have been stored in a Customs warehouse in a non-EFTA country provided, (among other things), (i) that the period between exportation from the EFTA country of origin and importation into the other EFTA country does not exceed twelve months, (ii) that in the non-EFTA country the goods have been continuously in the Customs warehouse and (iii) that the goods have not been re-packed in the non-EFTA country into retail containers.

The following conditions will be of interest to traders wishing to take advantage of the relaxation of the Consignment Rule:

- (i) The goods must still be of Area origin as defined by sub-paragraphs (a), (b) and (c) of paragraph 1 of Article 4 of the Stockholm Convention.
- (ii) The twelve months period outside the Area will be calculated from the date of exportation from the territory of an EFTA State to the date of Customs clearance for home use in the importing EFTA State.
- (iii) The goods must have been consigned from the territory of an EFTA State to the non-EFTA Customs warehouse, remained continuously in that warehouse under such conditions that the substitution of, or mixing with, other goods has been prevented. The term "Customs warehouse" is defined as locked premises and enclosed spaces approved by the Customs of the country in which they are situated, in which goods may be stored under Customs control without payment of import duties and taxes. The term does not include free ports or free zones.
- (iv) The goods must not in any way have been used or undergone any operation outside the EFTA Area; they can, however, be re-packed in the Customs warehouse but not re-packed into retail containers.

Will new Documentary Evidence be required?

The normal EFTA declaration or certificate of origin should be completed to cover the quantity of goods which is consigned from the non-EFTA Customs warehouse to the importing EFTA country. In addition to the particulars at present requested, the name and address of the Customs warehouse and the date of exportation from the EFTA country to the non-EFTA Customs warehouse must be stated in the origin document. On the forms

with a space for "Consignee" the name and address of the Customs warehouse should be inserted in that space. In the cases of origin declarations given on the commercial invoice the additional particulars should be clearly stated on the invoice in close proximity to the origin declaration.

When the goods are presented for clearance in the importing EFTA country, the Customs authorities there may require, in addition to the origin document referred to above, additional evidence as to the identity of the goods and evidence that they have been stored in the warehouse under continuous Customs control and have not been re-packed into retail containers. Exporters should, therefore, satisfy themselves that the security regulations at the non-EFTA Customs warehouse in which their goods are stored are sufficient to enable the Customs authorities at the warehouse to issue an appropriate certificate and that they are willing to do so. The customary form of certificate of identity and non-manipulation issued by the Customs authorities controlling the Customs warehouse may suffice provided that it is sufficiently detailed to show that the conditions referred to above have been fulfilled.

In any case of doubt, the Customs authorities in the importing EFTA country have the right to require further additional evidence, e.g. bills of lading, railway consignment notes, correspondence, etc.

New Trading Opportunities opened up by the Relaxation

An EFTA exporter whose normal practice was to send his exports in quantity to a central stock in a Customs warehouse outside the EFTA Area to be despatched afterwards in smaller lots to different countries could not, up to now, follow this pattern in delivering EFTA goods to other EFTA countries. Although such central stock-holding might offer advantages of speedy delivery and reduction in transport costs, etc., it would have made the goods ineligible for EFTA tariff treatment. He can now do so, subject to the limits and other conditions in the relaxed rule as explained above.

EFTA goods re-exported to an EFTA country by a non-EFTA merchant from stocks held in a non-EFTA Customs warehouse will also be eligible for EFTA tariff treatment, provided the conditions above are fulfilled.

THE AMERICAN BANKING SYSTEM III

by Jean Rivoire, Credit Lyonnais, Paris

INVESTMENT BANKS

In the United States the commercial banks may not deal in securities (ordinary shares, preference shares, bonds, convertible preference shares, debentures convertible to ordinary shares) with the exception of public securities. Such dealing is confined to securities dealers, who must be members of the National Association of Securities Dealers, a private association recognized by the 1933 Securities Act.

There are various kinds of dealers. Some are brokers on American Stock Exchanges, which pre-supposes that they have bought seats. (One firm can have many seats and Merrill Lynch, for example, has 25 seats on the New York Stock Exchange, and also has seats in every other Stock Exchange in the country. There are 1,366 seats in the New York Exchange, belonging to 653 different firms; unoccupied seats are sold for between 100,000 and 200,000 dollars. Some firms of brokers have no seat of their own, but they do their business through colleagues, who take a part of the commission; in this way the total number of firms dealing on the New York Stock Exchange works out at about 1,200).

The investment banks are allowed to handle transactions provided they give a surety, in other words if they "underwrite" the securities in question; this assumes that they know the firms involved and the state of the financial market, and that they themselves are of good financial standing.

It is difficult to say precisely how many investment banks there are. Estimates vary between 200 and 300; about 50 of these hold leading positions, but any dealer can do some underwriting when the opportunity arises; in other words he can act as an investment bank.

The brokers have a monopoly of Stock Exchange transactions in quoted shares, which obviously need no under-writing; in this sort of transaction the investment banks, therefore, have no part to play. Their intervention is necessary only when the transactions lie outside the normal scope of the Stock Exchange - when the securities are not quoted, or not yet quoted, or when the securities are quoted but the transactions are on a large scale and might distort the market.

So the functions of the broker and the investment bank are complementary, but distinct. Many firms combine the two functions, so that they can perform the whole range of security transactions, but this is not the general rule.

Before 1933, many brokers acted as investment bank and commercial bank at the same time, but they have since had to give up one or other of these activities; they almost all chose to retain their function as investment banks, which goes better with their activities as brokers. Only two firms chose to remain commercial banks, and they have since merged. This is why, contrary to the law now in force, there is one

commercial bank, Brown Bros., Harriman & Co, which is a member of the New York Stock Exchange; but it cannot legally underwrite securities. Of the firms which combine the two functions, the majority specialize either in broking or in investment banking.

The investment banks play a vital role in the American capital market and like ordinary brokers and security dealers, they have a number of sidelines: making loans, managing investments, giving financial advice, finding partners for mergers and so on; they are not necessarily confined to being intermediaries and can buy and sell securities for their own account (some investment banks such as Lazard Freres and Lehmann Brothers seem to do this quite often); and they are authorized to borrow from commercial banks, but are not allowed to accept deposits themselves.

Different Types of Financial Operation

Many kinds of financial operation fall outside the Stock Exchange's normal range of activities:

- 1 - the issuing of new shares. In the United States new shares are generally issued at the market price - with a quoted company, the closing price or slightly below it. Only a minority of companies have kept the old system of issuing below the market price, with preferential rights for old shareholders. These firms generally fix the price of a new issue at 10% to 12% below the market price, in the case of public utilities, or otherwise at 15% to 25% below.
- 2 - the issuing of bonds or debentures.
- 3 - the issuing of secondaries, in other words transactions in securities which are already established, but which are dealt with outside the Stock Exchange so as not to put pressure on the day's prices.
- 4 - all transactions in securities which are not negotiable either in a Stock Exchange or over the counter.

Transactions outside the Stock Exchange can be made either by a public operation (a public issue or a public bid) or by a private investment among a small group of buyers or sellers, with no public announcement.

Public Offers

By law, before every public offer, a very detailed dossier must be submitted to the Securities Exchange Commission (S.E.C.) and its contents must be published. If the share are issued by a private firm, details must be given about the firm's history, factories, production, turnover in each line of business, competition, labour relations, directors' remuneration and the accounts. The terms of issue (price, interest rate) cannot be changed while the issue is being made.

The seller (whether a firm issuing new share, a group selling a parcel of shares or a foreign government raising a loan on the American market) can comply with these formalities itself and place the securities using ordinary securities dealers if necessary. But almost invariably the seller prefers to rely on an investment bank, which will carry out the necessary formalities and underwrite the operation, either alone or in partnership with a group which it heads, (in the secondary share issue which General

Motors made in March 1965, Morgan Stanley Bank, heading the group of underwriters, only provided 4.5% of the surety. The remaining 95.5% was split between 288 other American investment banks and 30 European banks, including Credit Lyonnais - the original issue had had to be surrendered by the shareholders because of an anti-trust ruling). Finally, the investment bank undertakes to pay the other members of the underwriting group and if necessary other intermediaries who have helped in the sale, out of the commission paid to it by the seller (generally 2% to 5% of the amount of the issue). Once the issue is declared closed, the underwriters are bound to take up any unsold shares.

The same process applies to rights issues. The underwriting syndicate buys, if need be, the rights which are offered for sale on the Stock Exchange. The rules are very much simpler when it come to public securities. Federal shares are issued directly by the Treasury and can be bought by anyone, including commercial banks. States and municipalities do better to rely on a guarantor or syndicate of guarantors if they want some surety on the transaction. But in this case, the surety can be provided equally well by commercial banks or investment banks.

Public Bids

Public bids can be made in two cases:

- 1 When a group wishes to take over a firm, and offers the present shareholders a price considerably above the market price; in this case the offer is generally conditional; the buyer will only continue with it if he is offered enough shares to guarantee him a majority.
- 2 When a firm has obtained some liquid assets in exceptional circumstances, such as by selling a branch of its business, and wishes to use them to buy back part of its own issue of shares or debentures, it generally offers a price equal to or slightly above the market price; in this case, the offer is generally restricted to a certain number of securities (the sellers being served in the order in which their replies were received).

These public bids are subject to no special regulations. The buyer can make them directly or through a representative - a broker, investment bank, commercial bank etc... In general the shares are deposited with a commercial bank.

Private Placements

No complex procedure is required for private investment in securities, which means a considerable saving of time and effort compared with public investments; the only stipulation is that the buyer must make a written promise not to sell the securities publicly for several years. There is no need to register with the Securities Exchange Commission and the conditions can be freely negotiated between the parties involved. On the other hand the seller generally gets worse terms than if the shares had been easily negotiable and had been offered to the public at large.

So in practice, private placing is only advisable for placing debentures with large investors (insurance companies, pension funds etc) who are unlikely to sell before maturity, or for small scale transactions and those which it would be difficult to make by public offer, such as investments in a company which has made several successive losses. In these cases it is often useful to engage the services of an investment bank, which will undertake to carry out the transaction either by itself or with some partners.

The role of private placings is particularly clear in financing small new companies. Some investment banks specialize in this type of transaction - for example Donaldson, Lufkin and Jenrette (D.L.J.), who place the shares of small new companies with large

investors who are willing to take risks. Before making a private investment in a small concern, D.L.J. has to consider three questions. First - whether or not the market will want to invest (bearing in mind the concern's technical competence, market reports and quality of the management). Second how much capital does the concern need? And thirdly, how much is the whole concern worth?

On this last point, valuations are rather arbitrary and depend on bargaining.

The normal criteria of evaluation by profitability (price earnings ratio, cash-flow dividends), or by book-value, are generally meaningless for firms which have only just got under way. In some cases it is possible to estimate what the concern will be worth in a few years, and from that its present value can be calculated (if the forecasts seem sound, this may be 40% of its value in 5 years). In other cases, forecasts are impossible, and the assessment has to be based on the amount the firm needs, and the amount which investors are willing to put into it.

Once there is agreement on whether to invest and on the value of the concern, it is only a matter of detail to say what form the investment will take - ordinary shares, preference shares, debentures, convertible debentures or convertible preference shares. This depends mainly on fiscal considerations.

In most cases, D.L.J. makes sure that at least part of the investment is in the form of ordinary shares, and that these shares give the investors the majority in the first instance. The idea is that at the beginning of a new firm's life, capital runs a greater risk than management does; once lost, it is lost for good, while the directors, if it came to that, could always change their jobs. Normally then, the investors can exert some sort of pressure on the directors.

In general however, an agreement is signed stipulating that the directors shall take a controlling interest after a few years, either by subscribing more capital, on which they have an option at an agreed price, or by buying shares from the shareholders at a nominal price which is fixed beforehand.

Buying shares in new firms is a long-term investment. A new firm, if it is successful, normally develops slowly until it is one day taken over by a large and well-established company (Litton Industries and Control Data, which grew rapidly and were able to reach big company size under their own steam, are really exceptional.) There are about 10,000 "medium" - sized companies in the U.S.A. (turnover between \$20 million and \$50 million); for about ten years now, this type of company has been noticeably less stable than in the past: some expand until they are taken over by a large firm; others grow weaker and weaker, until they finally disappear; and at the same time, new companies emerge and replace them. By way of comparison, at the last count in France (1961) there were 6,085 manufacturing and sales companies with an annual turnover of more than 10 million francs (= \$2 million).

If the investor needs to withdraw, he will see the investment bank and ask it to realise his securities, in other words to make a secondary issue, either by a new private placing or (if the concern has now grown large enough), by a public issue.

With or without the help of investment banks, small firms may also raise funds from "venture capital funds", (the best known of which is "American Research and Development Corp" (A.R.D.), set up by General Dorio); from the S.B.A. (Small Business
Opera Mundi - Europe No 325

Administration) network, and from Small Business Investment Companies (S.B.I.C.).

The S.B.A., which was set up in 1953, is an official federal organization which makes loans with money put at its disposal by Congress. The S.B.I.C.'s, most of which were set up in 1960 and 1961, are private investment organisations with an official licence. They invest in small businesses and have a certain number of privileges: they get loans from the S.B.A. at low interest rates and they are authorized to depreciate their securities heavily (which means they can put off paying tax on their profits for a number of years).

S.B.A. lends either to the S.B.I.C's directly or to small firms (but in that case, the S.B.A. tries to bring the commercial banks in with it; and to that end it will give the bank loans precedence over its own.

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- D AUTOMOBILES Austria: The managing director of LANCIA, Turin is to direct LANCAU AUTO-SERVICE, Vienna.
- D BUILDING & CIVIL ENGINEERING Belgium: STE POUR L'EXPORTATION DES SUCRES, Antwerp and STE DE CULTURES & DE FINANCEMENT, Antwerp and TERREBUIJS, Brussels have gained 30% control each of EURO-FLAT, Brussels. France: BLANCS MINERAUX DE PARIS raises its capital and takes over ETS COEURDEROY, Precy-sur-Oise; five French cement firms form NORCIM, Lille; Italy: FERROBETON SILM, Rome takes over STA ITALIANA LAVORI, Milan.
- E CHEMICALS Belgium: TH. GOLDSCHMIDT opens a Ghent branch. France: ENGRAIS DE ROUBAIX sells its fertilizer assets to PIERREFITTE. Italy: RIVOIRA, Turin (BRITISH OXYGEN group) is to take over GAS-COM-IN-GAS COMPRESSI INDUSTRIALI; a Dutch starch producers' cooperative forms a Milan sales company, AVEBE ITALIA. Netherlands: The Dutch company ENCK and the American one, CENTRE RESOURCES are 50-50 partners in EUROFERT HOLLAND; HOECHST will assist FOSTER GRANT of U.S.A. to expand its polystyrene plant at Breda. Switzerland: The chairman of WASAG CHEMIE, Essen is a director of WORBLA, Berne.
- H ENGINEERING & METAL Belgium: TITAN INDUSTRIAL, New York forms a Brussels sales subsidiary. Britain: EFCO, London buys 50% in the Hendon subsidiary of the Dutch firm DRAADINDUSTRIE JONGE POERINK. France: AMERICAN MACHINE & FOUNDRY grants ETS MAURICE HELIOT sole rights for certain machines in the Common Market; SATAM forms two companies at La Courneuve; the Swiss firm MATISA takes 25% in SEMVR, Levallois-Perret. Germany: IBAG, Neustadt joins POLIMEX, Warsaw to form DE POLMA, Neustadt. Italy: IMPERIAL METAL INDUSTRIES, Birmingham (ICI group) appoints INDUSTRIE CHIMICHE & DR BASLINI, Milan its sole distributor. Netherlands: PIPEFLOW-NEDERLAND has been financed by Belgian interests; CROSLAND FILTERS (SIMMS group) forms a Dutch subsidiary with local interests; KING-WILKINSON, New York forms a subsidiary at the Hague. Switzerland: NEWALL MACHINE TOOL, Peterborough forms a Swiss sales company.
- J ENERGY Belgium: EBES, Antwerp completely takes over CIE DU GAZ D'EECLOO etc.
- K FINANCE Belgium: BANQUE DE LA SOCIETE GENERALE DE BELGIQUE joins BANQUE D'ANVERS and STE BELGE DE BANQUE to form

STE GENERALE DE BANQUE-GENERALE BANK; PINTO, Paris and PIERSON, HELDRING & PIERSON, Amsterdam hold 30% and 35% in STE DE GESTION DE L'HISPANO FUND, Luxembourg. France: PRICEL takes over TEXTIL (RHONE POULENC group); UNION EUROPEENNE INDUSTRIELLE & FINANCIERE (SCHNEIDER group) takes over FINUNION and raises its capital; LA SAVOISIENNE FONCIERE and IMMOBILIERE PROVENCALE D'INVESTISSEMENTS merge; the Luxembourg firm PARTACO forms STE D'ETUDES & INVESTISSEMENTS EN AFRIQUE, Paris. Netherlands: SLAVENBURG'S BANK, Rotterdam gains control of BANKIERSKANTOOR F. H. VAN DE WIEL, The Hague.

- M FOOD & DRINK Austria: FRATELLI FACCHIN, Munich forms a Vienna subsidiary. France: GENERALE ALIMENTAIRE, Neuilly to take over DELESPAUL-HAVEZ, Marcq en Bareuil, Nord. Germany: REEMTSMA, Hamburg acquires 25% in the Frankfurt brewery HENNINGER-BRAEU. Italy: BOOTH'S DISTILLERIES (DISTILLERS group) grants sole licence to D & C CIA D'IMPORTAZIONE PRODOTTI ALIMENTARI DOLCIARI VINI LIQUORI, Bologna; SVILUPPI INDUSTRIALI, Milan to take over DISTILLERIE RIUNITE DI LIQUORI, Milan.
- N INSURANCE Belgium: PHOENIX ASSURANCE, London and CONTINENTAL INSURANCE, New York have formed a joint subsidiary in Brussels. Netherlands: Two Rotterdam finance houses, J. BUYS and PESCH form a 50-50 subsidiary at Voorthuizen.
- O LEATHER Italy: SHOE CORP OF AMERICA forms a Florence subsidiary.
- O PHARMACEUTICALS W. Germany: UPJOHN, Kalamazoo, Michigan forms a marketing subsidiary at Frankfurt. Netherlands: ZWANENBERG ORGANON takes over MEINDERSMA.
- P PLASTICS Austria: FARBERWERKE HOECHST to have a polyester plant. France: SOLVAY, Brussels raises the capital of its French subsidiary, BOURGUIGNONNE D'APPLICATIONS PLASTIQUES.
- P PRINTING & PUBLISHING Belgium: INFORMATION & PUBLICITE BENELUX (sub-subsidiary of AGENCE HAVAS) forms a Brussels company jointly with LUXEMBOURGEOISE DE TELEVISION. Italy: COLORCEL, London forms a Milan subsidiary.
- Q TEXTILES Belgium: ETS ANDRE SILVAIN form a Belgian sales subsidiary. France: Two firms at Troyes, ETS PORON and ETS VITOUX form a joint company; ETS MOCH & ODELIN, Paris forms a

research and finance subsidiary there. Italy: HOLLANDIA KATTENBURG, Amsterdam forms a Milan sales subsidiary. Britain: SPORTCAMPING is formed at Hounslow to sell tents etc made by ANDRE JAMET, Grenoble.

R TRADE

France: DOCKS DE FRANCE forms a Paris subsidiary to run food shops. Italy: SIBIMEX, Lugano opens a Milan office. Netherlands: MARUBENI-IIDA, Osaka forms a Rotterdam subsidiary.

S TRANSPORT

Italy: FERROVIA ELETTRICA DI VALLE BREMBANA merges with FERROVIA DI VALLE SERIANO, Bergamo. Netherlands: The British firm F. T. EVERARD owns 98% in GLEN SCHEEPVAART, Rotterdam.

S VARIOUS

France: COMPTUIR GENERAL D'EXPORTATION & DE PARTICIPATION, Paris goes into liquidation; TAR CORP, Panama City forms LOGIS-FRANCE, a property company. Germany: CRESAP, McCORMICK & PAGET and a German firm form a market research subsidiary in Munich; the Swedish fishing gear firm URFABRIKEN forms a Hamburg subsidiary.

AUTOMOBILES

325/D Sig Guido Calbiani has been appointed manager of FURNITZ LANCAU AUTO-SERVICE GmbH, Villach, which was formed recently in Austria with a capital of Sch 100,000, and will be a car manufacturing and sales company. Sig Calbiani is the Managing Director of LANCIA & CO FABBRICA AUTOMOBILI SpA, Turin (see No 289), the third largest Italian car manufacturer, (behind FIAT SpA, Turin and ALFA ROMEO SpA, Milan); also of several of its subsidiaries, including CARROZZERIA DI BOLZANO SpA and SICI-STA ITALIANA COMMERCIO INDUSTRIALE SpA, Turin (which is also linked with REALE MUTUA DI ASSICURAZIONI SpA, Turin).

LANCIA (whose distributors are in France, LANCIA AUTOMOBILES SA and in England LANCIA ENGLAND LTD) is associated with ITALCEMENTI-FABBRICHE RIUNITE CEMENTO SpA, Bergamo (see No 304). In 1964 it did a turnover of Lire 50,000 million (compared with 72,000 million in 1963).

BUILDING & CIVIL ENGINEERING

325/D FERROBETON S. I. L. M., Rome (capital lire 2,100 million) is taking over another civil engineering subterranean and port construction company, S. I. L. - STA ITALIANA LAVORI SpA, Milan (see No 271 - capital lire 200 million) which it already controls. Ferrobeton - S. I. L. M. (president Sig Cattulo Loro) was formed as a result of the merger a few months ago between FERROBETON SpA, Rome and S. I. L. M. - STA ITALIANA LAVORI MARITIMI SpA, Rome.

S. I. L., president Sig M. T. Boccardi, had previously merged with another company in the same group which it controlled, FERROBETON GUS-FERROBETON GALLERIE URBANE SOTERRANE SpA, (see No 215); on that occasion it doubled its capital to the present level.

Ferrobeton-S. I. L. M. recently built the Taranto steel works of ITALSIDER SpA, costing lire 2,600 million; the Taranto cement-works of CEMENTIR SpA, costing lire 1,500; the Viaducts at Morizzano, Gambellato and Rio Torto, on the Autostrada del Sol; the Crespellano breweries of PRINZ BRAU SpA, costing lire 600 million; and dock basins at Genoa and La Spezia for ANSALDO SpA (costing lire 5,800 million). S. I. L. has just finished the work on a hydro-electric power station, built for E. N. E. L. at Valle Verde, Trentino, at a cost of lire 4,000 million.

325/D Five cement companies which wish to increase their sales have formed NORCIM SA (capital Ff 2 million) at Lille. They are: SA DES FONDERIES, LAMINOIRS & CIMENTERIES DE BIACHE SAINT-WAAST, Paris (see No 267 - associated with the group DENAIN-NORD-EST SA); SA DES CIMENTS DE DANNES & LAVOCAT, Dannes, Pas de Calais; STE DES ANC. ETS. ERNEST CAMBIER, Pont-a-Vendin, Pas de Calais; STE DES MATERIAUX DE CONSTRUCTION DE LA LOISNE SA, Paris (linked with MM. RIVAUD & CIE and LA PATERNELLE SA, Paris); and SA DES CIMENTS PORTLAND "LA DESVROISE", Saint Omer, Pas de Calais. The last three joined recently (see No 296) in forming a joint subsidiary CENTRE DE DISTRIBUTION DE MASSYPALAISEAU (C. M. D. P.) Sarl, Palaiseau, Seine & Oise, with the object of increasing their sales of hydraulic binders in the southern Paris area.

325/E BLANCS MINERAUX DE PARIS SA, Paris, has increased its manufacturing capacity and raised its capital from Ff 2.5 million to Ff 3 million by taking over ETS COEURDEROY SA, Precy-sur-Oise, Oise (capital Ff 1.635 million), with which it has acquired a chalk quarry, a factory, and other property at Precy-sur-Oise.

At the end of 1963 Blancs Mineraux absorbed entirely its 53% subsidiary STE AUXILIAIRE FINANCIERE INDUSTRIELLE & COMMERCIALE SA, Paris; and in October 1964 it helped to form GIMAT-GROUPEMENT DES INDUSTRIES DE MATERIAUX DE CONSTRUCTION SA, Paris (capital Ff 22,000) with the support of BANQUE DE PARIS & DES PAYS-BAS SA, UNION EUROPEENNE & FINANCIERE SA and CREDIT NATIONAL SA.

325/E STE POUR L'EXPORTATION DES SUCRES SA, Antwerp, STE DE CULTURES & DE FINANCEMENT SA, Antwerp (formerly STE DE CULTURES AU CONGO SA), and TERREBOIS SA, Brussels (UNIBRA SA group - see No 256) have between them gained control - each with an equal 30.13% holding - of EUROFLAT NV, Brussels and Antwerp, whose capital is being increased to BF 16.6 million. The president of Euroflat is Baron P. Kronacker (chairman of SUCRAF NV, Antwerp), and the directors are M. Ch. J. Pichler and M. L.G. Ruymbeke. This is a property concern with houses being demolished at Malines and Heist and an option on a site at Deurne belonging to STE IMMOBILIERE VENNEBOÏG.

Terrebois (capital Bf 75 million), a property concern operating mainly in the South of Belgium, last year became a 90.5% subsidiary of UNIBRA which then increased its holding to 97% some months later. Terrebois, which up to 1964 only had interests in Belgium, now has acquired holdings in property firms in France: SCI QUATUOR MARLY SOLEIL, SCI 21 RUE BAPTS, Asnieres, SCI SOISY VAL-DE SEINE, SCI-BUILDING RENAULT, Nice, etc.

Cultures & Financement is part of the Dutch group UNILEVER NV (through SCOLEC - STE COMMERCIALE LEVER CONGO SA, Brussels - see No 293) and the Belgian-American-French group KREGLINGER, Antwerp (through CIE COMMERCIELLE KREGLINGER SA and G & C KREGLINGER NV - see No 262). The French interests in Kreglinger are represented by WORMS & CIE SCS, Paris, and UNION DES MINES-LA HENIN SA, each with 25%.

Ste pour l'Exportation des Sucres belongs to SUCRERIES & RAFFINERIE DE L'AFRIQUE CENTRALE - SUCRAF NV, Antwerp, the main shareholders in which are CIE FINANCIERE AFRICAINE of the Launoit group, UNION FINANCIERE D'ANVERS-BUFA NV, Antwerp, etc.

CHEMICALS

325/E The chemical group ENCK-EERSTE NED COOPERATIEVE KUNST-MESTFABRIEK, Vlaardingen (see No 230), and the sales company CENTRAL RESOURCES CORP, New York, are 50-50 partners in EUROFERT HOLLAND NV, which was formed recently at Vlaardingen to sell basic chemical products. The new company is directed by Mr G. Valkier, Vlaardingen, and Mr L. Linton, New York; its capital is Fl 1 million, and it will sell the production of the ammonia factory which is now being built at Rotterdam by ESSO NEDERLAND NV, the Hague. This factory will cost Fl 100 million and will have an annual capacity of about 300,000 tons and should come into production in 1968. It will use refinery gas supplied by Esso Nederland, and natural gas from the Netherlands.

325/F RIVOIRA SpA, Turin (capital Lire 1,800 million - see No 237) is going to take over its subsidiary GAS-COM-IN-GAS COMPRESSI INDUSTRIALI SpA, Castellaccio di Anagni (capital Lire 80 million). Rivoira has been a member since 1961 of the London group BRITISH OXYGEN CO LTD (see No 251) and produces industrial gases and plant for their manufacture, distribution or use (works at Turin, Novara, Milan, Florence, Alessandria, Chivasso, Rome, etc.).

The British group, represented on its board by Mr E.T. Poots (vice-chairman), Mr David James, Mr J. Strong, etc. controls two other firms in Italy which also specialize in industrial and medical gases, electrical welding, siphons for aerated waters, etc: SACCAB SpA, Lacchiarella, Milan, and FUSARC ITALIANA SpA, Milan, established in December 1963 (under the direct control of the Geneva holding company FINIGAZ SA).

325/F TH. GOLDSCHMIDT AG CHEMISCHE FABRIKEN, Essen (see No 317), has opened a branch at Ghent, which will be directed by Herr Gustave Lippens. The company recovers tin; it makes anti-corrosive and other products for protecting buildings; also films, pastes with a synthetic resin base and special organic products; it has factories at Essen, Mannheim, Rheinau, Schöppenstedt and Hamburg.

The German company recently (see No 283) formed an almost wholly-owned Swiss sales subsidiary, TH. GOLDSCHMIDT GmbH (Zug). In West Germany it holds 25% in CHEMISCHE FABRIK HOLTEN GmbH, Oberhausen (glycol, plastic materials, raw materials for varnishes, plasticizers and insecticides); 46% in this company is owned by B.A.S.F. - BADISCHE ANILIN & SODAFABRIK AG, Ludwigshafen, and 29% by RUHR-CHEMIE AG, Oberhausen-Holten. Thomas Goldschmidt also holds 25% in DEUTSCHE GES. FUER SCH-AEDLINGSBEKAEMPFUNG mbH, Frankfurt (anti-parasites), in which FARBENFABRIKEN BAYER AG, Leverkusen, holds 37.5% and DEGUSSA-DEUTSCHE GOLD- & SILBER-SCHEID-EANSTALT VORM. ROESSLER AG, Frankfurt, the other 37.5%.

Abroad, it has 50% in A/S METALVAERK EL TIN, Denmark, and through its wholly-owned subsidiary ELEKTRO-THERMIT GmbH, Essen, it also has various shareholdings: in Britain, THERMIT WELDING GREAT BRITAIN LTD; in Austria, P.C. WAGNER ELEKTROTHERMIT SCHWEISSGESELLSCHAFT, Vienna; in Latin America, and in India.

325/F M. Berthold von Bohlen & Halbach, chairman of WASAG CHEMIE AG, Essen (see No 264) is one of the directors of WORBLA AG, Bollingen, Berne (capital 0.8 million) which produces and sells chemical products.

Wasag Chemie, with about 4,600 employees, which last year took a 35% interest in PLASTICOS DEL CINCA SA, Madrid (see No 264), is 70% controlled by the holding company BOHLEN INDUSTRIE GmbH, Glinde, Hamburg, which is owned by the brothers Berthold and Harald von Bohlen & Halbach.

325/G STE DES ENGRAIS DE ROUBAIX SA, Paris (capital Ff 8 million), is transferring its fertiliser manufacturing assets to PIERREFITTE-STE GENERALE D' ENGRAIS & DE PRODUITS CHIMIQUES SA, Paris (see No 313). These consist of 7 factories whose 1964 production was 93 thousand tons (Roubaix; Dunkerque; Masnieres, Nord; Roisel, Somme; Givet, Ardennes; Voves, Eure et Loir; and Villevoques, Loiret) and also a number of shareholdings, including 77% in CIE DU PHOSPHO GUANO SA (Paris, with factory at La Pallice, Charente Maritime - capital Ff 3.96 million) and 84% in STE DES ETS P. LINET SA, Paris (capital Ff 3.6 million).

In 1963 Roubaix (see No 174) sold its subsidiary S.A. DE PRODUITS CHIMIQUES DE L'OUEST, Paris (with factory at Brest) to STE DES FERTILISANTS DE L'OUEST SA, Paris (member of the group PRODUITS CHIMIQUES PECHINEY-SAINT GOBAIN SA).

Roubaix heads the "Boulnois" group, whose consolidated sales in 1964 totalled 350 thousand tons. It retains large interests: 80% in CIE DE PRODUITS CHIMIQUES DE ROCHE-LA-MOLIERE SA, Paris (capital Ff 3.5 million), 50% in the finance house CALCIPHOS SA, Paris (capital Ff 2.4 million), 95% in STE DES ALIMENTS NUTRICIO, and 82% in STE SALMON (both cattle food), 65% in STE IMMOBILIERE UNION DE CONSTRUCTION SA (building), etc.

PIERREFITTE (capital raised recently to Ff 59.456 million) some time ago acquired 40% in L'AMMONIAC AGRICOLE SA, Ouve-Wirquin, Pas de Calais (see No 305).

325/G FARBWERKE HOECHST AG VORM MEISTER LUCIUS UND BRUENING, the Frankfurt chemical and pharmaceutical group (see No 314) will assist FOSTER GRANT CO INC, Leominster, Massachusetts, to carry out its programme of expansion in its polystyrene plant at Breda, by taking a 50% shareholding in the American firm's subsidiary FOSTER GRANT CHEMIE NV, Breda. This subsidiary, formed in 1963 (see No 200) has been responsible for the construction and working of the Breda plant since production began in 1964.

The firm is directed by Mr Milton Donald Goldberg and employs about 60 workers. It occupies a site of about 5 acres with an option on about a further 30 acres close by. It operates a monomer system supplied from America.

The American group's other European interests include a holding company in Switzerland, FOSTER GRANT CHEMIE AG, Zug, and a sales subsidiary in Germany, FOSTER GRANT GmbH, Düsseldorf.

325/G The starch producers' cooperative in the Veendam district of the Netherlands, COOP VERKOOP-AND-PRODUCTIEVERENIGING VAN AARDEPPALMEEL & DERIVATEN-AVEBE G.A. (see No 303), has formed a Milan sales subsidiary for chemical products based on starch. It will be called AVEBE ITALIA Srl, and its manager will be Sig Franco Barbieri Sacconaghi. The Dutch concern controls 90% of the Lire 10 million capital, the other 10% belonging to the starch firm DUINTYER WILKENS MEIHUIZEN & CO NV, Veendam.

A few months ago, Avebe Italia backed another company with the same objects in Belgium, AVEBE NV, Schepdaal, Antwerp, directly controlled by NV HANDELMIJ V/H BERNARD THEMANS, Almelo.

325/H AMERICAN CYANAMID CO, Wayne, New Jersey (see No 304), has taken 50% in TITAANDIOXYDEFABRIEK N.V., Rozenburg (see No 316), which makes titanium dioxide and has doubled its capital to Fl 24 million. The holdings of the two original shareholders, KON.ZOUT-KETJEN N.V., Hengelo (see No 315) and N.V. BILLITON MIJ, the Hague (see No 292), is therefore falling to 22.5% and 27.5% respectively.

The American group already controls NED.CYANAMID MIJ.N.V., Amsterdam (acrylamide manufacturers), through the Geneva holding company CYANAMID INTERNATIONAL CORP. It also holds 50% in the platinum catalyst manufacturers CYANAMID-KETJEN KATALYSATOR N.V., the other 50% belonging to KON. ZWAVELZUURFABRIEKEN (member of the KON.ZOUT-KETJEN N.V. group).

325/H KON.LAK-VERNIS & VERFABRIEK MOLYN & CO NV, Rotterdam, manufacturers of enamels, varnishes, lacquers, and paints has set up a sales subsidiary in Belgium VERVEN EN VERNISSE & MOLYN PVBA, St Agathe Berchem, Brussels, capital BF 50,000. Mr Pieter Groen, a director of the parent firm, is a 50% shareholder in the new firm.

The Dutch firm, which has a sales subsidiary in Düsseldorf, is associated with a firm in the same field FABRIEK VAN COMPOSITIE VERVEN CV, Delft (directed by Mr C.A.J. Stoutjesdijk) in a common subsidiary in Curacao ANTILLAANSE VERFFABRIEK NV - two years ago this firm assisted (financially and technically) in the construction of a paints and varnish factory in Martinique for STE INDUSTRIELLE ANTILLAISE DE PEINTURES ET PRODUITS CHIMIQUES, Fort de France.

ENGINEERING AND METAL

325/H A M F - AMERICAN MACHINE & FOUNDRY CO, New York, (see No 324) has made an agreement granting ETS MAURICE HELIOT SA, La Chapelle St. Luc-Troyes, Aube, (who make chinery for manufacturing and finishing hosiery), exclusive rights to build and sell in the Common Market machines using the "Amfit" (in U.S.A., "Redman") process, the purpose of which is to reduce shrinkage in knitted goods. Heliot have a large organisation abroad including ETS EMILE VAN DE CASTEELE, Dottignies, (for Belgium and the Netherlands), M A T E R A, Milan; ALVEREZ-VALLS SA, Barcelona; MUSCAMP KNITTING MACHINERY LTD, Nottingham, etc.

325/H S A POUR TOUS APPAREILLAGES MECANIQUES (S A T A M) SA, Paris (capital Ff 8 million) is backing the formation of two new companies, each with a capital of Ff 400,000; AGIMAG-STE POUR L'AGENCEMENT & L'INSTALLATION DE MAGASINS SA and STE DE CONSTRUCTION DE MATERIEL DE MAGASINS SA. They are being formed on the premises of its subsidiary FROID SATAM NEVE SA, La Courneuve, Seine (capital Ff 8.1 million).

S A T A M is a licensee of HUSSMANN REFRIGERATOR CO of Saint Louis, Mississippi (see No 274) and has many foreign interests: GAMA-GES. FUER APPARATE MECHANISCHER ART mbH, Rheydt, West Germany (which controls GAMA Srl, Brescia); SA DE TOLERIE & D'APPAREILS MECANIQUES "S A T A M", Brussels; HARDOLL LTD in Britain; S A T A M-HARDOLL ESPONOLA SA etc.

325/I THE TITAN INDUSTRIAL CORP, New York, headed by Mr. J.A. Siegel (see No 292) one of the biggest independent steel merchants in the United States, has created a sales subsidiary at Uccle, Brussels, called TUCACIER Sprl of which Mr. Henry E. Simon, New York, owns most of the Bf 1 million capital. The new firm, under the able administration of M. Marcel A. Thiry, Koolskamp, a former partner in one of the biggest steel-trading firms in Belgium, will specialize in the sale and export - mainly to North Africa - of steel and metal products from the Benelux countries.

The American firm (.964 exports more than \$100 million) already has two subsidiaries in the Six (one in Milan, and one in Trieste of more recent origin, which mainly covers Central and Eastern Europe). Its other subsidiaries are in Madrid, London (TITAN INTERNATIONAL LTD, directed by Mr. W. Marais), Tokyo, Sao Paolo and one in Johannesburg (founded in 1948 and its first foreign subsidiary).

325/I EFCO LTD, London and Weybridge, Surrey, has signed an agreement with the Dutch firm DRAADINDUSTRIE JONGE POERINK NV, Borne, (making springs, conveyor-belts etc), for the acquisition of a 50% shareholding in the Dutch firm's British subsidiary JONGE POERINK MESH BELTS & CONVEYORS LTD, Hendon. The American electrometallurgical group UDYLITE CORP, Detroit, Michigan, recently bought a 15% holding in EFIO).

The Dutch firm, which employs about 300 workers, has numerous agents and representatives abroad including : INDUSTRIA GmbH, Wahlstedt, (Germany); SCHUBARTH & CO, Basle, (Switzerland); GEBRUEDER GROH, Vienna, (Austria); B. DIEDRICHS A/B, Oslo (Norway); RASK-PEDERSEN & DALSGAARD A/S, Copenhagen, (Denmark) etc.

325/I The Swiss firm MATISA-MATERIEL INDUSTRIEL SA, Lausanne (capital Sf 6 million) has taken 25% in S E M R V - STE D'EXPLOITATION DE MATERIEL POUR LE RENOUVELLEMENT DE VOIES Sarl, Levallois-Perret, Seine (capital Ff 50,000) which has just been formed to build and sell equipment for maintaining and repairing rail roads. Matisa's partners are ENTREPRISE DROUARD FRERES SA, Paris (capital Ff 8 million - 50%) and TRAVAUX DU SUD-OUEST SA, Raincy, Seine & Oise (capital Ff 540,000 - 25%). Matisa has a branch in France and large interests abroad: in Italy, MATISA ITALIA Srl and MATEMA MATERIALI MECCANICI SpA; in West Germany, MATISA MASCHINEN GmbH; in Britain MATISA EQUIPMENT LTD; in U.S.A., MATISA EQUIPMENT CORP and MATISA RAIL WELD INC etc.

325/I The German building machinery firm IBAG-INTERNATIONALE BAUMASCHINENFABRIK AG, Neustadt, Weinstrasse (see No 266) and POLIMEX, Warsaw, the State import - export company, have joined to form DEPOLMA-DEUTSCH POLNISCHE MASCHINENHANDELS GmbH at Neustadt, Weinstrasse. The purpose of this organization is to accept, register and pass on orders for machine tools and other industrial equipment for manufacture in Poland to German designs; also to coordinate the manufacture and sale of heavy equipment for building, civil engineering, and the chemical and food industries in West Germany and Poland. The new company's DM 200,000 capital is shared as follows: Polimex 55%, Ibag 35.5%, and its president Herr Gunter D. Friedrich 9.5%.

325/J THE NEWALL MACHINE TOOL CO LTD, Peterborough (formerly NEWALL ENGINEERING CO LTD) is carrying out its continental plans (see No 316) by forming NEWALL ENGINEERING (INTERNATIONAL) AG, Zug (capital Sf 150,000) in Switzerland. The new company's president is Mr Denis S. Player, Peterborough, and it will push the group's sales on the Swiss, German, and Italian markets; it will also coordinate the businesses of its Australian subsidiary NEWALL MACHINE TOOLS PTY LTD, and its Canadian one, NEWALL MACHINE TOOL CORP OF CANADA LTD.

325/J PIPEFLOW-NEDERLAND NV, newly established at Dordrecht, Netherlands, has been financed by Belgian interests and will be engaged in the distribution of tubes, piping, joints, couplings, etc. Mr Jan Richard de Kriek and Mr Jan Dirk de Kriek own respectively 52% and 6% of the capital of F1 25,000, the remainder being held by four other equal shareholders, three of them Belgian.

325/J IMPERIAL METAL INDUSTRIES (KYNOCHE) LTD, Witton, Birmingham, has made an agreement appointing INDUSTRIE CHEMICHE & DR. BASLINI SpA, Milan, its sole distributor in Italy for its titanium, zirconium and rare metals. The British company was formed two years ago with a capital of £1 million by ICI - IMPERIAL CHEMICAL INDUSTRIES LTD (see No 312) to reorganise its metallurgical interests, except in aluminium, which is handled by IMPERIAL ALUMINIUM CO LTD (see No 195).

325/J CROSLAND FILTERS LTD, Birmingham, a member of the SIMMS MOTOR AND ELECTRONICS LTD, London, group, has decided to enter the Common Market where use of the firm's "Spinon" filters by car manufacturers is increasing all the time. An association has been formed with Dutch interests to set up a commercial and industrial firm under the name of CROSLAND FILTERS HOLLAND NV. Another subsidiary CROSLAND FILTERS (IRELAND) LTD was established a few months ago in Dublin.

325/J KING-WILKINSON INC, New York, which provides plant for the oil, chemical and food industries, has set up an almost wholly-owned subsidiary at the Hague, KING-WILKINSON (INTERNATIONAAL) NV (capital F1 200 thousand); it will be directed by Mr. Robert A. King, an engineer, of Claremore, Oklahoma.

ENERGY

325/J The Belgian firm EBES - STE REUNIES D'ENERGIE DU BASSIN DE L'ESCAUT SA, Antwerp (see No 295) is taking over its almost wholly-owned subsidiary CIE DU GAZ D'EECLOO & DU NORD DE LA FLANDRE ORIENTALE SA, Bruges.

The capital of the parent firm will soon be increased from Bf 5,750 million to Bf 7,000 by public offer. In the first seven months of 1965, the firm sold 2,500 million kilowatts of electric power (+ 11.8%). It is a member of the STE GENERALE DE BELGIQUE SA group

(through STE DE TRACTION & D'ELECTRICITE SA - capital now raised to Bf 653.6 million which has 16.8% in EBES; ELECTRAFINA SA, Antwerp, also has 13% in it.

In May 1964 EBES renewed, for a period of 10 years, the Convention on the organisation of the Belgian gas and electricity industry and especially the reorganisation of installations (almost completed for the production of energy, still going ahead for its distribution). In 1964 the group's investments totalled Bf 1,700 million (including Bf 664 million for distribution alone); total Belgian investment in electricity in that year was Bf 6,700 million, including expenditure for the nuclear power stations at Mol and Chooz.

FINANCE

325/K The recently announced merger of three Belgian banks, aimed at keeping pace with industrial expansion, especially in the Antwerp region, will result in the formation of a unit which will have deposits of Bf 64,850 million or about 40% of the total funds deposited in Belgium. The project, centred on BANQUE DE LA SOCIETE GENERALE DE BELGIQUE SA (see No 292) will involve BANQUE D'ANVERS SA, Antwerp (capital increased last year to Bf 250 million) and STE BELGE DE BANQUE SA, Brussels (capital Bf 220 million - see No 263). These three companies will merge to form a new organisation STE GENERALE DE BANQUE - GENERALE BANK MIJ NV in which the principal shareholders will be STE GENERALE DE BELGIQUE (about 20%) and the SOLVAY group (about 7%) and which will take over the business of BANQUE DE LA SOCIETE GENERALE DE BELGIQUE.

Banque de la Societe Generale de Belgique (capital Bf 3,000 million, resources Bf 4,550 million, deposits Bf 54,600 million - out of a total Bf 164,500 million deposited in Belgium), is controlled by Ste Generale de Belgique and its president is M. J. Dubois-Pelerin who has given up his post as deputy governor of Ste Generale De Belgique in order to concentrate on its banking side. Banque de la Societe Generale de Belgique has a branch in Cologne and several foreign subsidiaries including: BANQUE ITALO-BELGE SA, Antwerp, Brussels, Paris, London, Rio-de-Janeiro, Montevideo, - closely linked with STE GENERALE SA in Paris; BANQUE BELGO-CONGOLAISE SA, Brussels, Antwerp, London; BANQUE DU CONGO, Leopoldville; BANQUE GENERALE DU LUXEMBOURG SA, Luxembourg; CIE DE GESTION & DE BANQUE SA, Geneva; BANQUE BELGE LTD, London; BANCO BURNAY LTD, Lisbon; BANQUE BELGE POUR L'ETRANGER - EXTREME - ORIENT, Hong Kong; BANQUE BELGO-LIBANAISE SA, Beirut; BELGIAN AMERICAN BANKING CORP, New York; BELGIAN AMERICAN BANK & TRUST CO, New York.

M. Leon Gyselnyck is chairman of Banque d'Anvers which is controlled by Banque de la Ste Generale de Belgique and CIE D'ANVERS NV, Antwerp, which has a minority shareholding. Banque d'Anvers has several head offices in Antwerp and Verviers and more than thirty branches, and at the end of 1964 held Bf 5,150 million in deposits and current accounts.

Ste Belge de Banque (president M. Jacques Verhagen, who replaced M. Albert-Edouard Tanssen at the beginning of 1964) had Bf 6,270 million in deposits and accounts at the end of 1964; its main shareholders are MUTUELLE SOLVAY MM, SOLVAY, BOEL & CIE (controlled by SOLVAY & CIE Scs, Brussels) UNION FINANCIERE BOEL, Brussels, ALG. BANK NEDERLAND NV, Amsterdam (the result of the merger last year between DE TWENTSCHE BANK NV and NED. HANDEL MIJ.NV - see No 320), CIC - CREDIT INDUSTRIEL & COMMERCIAL SA, Paris, ASSEN S.A.H., Luxembourg, etc.

325/L The French holding companies TEXTIL SA (capital Ff 28.3 million - see No 319) and PRICEL SA (capital Ff 50 million - see No 309) both of which are closely associated with the group RHONE POULENC SA, Paris, are to reorganize. Pricel is to take over Textil, which has a direct interest in it of 2.95%. At the end of 1964 their total portfolio was estimated at Ff 306.03 million.

This is being accompanied by diversification. Textil's interests at present are mainly textile businesses like GILLET-THAON SA (formerly SABGIL SA) and TEXUNION SA (formerly SIPARTEX SA). Pricel's are chemical and metallurgical companies and groups (PROGIL and NOVACEL) or paper businesses (CELLULOSE DU PIN, PAPETERIES DE CONDAT, INDUSTRIELLE & CELLULOSE D'ALIZAY). In the food business it has interests in ETS JACQUEMAIRE SA, Villefranche-sur-Saone (a family business with a capital of Ff 16.8 million; president M. Ratheaux; food products for children) which it absorbed after it had come under the control of a subsidiary of Textil.

The reorganization will lead to a Ff 9 million increase in Pricel's capital, which will be raised to Ff 110 million after it takes over Textil. The new group which will be formed in this way will hold about 1.46% in Rhone Poulenc (capital Ff 911.25 million), the largest French chemical group and private business, which in 1964 had a cash flow exceeding Ff 700 million).

325/L UNION EUROPEENNE INDUSTRIELLE & FINANCIERE SA (see No 312) a bank of the SCHNEIDER & CIE group, has increased its capital from Ff 52.48 million to Ff 57.76 million following the take-over of UNION INDUSTRIELLE & FINANCIERE D'INVESTISSEMENT-FINUNION SA, Paris (capital Ff 24 million) in which it already had a 21.63% holding.

Finunion was founded in June 1960 by the following banks, finance companies and insurance companies: HAMBROS BANK LTD, London (see No 306), HOTTINGUER & CIE Snc, Paris (see No 296), COMMERZBANK AG, Düsseldorf (see No 324), BAYERISCHE VEREINSBANK AG Munich (see No 317), STE DE BANQUE SUISSE SA, Basle (see No 307) HOPE & CO, Amsterdam (see No 142) INVEST-SVILUPPO & GESTIONE INVESTIMENTI MOBILIARI SpA, Milan (a 17.7% subsidiary of LA CENTRALE-FINANZIARIA GENERALE SpA, Milan - see No 315), NORTH AMERICAN HOLDINGS LTD, Montreal, a member of the Schneider & Cie group, DOMINICK CORP OF CANADA, a subsidiary of DOMINICK & DOMINICK, New York, LA NATIONALE VIE, L'UNION-VIE, CIE D'ASSURANCES GENERALES SUR LA VIE, LA MUTUELLE GENERALE FRANCAISE ACCIDENTS, L'URBAINE & LA SEINE, L'URBAINE-VIE, LA POPULAIRE-VIE, etc...

325/L The finance house PINTO & CIE SA, Paris (see No 223) and the Amsterdam bank PIERSON, HELDRING & PIERSON (see No 299) hold 30% and 35% respectively in STE DE GESTION DE L'HISPANO FUND SA, a Luxembourg holding company with a capital of F.Lux 5 millions, to manage the mutual trust "Hispano-Fund" (Spanish securities). In April 1963 the Dutch bank formed HISPANO TRUST NEDERLAND NV at the Hague (see No 210) to manage it. The Spanish side of it is looked after by HISPANO TRUST-CIA HISPANA DE INVERSIONES SA, Madrid, whose president is Mr Wil. Cnoop Koopmans and the managing director is Mrs W. Edgard von Zoelen.

325/M LA SAVOISIENNE FONCIERE SA (capital Ff 21 million) and STE IMMOBILIERE PROVENCALE D'INVESTISSEMENTS SA (Ff 28 million) are merging. The group LA SAVOISIENNE SA, Marseille (see No 212 - capital Ff 11.24 million) holds 33% and 6.5% respectively in them.

La Savoisiennne Fonciere (see No 249) owns 80 hectares (about 200 acres) in the city of Marseille. It was formed in May 1963 (see No 201) and its other founders were DISCOUNT BANK (OVERSEAS) LTD of Geneva (see No 318), and STE MARSEILLAISE DE CREDIT SA (see No 290), both of which are also shareholders in Immobiliere Provencale; so are N. M. ROTHSCHILD & SONS, London (see No 298) and STE LYONNAISE DE DEPOTS & DE CREDIT INDUSTRIEL SA, Lyon (see No 266).

Immobiliere Provencale builds properties to let in south eastern France and was formed with the help of BANQUE CANTONALE VAUDOISE SA, Lausanne, UFITEC AG-UNION FINANCIERE, Zurich (see No 203), STE BANCAIRE DE GENEVE SA, Geneva, ASTAIRE & CO, London (see No 212), etc.

325/M NV SLAVENBURG'S BANK (see No 266), Rotterdam, has gained control of BANKIERSKANTOOR F. H. VAN DE WIEL NV, The Hague. This makes a further addition to a group which includes several financial and banking firms: HANDEL & EFFECTENBANK NV, Groningen, ARN. THEOD. SOELLING & CO, Rotterdam, MAEHLERS BANK NV, Amsterdam and SLAVENBURG CORP, New York. Bankierskantoor Van De Wiel has also got large holdings in NV ALG. FINANCIERINGS-MIJ. "AVISTA", The Hague, and NV TRUST & BEHEERMIJ "UNITRUST", Amsterdam.

325/M In order to finance small credits for equipment in Senegal, the Ivory Coast and Cameroon, STE D'ETUDES & INVESTISSEMENTS EN AFRIQUE Sarl has been formed in Paris by the Luxembourg holding company PARTACO SA (capital F. Lux 1.6 million). Its capital will be Ff 151,000 and it will be managed by M. Francois Parlier, Paris.

FOOD AND DRINK

325/M The confectionery department of GENERALE ALIMENTAIRE SA, Neuilly, Seine (see No 282), will become one of the largest in France with an annual turnover of some Ff 100 million, when it takes over shortly DELESPAUL-HAVEZ SA, Marcq en Bareuil, Nord (capital Ff 1 million). Delespaul-Havez's brands are "Corona", "Laitta" and "Carambar", and in 1964 it had a turnover of Ff 30 million. The confectionery department of Generale Alimentaire originally consisted of the sweets business of UNIMEL, but in December last year it added a group consisting of LA PIE QUI CHANTE, Wattignies, Nord and its subsidiaries "FEMINA", Loos-les-Lille, Nord, "CLOSSE", La Madeleine, Nord, "LANDRIEUX ET CIE", Boussies, Nord and "REBOURS", Troyes, Aube.

Generale Alimentaire, whose capital was recently raised to Ff 32.36 million, is associated with the British group RECKITT AND COLMAN HOLDING LTD, Dansom Land, Hull. Its other departments are "Condiments", "Spice Bread and Pastry", "Sweets and Biscuits" and "Plastics and Packaging".

325/N BOOTH'S DISTILLERIES LTD, London, which belongs to THE DISTILLERS CO LTD, Edinburgh (see No 301) is granting D & C CIA D'IMPORTAZIONE PRODOTTI ALIMENTARI DOLCIARI VINI LIQUORI Sarl, Bologna, the sole licence to import and sell "High and Dry" gin in Italy.

For the last 5 years it has been sold in France by BOOTH'S DISTILLERIE SAF, Paris (see No 288), formed as the result of an agreement between the British distillers and the Franco-Italian firm SA FRANCAISE MARTINI AND ROSSI, St Ouen, Seine, represented by its president Sig Theophilo Rossi di Montelera (managing director of MARTINI & ROSSI, SpA, Turin).

325/N H. F. & PH. F. REEMTSMA GmbH & CO KG, Hamburg (see No 267) cigarette and tobacco manufacturer, is taking about 25% of the shares in the brewery HENNINGERBRAEU KGaA, Frankfurt (see No 212) which will, however, remain under the control of Herr Bruno H. Schubert. Reemtsma already had an interest in drinks through its shareholding in SEKTKELLEREI CARSTENS GmbH & CO KG, Neustadt. Henninger-Bräu is the third largest brewery in West Germany, with an annual production exceeding one million barrels. It has several subsidiaries and shareholdings in other companies, mainly in Germany and Argentina.

325/N SVILUPPI INDUSTRIALI SpA, Milan (whose capital was doubled last year to lire 400 million and whose office has been moved to Solaro) is going to take over DISTILLERIE RIUNITE DI LIQUORI SpA, Milan (with a factory at Solaro).

325/N FRATELLI FACCHIN oHG, Munich which imports wholesale Italian fruit and vegetables in West Germany, is taking part in forming FRATELLI FACCHIN oHG, Vienna, jointly with Sig Lucio Facchin, Vienna, Sig Marcello Facchin, Verona and Sig Antonio Facchin, Catania.

INSURANCE

325/N Two Rotterdam finance and investment houses, NV BELEGGINGS & FINANCIERINGS MIJ. J. BUYS and BELEGGINGS- & FINANCIERINGS MIJ. PESCH NV have formed a new 50-50 subsidiary DENKAVIT VEEVERZEKERING NV, Voorthuizen, Barneveld (capital Fl 1 million). This will complement the business of its sister companies DENKAVIT DIENSTBETOON NV, Voorthuizen, Barneveld (see No 291), and DENKAVIT ITALIANA Srl, Crespiatica, which deal in cattle and cattle food, by undertaking insurance concerned with cattle.

325/O PHOENIX ASSURANCE CO LTD, London (see No 206), and CONTINENTAL INSURANCE CO, New York, have formed a joint subsidiary at Brussels, which will extend their 1963 agreement. The new company's name is PHOENIX CONTINENTAL SA (capital Bf 75 million) and the British partner holds 51% in it. It is directed by M. Joseph van Grunderbook and it will carry out all kinds of insurance and re-insurance business on its own account for its shareholders, and for other concerns (fire, theft, transport, accident and life insurance).

Apart from Phoenix, in which Continental has a 22.4% shareholding, the British founders are: LONDON GUARANTEE & ACCIDENT CO LTD, London and UNION MARINE & GENERAL CO LTD, London (these two, along with PHOENIX INSURANCE CO OF NEW YORK, were the first British insurance companies to be allowed into the "Marine Office of America" a year ago; since 1919, all the main shipping insurance companies in U.S.A. are members); also TARIFF REINSURANCES LTD, London.

On the American side, Continental Insurance is a shareholder in the new firm through two of its subsidiaries, NIAGARA FIRE INSURANCE CO and FIDELITY & CASUALTY CO OF NEW YORK, both of New York.

LEATHER

325/O SHOE CORP. OF AMERICA INC., Columbus, Ohio, which has 800 shoe shops in Canada and USA, has formed a Florence subsidiary SHOE CORP. OF ITALY SpA. The president is Mr Herbert H. Schiff, who is the son of the chairman and founder of the parent company. The new business (capital Lire 1 million) will sell skins, leather, shoes, etc.

PHARMACEUTICALS

325/O The Dutch firm ZWANENBERG-ORGANON NV, Oss (see No 318) is adding to its mass consumption cosmetic and pharmaceutical products department by taking complete control of MEINDERSMA NV, the Hague (see No 298). Meindersma heads a group of businesses (including COSMEC NV, which makes "Pierre Robert" beauty products; MINTEC NV, which makes chewing gum, etc) whose manufacturing or sales are concerned with pharmaceutical products, dressings, cosmetics, cleaning materials, insecticides, etc.

325/O UPJOHN GmbH has been formed in Frankfurt (capital Dm 20,000) as a marketing subsidiary for the American chemical and drugs group, UPJOHN CO of Kalamazoo, Michigan (see No 322). The American firm has appointed one of the directors of its British subsidiary (UPJOHN LTD, Crawley, Sussex) Mr James A. Braun to be the new company's manager.

PLASTICS

325/P In addition to its operations in the Netherlands to increase its potential for the production of polystyrene (see above under CHEMICALS) FARBERWERKE HOECHST AG, Frankfurt, is going into Austria for the manufacture of "Trevira" polyester fibres. An agreement has been signed with CHEMIEFASER LENZING AG, Lenzing (see No 310) for the investment of DM 12 million in the construction of a plant with a monthly output of 300 tons.

325/P SOLVAY & CIE Scs, Ixelles, Brussels, is continuing to expand its activities in plastics production using materials from the petrochemical complex at Feysin, Isere. It has increased the capital of STE BOURGUIGNONNE D'APPLICATIONS PLASTIQUES Sarl, Chebigny Saint Sauveur, Cote D'Or from Ff 4 to 14 million, raising its own holding in the company from 90 to 97.14%, that of its subsidiary, EXPANCHIM SA being reduced to 2.86%.

Bourguignonne d'Applications Plastiques recently took part with SALADOR SA, Saint Ouen, Seine and VERRERIE SOUCHON NEUVESEL SA, Lyons, in forming CORALI - STE POUR LE CONDITIONNEMENT RATIONNEL DES LIQUIDES SA at Marseilles (capital Ff 30,000; president M. Georges Ricard - see No 319).

PRINTING AND PUBLISHING

325/P INFORMATION & PUBLICITE BENELUX SA, St-Josse-ten-Noode, Brussels, has formed an association with CIE LUXEMBOURGEOISE DE TELEDIFFUSION SA (for which the Brussels firm organizes the advertising) for the publishing and sale of musical and literary compositions, booklets, etc. This has resulted in the setting up of a joint subsidiary in Brussels on the premises of the Belgian partner (with 49%) called RTM - RADIO TELE MUSIC BELGIQUE-HOLLANDE SA, capital Bf 1 million and president M. Gustave Graas, Secretary General of "Radio-Tele-Luxembourg". Information & Publicite Benelux (capital Bf 20 million) is controlled by INFORMATION & PUBLICITE SA, Paris, a 78.9% subsidiary of AGENCE HAVAS SA, Paris, the advertising group - in which 57.6% is state-owned and minority shareholdings are held by AGENCE HAVAS BELGE SA, Brussels, and CIE LUXEMBOURGEOISE DE TELEDIFFUSION SA, Luxembourg (see No 306).

The main shareholders in Luxembourgish de Telediffusion are the BRUFINA/BANQUE DE BRUXELLES group (principally through STE MINIERE & METALLURGIQUE DE RODANGE SA - 25.3% - represented on the board by its director-general, M. Rene Sulbout); Agence Havas SA; BANQUE DE PARIS ET DES PAYS-BAS SA (represented on the board by its director M. Roger Schultz); CSF - CIE GENERALE DE TSF SA, Paris - which a few months ago opened negotiations with SOFIRAD SA, Paris (entirely publicly-owned) for all or part of its shareholding; CIE DES COMPTEURS SA, Paris; INTRA BANK SA, Beirut, etc.

(Intra Bank controls CLT - CIE LIBANAISE DE TELEVISION SA, Beirut (in which Cie Luxembourgish de Telediffusion is also a shareholder), of which M. Nofal is president and M. Givadinovitch director. CLT uses two Lebanese television stations and is negotiating

with the other, TELE - ORIENT - STE DE TELEVISION DU LIBAN & DU PROCHE ORIENT SA, Beirut (president M.J. Ahigaoudi and director M.L. Daddah) which is controlled by the THOMSON ORGANISATION LTD, London, through THOMSON TELEVISION INTERNATIONAL LTD, created at the end of 1962 to manage the overseas interests previously looked after by SCOTTISH TELEVISION LTD.)

325/Q The British firm COLORCEL LTD, London, which deals with the supply, reproduction and printing of artistic and photographic works, mainly for advertising, has set up a Milan subsidiary COLORCEL ITALIANA SpA (capital Lire 1 million, which will shortly be increased to Lire 2.5 million). Mr Jonathan Janson will be president of this new sales and service venture, and the directors will be Mr John Cockcroft a 40% shareholder, and Mr Richard Gordon, both of London.

TEXTILES

325/Q The Dutch manufacturing group HOLLANDIA KATTENBURG NV, Amsterdam, is responsible for the creation of a sales subsidiary in Milan, HOLKA ITALIA Srl with a capital of Lire 900,000, the major part of which is held by M.H. Kattenburg-Englaan, one of the directors of the founder firm.

The Dutch form specializes in rainwear and has a large network of subsidiaries, agencies or representatives abroad: FALCON SA, Etterbeek-Brussels (formerly HOLLANDIA KATTENBURG BELGIE NV); FALCON MAENTEL GmbH, Düsseldorf; FALCON FRANCE SA, Flers, Lille, and Brive; FALCON ITALIA, Rome; FALCON AG, Zurich; KATTENBURG LTD, Manchester; FALCON WEATHERWEAR LTD, London, etc.

325/Q SOVIP-STE VITOUX-PORON Snc (capital Ff 1,836,000) has been set up as a result of the recent sales agreement between two hosiery firms at Troyes, Aube, ETS PORON SA and VITOS-ETS VITOUX SA (see No 312); a further consequence of this agreement is that PORON-ABSORBA GmbH TEXTILIEN, Essen, has been taken over by VITOS GmbH STRUMPFREPARATUR MASCHINEN, Düsseldorf, a subsidiary of VITOS.

The main interests of Vitos abroad are VITOS LTD, London, S.B.E.M.-STE BELGE D'EXPLOITATION MECANIQUE SA, Brussels, INTEBIS LTDA, Portugal (see No 276) and VITOS DE MEXICO.

325/Q ETS ANDRE SILVAIN SA, Roubaix, makers in France of elastic textile products (corsets, bras, bathing-suits) has founded a Belgian sales subsidiary, STE EUROPEENE DE TEXTILES ELASTIQUES-SETEL NV (Courtrai), in which the parent firm holds 50% of the capital (Bf 250,000). The directors of the new firm are M. Philippe B. Silvain, Hem; M. Leon G. Faignaert, one of the Belgian partners with 24%; and M. Maurice Dujardin, Herseaux, with 24%.

325/R M. Jacques Brognier, sales director of ANDRE JAMET SA, Grenoble and Mr Graham Barr, Osterley, Isleworth are the directors of SPORTCAMPING LTD, Hounslow, a new firm recently set up in Britain (capital £2,200). It will be responsible for the representation and sales of the French firm's textile products (tents, sleeping-bags etc..) and sporting and camping goods of all kinds produced in France.

325/R. Last December ETS MOCH & ODELIN SA, Paris (capital Ff 14.4 million), wool dealers, closed their Belgian subsidiary STE COMMERCIALE LAINIERE SA, Verviers. They are now about to form FINAMO-STE DE FINANCEMENT IMMOBILIER MOCH & ODELIN SA (capital Ff 5 million) in Paris to undertake research and give credit for equipping buildings.

TRADE

325/R The import and export group MARUBENI-IIDA CO LTD, Osaka (minerals and various metals; chemical, mechanical, electronic, agricultural and fishery products) has extended its organisation in the Common Market by forming an almost wholly-owned subsidiary at Rotterdam called MARUBENI-IIDA (HOLLAND) NV (capital Fl 200,000). The Japanese group already controls MARUBENI-IIDA GmbH, Düsseldorf; MARUBENI-IIDA (ITALIA) SpA, Milan; MARUBENI-IIDA FRANCE Sarl, Paris; and STE BELGE MARUBENI-IIDA Sprl, Brussels. It also has the right to import "Caravelle" aircraft (made by the French firm SUD AVIATION SA) into Japan.

325/R The supermarket company DOCKS DE FRANCE SA, Paris (member of the group "Toulouse" - see No 281) whose capital was raised recently from Ff 4.3 to Ff 9.72 million, has formed CIE SUPERDOC SA in Paris. The new company's president is M. Henri Toulouse and its object will be to set up and run food shops with a large turnover. Docks de France, in which about 11.5% is owned by CIE FINANCIERE DE SUEZ SA (see No 321), owns nearly all the Ff 3 million capital of Superdoc; its wholly-owned subsidiary STE DES SUPERMARCHES DOC SA (capital Ff 9 million) has a token shareholding.

325/R The Swiss import/export company SIBIMEX-SOC. ITALO BULGARO IMPORTAZIONE EXPORTAZIONE Srl, Lugano, which was formed in April 1965 50-50 by the state trading company MACHINOESPORT, Sofia and GAETANO ZOCCA SAS, Como has opened a Milan office. This is directed by Mr Lambrec V. Kostor. The capital of SIBIMEX is Sf 100,000 and its managers are Mr Robert Van Aken of Castagnola, Mr G. Zocca and Mr Emil Bazlogov, Sofia.

TRANSPORT

325/S A merger has been completed in Italy between two local transport companies, FERROVIA ELETTRICA DI VALLE BREMBANA SpA, Bergamo, capital lire 60.6 million, and FERROVIA DI VALLE SERIANA, Bergamo, which operates the Bergamo-Ponte Selva and Ponte Nossa-Clusone railway lines and tramcar services in the Serenia valley. The merger has resulted in the formation of a new company called STA AUTOFERROVIE DI BERGAMO SpA, capital lire 129.62 million.

325/S F. T. EVERARD & SONS LTD, Greenhithe, Kent owns 98% in GLEN SCHEEPVAART MIJ. NV (capital Fl 250,000) which has been formed at Rotterdam for ship fitting. The other 2% belongs to the sea transport firm NV "TRIAS" SCHEEPVAART AGENT-UREN & HANDEL, Rotterdam.

VARIOUS

325/S The market research firm INFRATEST-CMP INSTITUT FUER INTERNEHMENSBERATUNG & INVESTITIONSGUETER-MARKTFORSCHUNG GmbH (capital Dm 20,000) has been formed in Munich and will be managed by Herr Gerwin Franzen of that city. It belongs 50-50 to CRESAP, McCORMICK & PAGET, New York and INFRATEST MARKTFORSCHUNG- WIRTSCHAFTSFORSCHUNG-MOTIVFORSCHUNG-SOZIALFORSCHUNG GmbH & Co KG, Munich.

Since 1960 the latter has been linked with A. C. NIELSEN CO, Chicago, and ATTWOOD GROUP OF COS. LTD, London (see No 140) by their equal shareholdings in INFRATAM GmbH & CO, Munich (see No 78). In February 1964 (see No 239) it formed ROC MARKETING NEDERLAND NV (capital Fl 10,000) at Amsterdam in joint and equal partnership with SYNERGIE BELGE SA, Brussels, MARKET INVESTIGATIONS LTD, London, MARKET FACTS INC, Chicago and the Danish expert, Dr Erik Saverberg.

325/S COGEP-COMPTOIR GENERAL D'EXPORTATION & DE PARTICIPATION Sarl, Paris (capital Ff 5.44 million) has been put into liquidation. Its manager was M. Jean de Vesins and it specialized in producing and distributing films, selling and hiring viewfinders and projectors, and running film studios. It recently sold its Frankfurt subsidiary PALLAS FILMVERLEIH GmbH (which was responsible for distributing French films in West Germany) to UFA-UNIVERSUM FILM AG, Berlin (a member of the publishing house C. BERTELSMANN VERLAG, Gütersloh (see No 300).

325/S The Swedish fishing gear firm AB URFABRIKEN, Svångsta (capital Krs 200,000, president Mr Göte Borgström) has formed a Hamburg sales subsidiary ABU-ANGELGERAETE HANDELS GmbH (capital Dm 20,000). It will be managed by Mr Lennart Borgström, export manager of the parent company.

325/S LOGIS-FRANCE Sarl, formed in Paris with a capital of Ff 250,000, is a property building and developing company. It will act partly for its 80% parent company TAR CORP, Panama City, a property concern which is thus starting up in France.

Agence Havas	p.P	ENCK	E
American Cyanamid	H	Engrais de Roubaix	G
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		Ets Andre Silvain	Q
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Banque de la Ste Generale De Belgique	K	Ets Maurice Heliot	H
Banque de Paris & de Pays Bas	P	Ets Moch & Odelin	R
B.A.S.F.	F	Ets Poron	Q
Bayer	F	Ets Vitoux	Q
Belge de Banque	K	Eurofert Holland	E
Bil lito	H	Euroflat	E
Blancs Mineraux de Paris	E	Everard	S
Booth's Distilleries	M	Exportation des Sucres	E
Bourguignonne d'Applications Plastiques	P		
British Oxygen	F	Ferrobeton SILM	D
Brufina	P	Ferroria Elettrica di Valle Brembana	S
Buys, J	N	Ferroria Elettrica di Valle Seriana	S
		Financiere de Suez	R
Central Resources	E	Finunion	L
Chemiefaser	P	Foster Grant	G
Chemische Fabrik Holten	F	Fratelli Facchin	N
Colorcel	Q	Froid SATAM Neve	H
Cie des Compteurs	P	Furnitz Lancau Auto-Service	D
Comptoir General d'Exportation & de Participation	S	Gas-Com-In-Gas Compressi Industriali	F
Continental Insurance	O	Gaz d'Eecloo	J
Cresap, McCormick & Paget	S	Generale Alimentaire	M
Crosland Filters	J	Generale de Banque - Generale Bank	K
C.S.F.	P	Generale de Belgique	J
Cultures & Financement	E	Gestion de l'Hispano Fund	L
		Gillet-Thaon	L
D & C	N	Goldschmidt, Th	F
Degussa	F		
Delespaul - Havez	M	Hambros Bank	L
Denain - Nord - Est	D	Henninger-Braeu	M
Denkavit Verzekering	N	Hoechst	G, F
Depolma	I	Hollandia Kattenburg	Q
Distillerie Riunite di Liquori	N		
Distillers	N		
Docks de France	R	Ibag	I
Draadindustrie Jonge Poerink	I	ICI	J
Drouard	I	Immobiliere Provencale d'Investissements	M
EBES	J	Imperial Metal	J
Efco	I	Industrie Chemiche & Dr Baslini	J

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Jonge Poerink Mesh Belts	I	Sportcamping	R
		Superdoc	R
King-Wilkinson	J	Sviluppi Industriali	N
Kon Lak-Vernis & Verfabriek Molyn	H		
Kon Zout-Ketjen	H	Terrebois	E
		Textil	L
Lancia	D	Titaandioxydefabriek	H
Logis-France	S	Titan Industrial	I
Luxembourgeoise de Telediffusion	P	Traction & Electricite	K
		Travaux du Sud-Ouest	I
Machinoesport	R	Tucacier	I
Marubeni-Iida	R		
Materiel Industriel	I	Udylite	I
Meindersma	O	Unibra	E
		Unilever	E
Newall Machine Tool	J	Union Europeenne Industrielle &	
Norcim	D	Financiere	L
		Upjohn	O
Reckitt & Colman	M	Urfabriken	S
Reemtsma	M		
Rhone Poulenc	L	Verven & Vernisse & Molyn	H
Rivaud	D	Vitos	Q
Rivoira	F		
Ruhr-Chemie	F	Wasag Chemie	F
		Worbla	F
Partaco	L		
Pesch	N	Zocca, Gaetano	R
Phoenix Assurance	O	Zuranenberg-Organon	O
Phospho Guano	G		
Pierrefitte	G		
Pierson, Heldring & Pierson	L		
Pinto	L		
Pipeflow-Nederland	J		
Polimex	I		
Poron-Absorba	Q		
Pricel	L		
SATAM	H		
Savoisienne Fonciere	M		
Schneider	L		
SEMVR	I		