

# Panorama of EU industry

Short-term supplement  
latest information on EU industry

bimonthly

6/1994





OFICINA ESTADÍSTICA DE LAS COMUNIDADES EUROPEAS  
DE EUROPÆISKE FÆLLESSKABERS STATISTISKE KONTOR  
STATISTISCHES AMT DER EUROPÄISCHEN GEMEINSCHAFTEN  
ΣΤΑΤΙΣΤΙΚΗ ΥΠΗΡΕΣΙΑ ΤΩΝ ΕΥΡΩΠΑΪΚΩΝ ΚΟΙΝΟΤΗΤΩΝ  
STATISTICAL OFFICE OF THE EUROPEAN COMMUNITIES  
OFFICE STATISTIQUE DES COMMUNAUTÉS EUROPÉENNES  
ISTITUTO STATISTICO DELLE COMUNITÀ EUROPEE  
BUREAU VOOR DE STATISTIEK DER EUROPESE GEMEENSCHAPPEN  
SERVIÇO DE ESTATÍSTICA DAS COMUNIDADES EUROPEIAS

L-2920 Luxembourg — Tél. 43 01-1 — Télex COMEUR LU 3423  
B-1049 Bruxelles, rue de la Loi 200 — Tél. 299 11 11

Las publicaciones de Eurostat están clasificadas por temas y por series. La clasificación se encuentra al final de la obra. Para mayor información sobre las publicaciones, rogamos se pongan en contacto con Eurostat. Para los pedidos, dirjense a las oficinas de venta cuyas direcciones figuran en la página interior de la contracubierta.

Eurostats publikationer er klassificeret efter emne og serie. En oversigt herover findes bag i hæftet. Yderligere oplysninger om publikationerne kan fås ved henvendelse til Eurostat. Bestilling kan afgives til de salgssteder, der er anført på omslagets side 3.

Die Veröffentlichungen von Eurostat sind nach Themenkreisen und Reihen gegliedert. Die Gliederung ist hinten in jedem Band aufgeführt. Genauere Auskünfte über die Veröffentlichungen erteilt Eurostat. Ihre Bestellungen richten Sie bitte an die Verkaufsbüros, deren Anschriften jeweils auf der dritten Umschlagseite der Veröffentlichungen zu finden sind.

Οι εκδόσεις της Eurostat ταξινομούνται κατά θέμα και κατά σειρά. Η ακριβής ταξινόμηση αναφέρεται στο τέλος κάθε έκδοσης. Για λεπτομερέστερες πληροφορίες σχετικά με τις εκδόσεις, μπορείτε να απευθύνεσθε στην Eurostat. Για τις παραγγελίες μπορείτε να απευθύνεσθε στα γραφεία πώλησης, των οποίων οι διευθύνσεις αναγράφονται στη σελίδα 3 του εξωφύλλου.

Eurostat's publications are classified according to themes and series. This classification is indicated at the end of the publication. For more detailed information on publications, contact Eurostat. Orders are obtainable from the sales offices mentioned on the inside back cover.

Les publications d'Eurostat sont classées par thème et par série. Cette classification est précisée à la fin de l'ouvrage. Pour des informations plus détaillées sur les publications, contactez Eurostat. Pour les commandes, adressez-vous aux bureaux de vente dont les adresses sont indiquées à la page 3 de la couverture.

Le pubblicazioni dell'Eurostat sono classificate per tema e per serie. Tale classificazione è precisata alla fine dell'opera. Per informazioni più dettagliate sulle pubblicazioni rivolgersi all'Eurostat. Per eventuali ordinazioni rivolgersi a uno degli uffici di vendita i cui indirizzi figurano nella 3ª pagina della copertina.

De publikaties van Eurostat zijn ingedeeld naar onderwerp en serie. Deze indeling is achter in het boek opgenomen. Voor nadere informatie over de publikaties kunt u zich wenden tot Eurostat. Gelieve bestellingen op te geven bij de verkoopbureaus, waarvan de adressen op bladzijde 3 van de omslag zijn vermeld.

As publicações do Eurostat estão classificadas por tema e por série. Esta classificação está indicada no fim da obra. Para mais informações sobre as publicações é favor contactar Eurostat. Encomendas: serviços de venda cujos endereços estão indicados na contracapa.

# **Panorama of EU industry**

**Short-term supplement  
latest information on EU industry**

**bimonthly**

**6/1994**

**Theme  
Energy and industry  
Series  
Short-term trends**



Sent to press in November 1994.

Luxembourg: Office for Official Publications of the European Communities, 1994

© ECSC-EC-EAEC, Brussels • Luxembourg, 1994

Reproduction is authorized, except for commercial purposes, provided that the source is acknowledged.

*Printed in Belgium*

# TABLE OF CONTENTS

1. Macroeconomic overview . . . . .	5
Industrial production . . . . .	7
Consumer prices . . . . .	7
Trade balance . . . . .	7
2. Total industry . . . . .	11
Index of production . . . . .	13
Producer price index . . . . .	19
Capacity utilization . . . . .	25
Trade indicators . . . . .	27
3. Nace 41 + 42 : Food, drink and tobacco . . . . .	31
3.1 Short term indicators . . . . .	33
Index of production . . . . .	33
Producer price index . . . . .	33
Capacity utilisation . . . . .	33
Trade indicators . . . . .	38
3.2 Structural indicators . . . . .	39
Value added, turnover, investment . . . . .	42
Employment, labour cost, productivity . . . . .	43
External trade . . . . .	44
4. Comparison of the manufacturing industries of the EU, USA and Japan . . . . .	45
1. Introduction . . . . .	47
2. Largest industries . . . . .	47
3. Fastest growing industries . . . . .	51
4. TRIAD production in "High technology" industrial sectors . . . . .	53
5. TRIAD specialisation . . . . .	55
6. Top companies in each region . . . . .	57
7. External trade . . . . .	59
Methodological notes . . . . .	63

## OVERVIEW

The European economy continued on its path of recovery from the recession during the summer of 1994. Year-on-year growth of industrial output reached 5.4% in June. Industrial production has also grown rapidly in the USA, with annual growth running at 5.9% in June. Japan was still hit by recession, with production down by 1.6% in May. Further evidence of the recovery in European industry was provided by the third quarter estimates of capacity utilisation. This has risen by 3.3 percentage points since the start of the year to 80.9%. Growth in Europe has been helped by expanding exports, particularly to the USA and the south-east Asian countries. Consumer spending, on the other hand, has not risen in most EU countries over the last year, reflecting the uncertainties generated by the slow growth in personal incomes and the continuing high unemployment rates. Recent surveys of consumer sentiment however do show increases in consumer confidence over the summer months.

The EU's trade balance dipped into the red in the first quarter of 1994, though there was a small surplus in April.

In this issue, there are special articles on:

- The food, drink and tobacco industry (NACE 41/42)
- A comparison of the manufacturing industries of the EU, the USA and Japan

The food, drink and tobacco industry ranks as the largest in the EU in terms of production, and the second largest in terms of employment (the electrical engineering industry employs more people). Being a provider of a basic necessity, it was less affected than other industries by the recent recession. However the share of food in household budgets has been declining over the years, and is now less than 20% of the total in many countries.

The article on the EU, USA and Japan compares the structure of their industries. At the NACE 2-digit level, the EU shows the highest specialisation coefficients for footwear and clothing, and food, drink and tobacco, both slow growing industries. The equivalent industries for the USA are other transport equipment (notably aircraft) and instrument engineering, and for Japan electrical engineering (notably consumer electronics) and computer and office equipment. The article analyses how specialisation has changed over the last ten years.

Ph. Nanopoulos,

Director,

Business and energy statistics, R & D, and statistical methods directorate

## **1. MACROECONOMIC OVERVIEW**

- EU recovery continued through the summer months of 1994
- EU industrial production grew by 5.1% per annum to June 1994
- 3.1% annual growth in EU consumer prices to August 1994
- Improved export performance for EU in the first quarter of 1994
- American output continued to expand apace in the summer of 1994
- USA year-on-year inflation rate equal to 2.9% in August 1994
- Japanese trade balance grew to 12.5 billion ECU in March 1994
- Japanese consumer prices fell by 0.1% per annum in August 1994



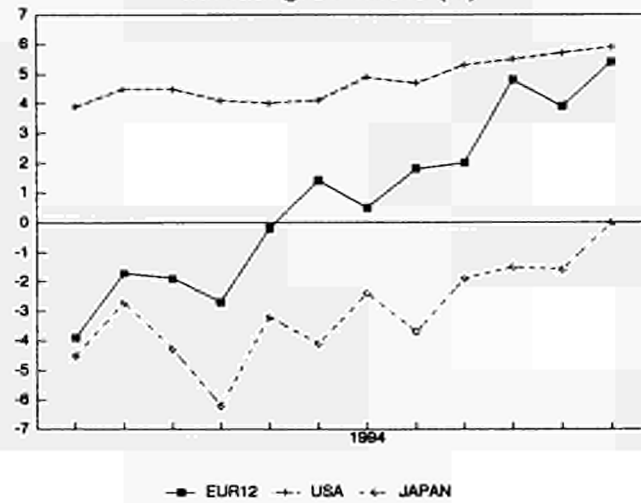


## MACROECONOMIC OVERVIEW

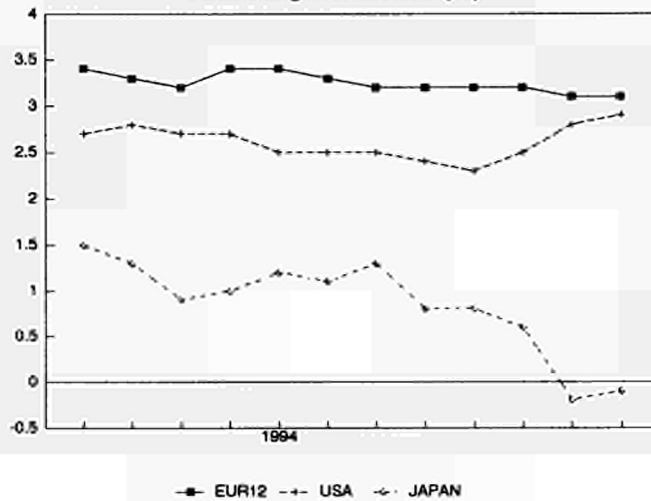
Growth in the European economy over the summer of 1994 was at a faster rate than the corresponding rates observed coming out of the previous recession in the early eighties. Nevertheless, falling real wages and higher taxes put a hold on consumer spending in many of the Member States during the summer months. Indeed, only in Denmark and the United Kingdom were there increases in consumer spending compared to the summer of 1993. Growth in Europe has been fuelled in the main by expanding exports. Exports have increased not only to America, but also to the south-east Asian countries. Indeed, exports to China over the past couple of years have grown at an extremely fast rate.

However, one of the main problems facing the European recovery remained the need to create jobs. The average unemployment rate in the EU was still running at over ten per cent at the end of the summer of 1994. Nevertheless, the most recent business surveys to the end of August 1994 showed that there was growing confidence in the future development of the European economy amongst industry and retail trade managers. Future assessments of recruitment plans by industry and retail managers were optimistic in almost every Member State, though the retail trade continued to be more optimistic than industry. The growth of exports over recent months was expected to continue - with particular optimism in Greece, Ireland, Italy, the Netherlands and the United Kingdom. Indeed, consumer confidence indicators also grew over the summer months of 1994. Additional good news was provided by the continuing growth of capacity utilization rates -

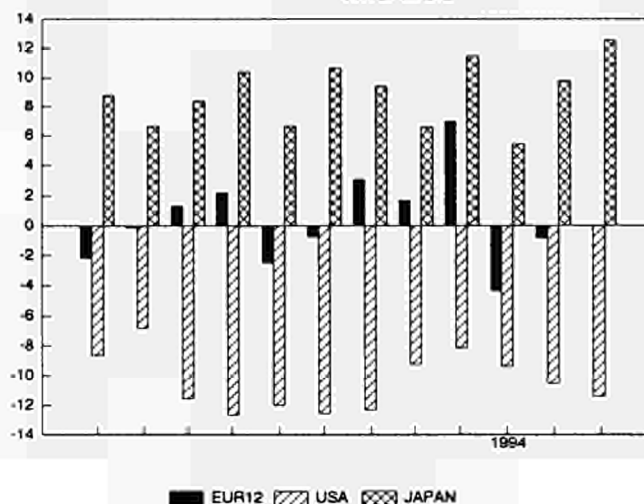
**Industrial production**  
Annual growth rate (%)



**Consumer prices**  
Annual growth rate (%)



**Trade balance**  
mrd ECU



## MAIN INDICATORS

yet, there remained enough capacity to cater for any further planned expansion of output. New orders indicators showed that demand was unlikely to inhibit production growth - however, supply-side factors were cited by some managers as a constraint (especially regarding skilled labour).

Further evidence of the recovery in European industry during the summer of 1994 was provided by the data released on industrial output. Figures for June 1994 showed industrial production growing at 5.4% per annum (year-on-year growth rate). The EU was able to display positive production growth in the past seven months for which data was available. In a similar vein, industrial production in the United States continued to accelerate, with growth running at 5.9% per annum in June 1994. Although the rate of decline seen in Japan slowed somewhat, production was still down by 1.6% on the year to May 1994. Japanese unemployment reached three per cent in August 1994.

The most recent data available for consumer prices indicated stable inflation rates. The EU consumer price index was running at 3.1% per annum in August 1994 (the same rate as in July 1994 - and at a lower rate than any other month during 1994). In the United States the rate of inflation increased quite rapidly in the last three months for which data was available. In May 1994, the inflation rate for the United States stood at 2.3% - by August it had risen by some 0.6 percentage points. The reduction in the inflation rate in Japan continued (from a high of 1.3% growth per annum in

		EUR 12	USA	JAPAN	
Industrial production	93.07	-3.9	3.9	-4.5	
	Annual growth rate (%)	93.08	-1.7	4.5	-2.7
		93.09	-1.9	4.5	-4.3
		93.10	-2.7	4.1	-6.2
		93.11	-0.2	4.0	-3.2
		93.12	1.4	4.1	-4.1
		94.01	0.5	4.9	-2.4
		94.02	1.8	4.7	-3.7
		94.03	2.0	5.3	-1.9
		94.04	4.8	5.5	-1.5
		94.05	3.9	5.7	-1.6
		94.06	5.4	5.9	N/A
		Consumer prices	93.09	3.4	2.7
Annual growth rate (%)	93.10		3.3	2.8	1.3
	93.11		3.2	2.7	0.9
	93.12		3.4	2.7	1.0
	94.01		3.4	2.5	1.2
	94.02		3.3	2.5	1.1
	94.03		3.2	2.5	1.3
	94.04		3.2	2.4	0.8
	94.05		3.2	2.3	0.8
	94.06		3.2	2.5	0.6
94.07	3.1	2.8	-0.2		
Trade balance (mio ECU)	93.04	-2190	-8674	8764	
	93.05	-130	-6848	6653	
	93.06	1275	-11544	8371	
	93.07	2160	-12674	10396	
	93.08	-2455	-11966	6614	
	93.09	-758	-12556	10641	
	93.10	3073	-12277	9393	
	93.11	1645	-9228	6571	
	93.12	6952	-8187	11470	
	94.01	-4318	-9404	5448	
94.02	-815	-10541	9762		
94.03	N/A	-11380	12547		

Source: Eurostat

March 1994), to an annual inflation rate of -0.1% in August 1994.

After recording a surplus for the last three months of 1993, the EU's trade balance went negative in January 1994 (-4.3 billion ECU). Figures for February showed some improvement

with a deficit of only 0.8 billion ECU. Compared to data from a year before, the figures showed a marked improvement in the EU's trading fortunes. Indeed, as stated above much of the recovery so far witnessed in Europe may be attributed to growth

in exports, rather than increased domestic demand.

Japan's trade surplus maintained its extremely high levels, reaching 12.5 billion ECU in March 1994, the highest monthly figure for more than a year. In the United States the deficit problem remained with an 11.4 billion ECU deficit in March 1994. This figure reflected similar levels to those seen over the course of the last year in spite of the expansion in the American economy.

In Germany the recovery continued - despite initial fears that there may have been a double-dip recession. These fears have been allayed by the latest output data, showing a two per

cent increase in industrial production (second quarter compared to the first quarter). West German unemployment rates remained stable at 8.3% in September 1994. There was a downward trend to the German inflation rate. It was running at 3.0% in August 1994, considerably lower than the 4.2% rate recorded in August 1993.

The Italian inflation rate continued to show signs of quickening over the summer months, approaching the 4.0% level. At the same time industrial production was expanding at a fast rate, the second quarter of 1994 recording a large increase in output, up by 4.3% compared to the first quarter.

In the year to July 1994 French retail sales fell by 2.7%. The consumer price index remained the lowest in the EU, recording a provisional figure of 1.7% for August 1994. Industrial output grew by 1.5% in the second quarter of 1994 (again compared to the first quarter).

The unemployment rate in the United Kingdom fell to 9.3% in July 1994, this was the lowest level since January 1992. Additional evidence of the recovery was provided at the end of the summer, with the Bank of England increasing the prime interest rate by 0.5% to 6.75%, as a precautionary action against inflation.



## **2. TOTAL INDUSTRY (NACE 1-4)**

- Latest data shows production growth in nearly all Member States
- German output growth fuelled by increases in the capital goods sector
- EU producer prices increase by 1.1% in 1993
- Return to positive producer price growth in the first half of 1994
- Increased utilization rates in both intermediate and capital goods sectors
- French utilization rates show a marked increase in the third quarter of 1994
- EU terms of trade rise by 0.3% in the final quarter of 1993
- Export and import value indexes display moderate growth in 1993



## Total Industry (Nace 1-4)

### Index of production

1990 = 100		EUR 12	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK
Total Industry	1993	94.5	92.8	100.5	88.1	94.8	91.6	95.1	119.1	95.7	96.6	101.9	95.2	98.1
	Φ	98.9	93.7	105.2	89.3	90.1	96.6	103.4	129.5	101.1	104.4	107.8	94.1	104.8
Growth rate (%)	1993	-3.1	-5.3	-2.9	-7.7	-3.0	-4.7	-3.7	5.7	-2.1	-3.0	-1.1	-4.4	2.5
	Φ	0.8	-0.6	4.0	1.4	0.5	1.8	0.8	4.6	0.8	6.9	0.6	-1.8	1.5
Intermediate Goods	1993	96.2	92.4	96.7	90.8	91.3	92.4	98.5	125.9	97.0	92.9	103.1	93.8	100.7
	Φ	103.7	92.6	101.5	95.2	91.7	97.9	108.3	139.3	103.5	101.5	117.6	95.0	112.6
Growth rate (%)	1993	-2.5	-5.4	-4.5	-6.4	-2.0	-4.4	-3.0	6.5	-1.8	-4.0	-0.8	-5.3	3.0
	Φ	3.2	-1.7	4.5	0.8	0.0	0.8	0.1	3.1	0.4	6.2	-0.6	-0.8	0.5
Capital Goods	1993	87.4	92.4	96.6	82.6	102.8	79.9	85.6	117.9	87.9	98.9	97.8	84.2	92.9
	Φ	86.8	93.5	101.5	78.2	104.7	81.6	87.0	139.2	86.2	97.2	97.5	83.1	95.8
Growth rate (%)	1993	-5.1	-0.2	-7.2	-10.3	-14.3	-7.0	-6.9	7.0	-3.3	-1.8	-3.0	-7.8	1.0
	Φ	-4.2	0.9	5.7	1.1	14.9	1.5	0.5	7.8	-2.5	19.9	2.6	-1.2	3.0
Consumer Durables	1993	88.9	N/A	97.9	87.1	82.6	88.6	90.2	N/A	84.9	N/A	N/A	N/A	95.9
	Φ	93.4	N/A	107.3	90.9	78.8	95.9	93.8	N/A	87.1	N/A	N/A	N/A	105.2
Growth rate (%)	1993	-7.4	N/A	-2.4	-12.0	-0.3	-2.6	-7.3	N/A	-8.0	N/A	N/A	N/A	4.6
	Φ	-0.9	N/A	2.6	2.4	0.1	3.5	3.4	N/A	0.5	N/A	N/A	N/A	2.4
Consumer Non-durables	1993	97.3	98.5	107.3	92.5	100.5	95.0	95.7	115.9	101.8	N/A	102.1	90.3	96.6
	Φ	100.4	102.7	111.0	93.1	83.7	99.4	97.7	112.3	109.6	N/A	100.3	86.7	95.8
Growth rate (%)	1993	-0.6	-2.0	1.4	-3.0	-1.1	-1.9	-1.8	4.5	1.2	N/A	-0.4	-6.0	0.5
	Φ	-0.3	1.7	3.3	0.0	-0.8	0.8	0.5	3.7	0.2	N/A	0.8	-0.1	0.2

Source: Eurostat

Indexes provided on short-term indicators have now moved from the NACE 1970 classification to the NACE Rev.1 classification. This classification now divides consumer goods into two separate categories, durables and non-durables.

Annual data showed EU production declining by 3.1% in the year to December 1993. Largest declines were seen in the capital goods and consumer durables sectors (falling by 5.1% and 7.4% respectively). Such

annual data did not reflect the emergence of the European economy from recession at the start of 1994.

Indeed, latest data for the individual Member States pointed to growth in nearly all countries (Belgium and Portugal being the exceptions). For total industry (growth of the last three months compared to the previous three months) growth rates were as follows: Germany (+1.4% in June 1994), France (+0.8%, June 1994), Italy (+0.8%, June 1994) and

the United Kingdom (+1.8%, July 1994).

German production growth turned positive in March 1994 - the recovery was being led by the capital goods sector (+1.1%) and the consumer durables sector (2.4%). Nevertheless, latest data for intermediate goods (+0.8%) and consumer non-durables (0.0%) showed indexes increasing less rapidly.

The slow growth seen in United Kingdom consumer non-durables continued, rising by only 0.2% in the three months to July 1994. This trend was supported by data for capacity utilization, where there has been no in-

crease in utilization for consumer goods over the past year. Nevertheless, the recovery in the United Kingdom economy continued at an increasing rate (a trend seen since January 1993).

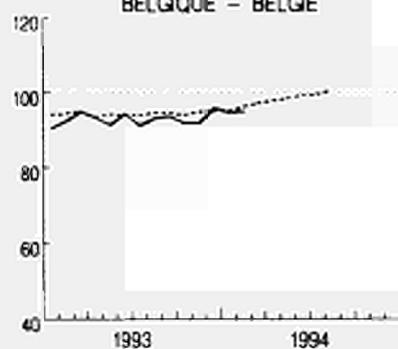
French production reported positive growth for all months in 1994 (to June). However, such growth was at a lower rate than levels seen in the other major European economies.



INDUSTRIELLE PRODUKTION

GESAMTE INDUSTRIE

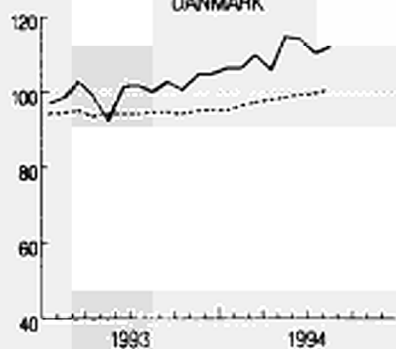
BELGIQUE - BELGIE



INDUSTRIAL PRODUCTION

TOTAL INDUSTRY

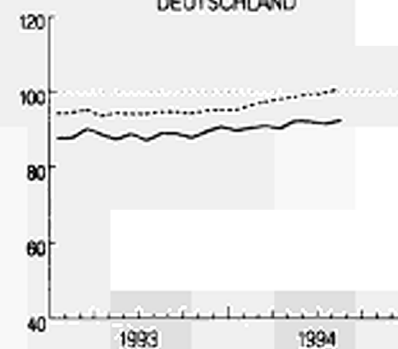
DANMARK



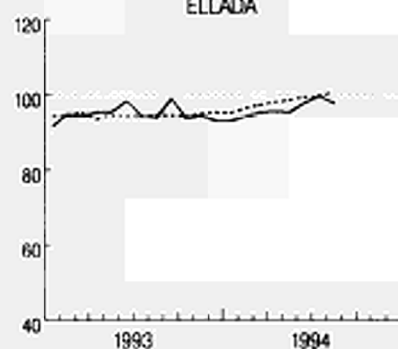
PRODUCTION INDUSTRIELLE

ENSEMBLE DE L'INDUSTRIE

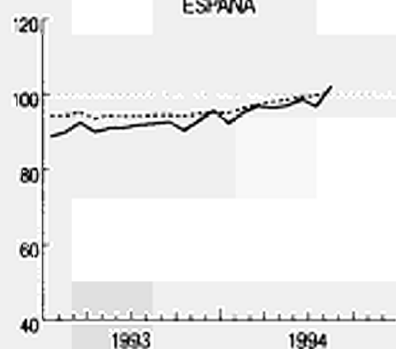
DEUTSCHLAND



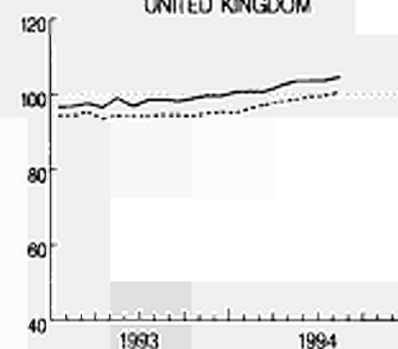
ELLADA



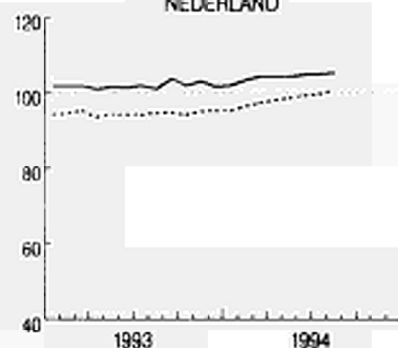
ESPAÑA



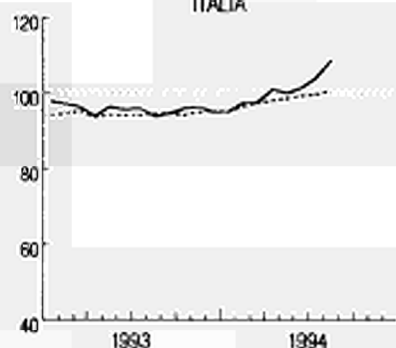
UNITED KINGDOM



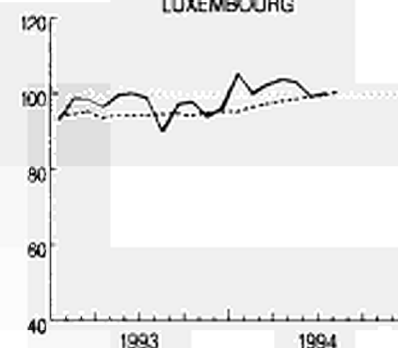
NEDERLAND



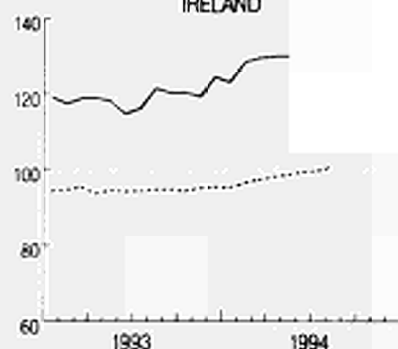
ITALIA



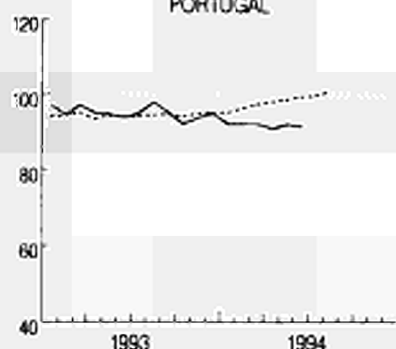
LUXEMBOURG



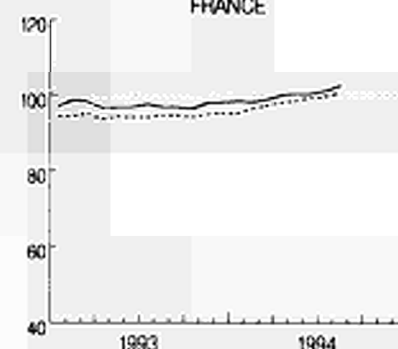
IRELAND



PORTUGAL



FRANCE



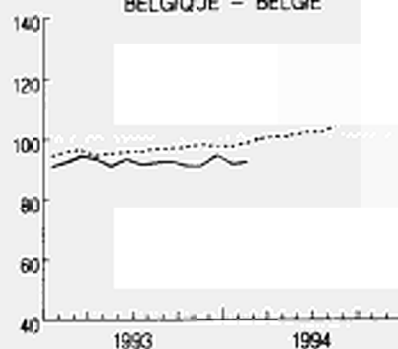
..... EUR 12

1990 = 100

INDUSTRIELLE PRODUKTION

VORLEISTUNGSINDUSTRIE

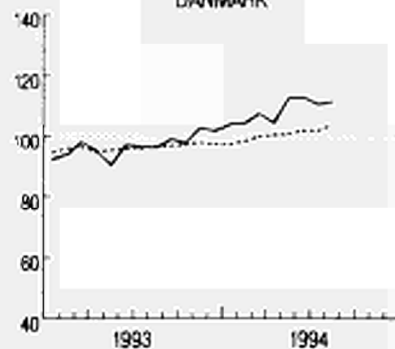
BELGIË - BELGIE



INDUSTRIAL PRODUCTION

INTERMEDIATE GOODS

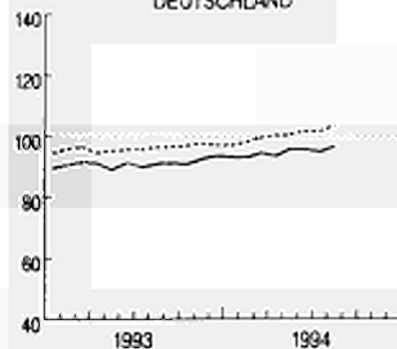
DANMARK



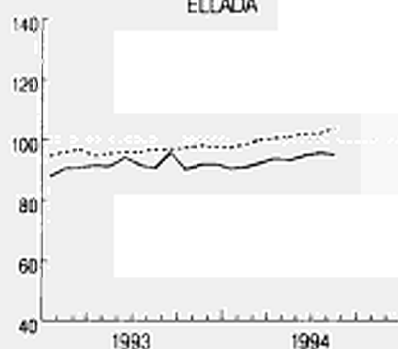
PRODUCTION INDUSTRIELLE

BIENS INTERMEDIAIRES

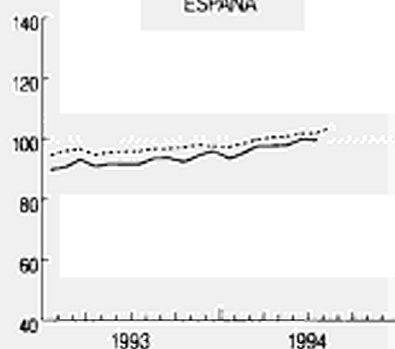
DEUTSCHLAND



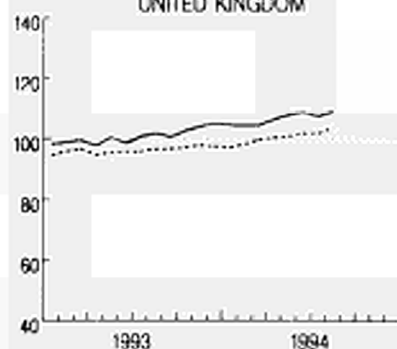
ELLADA



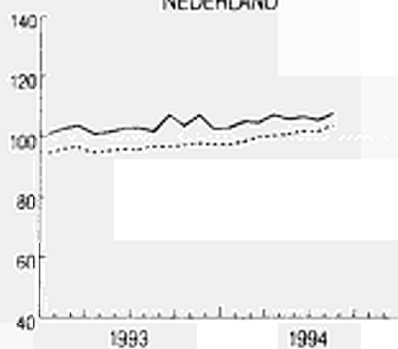
ESPAÑA



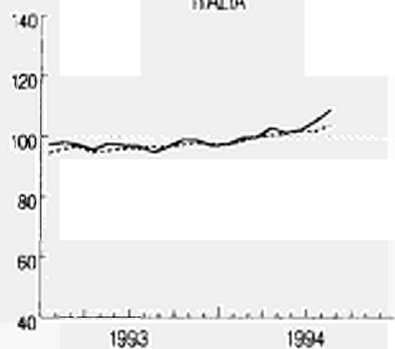
UNITED KINGDOM



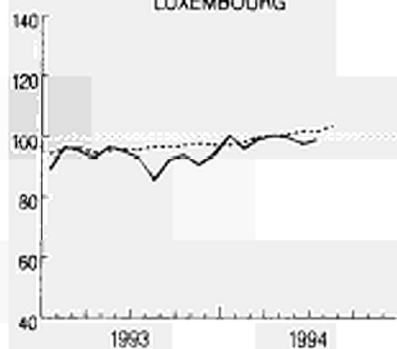
NEDERLAND



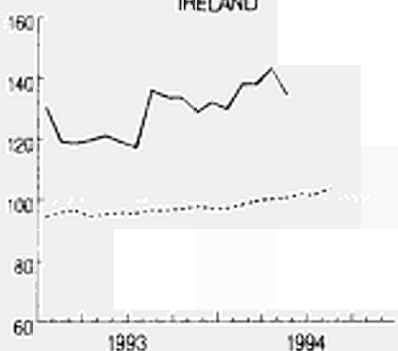
ITALIA



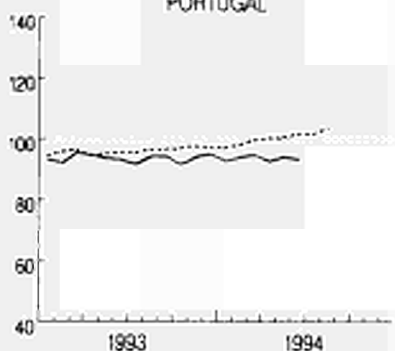
LUXEMBOURG



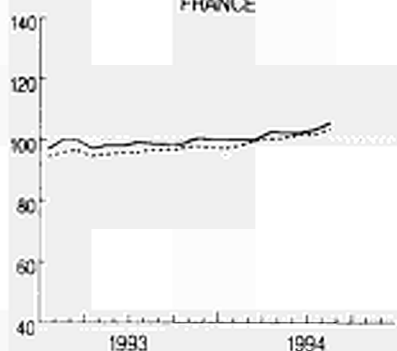
IRELAND



PORTUGAL



FRANCE



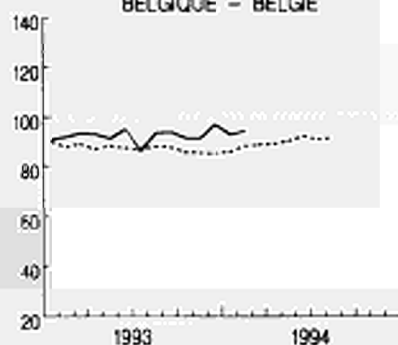
..... EUR 12

1990 = 100

## INDUSTRIELLE PRODUKTION

## INVESTITIONSGÜTERINDUSTRIE

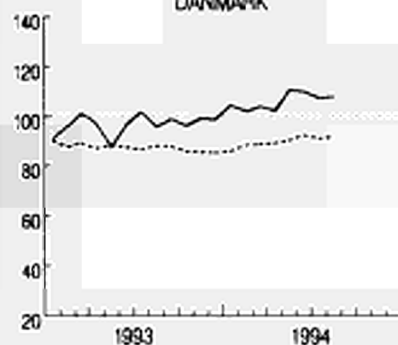
## BELGIQUE - BELGE



## INDUSTRIAL PRODUCTION

## CAPITAL GOODS

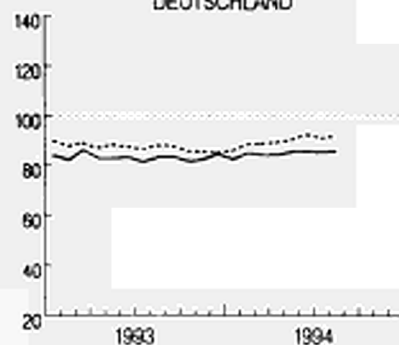
## DANMARK



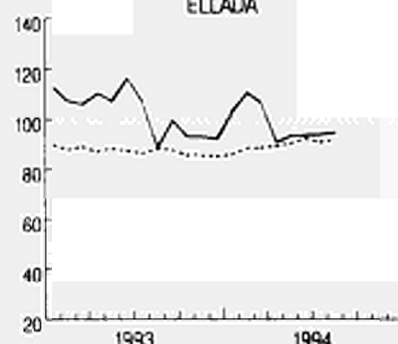
## PRODUCTION INDUSTRIELLE

## BIENS D'INVESTISSEMENT

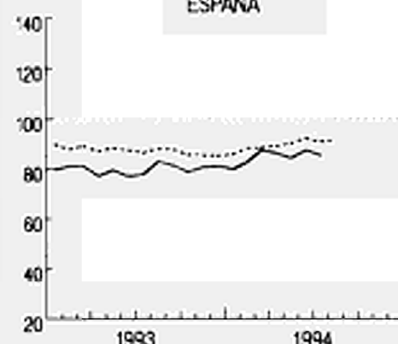
## DEUTSCHLAND



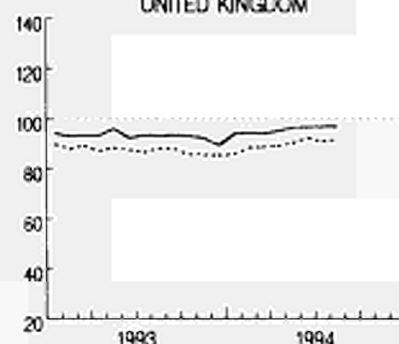
## ELLADA



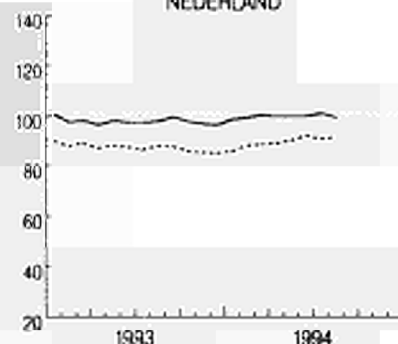
## ESPANA



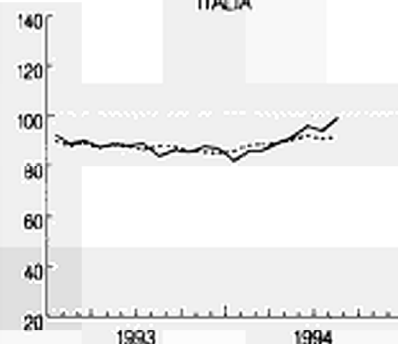
## UNITED KINGDOM



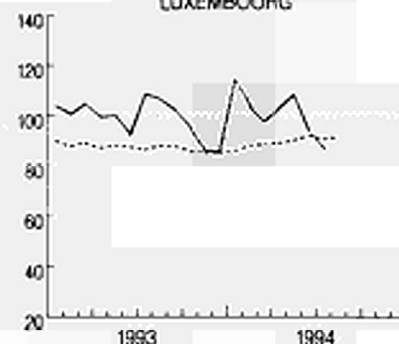
## NEDERLAND



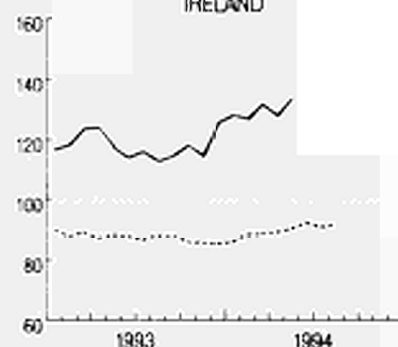
## ITALIA



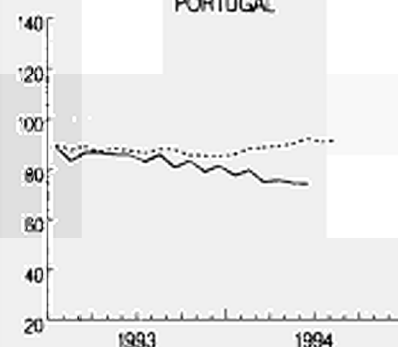
## LUXEMBOURG



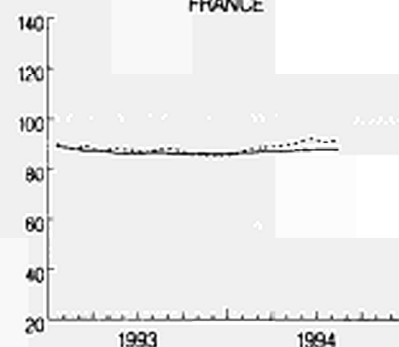
## IRELAND



## PORTUGAL



## FRANCE

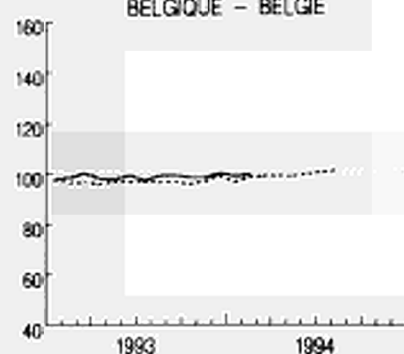


..... EUR 12

1990 = 100

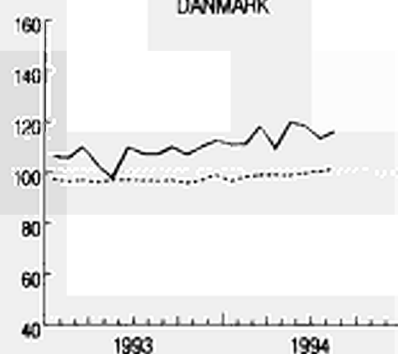
INDUSTRIELLE PRODUKTION  
VERBRAUCHSGUETERINDUSTRIE

BELGIQUE - BELGIE



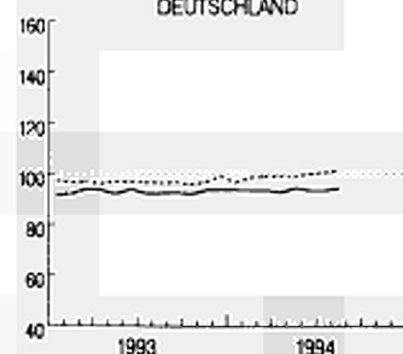
INDUSTRIAL PRODUCTION  
CONSUMER GOODS

DANMARK

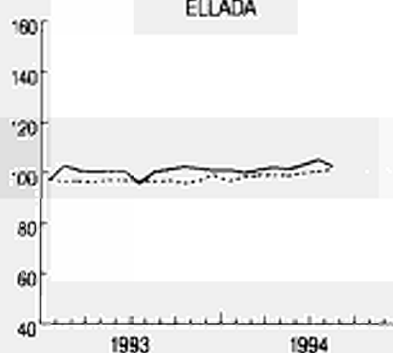


PRODUCTION INDUSTRIELLE  
BIENS DE CONSOMMATION

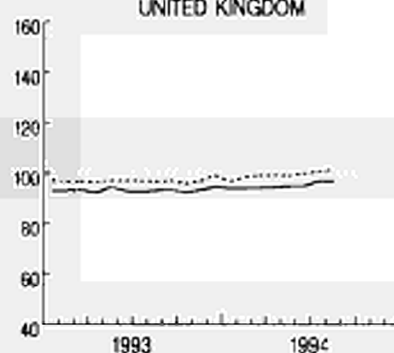
DEUTSCHLAND



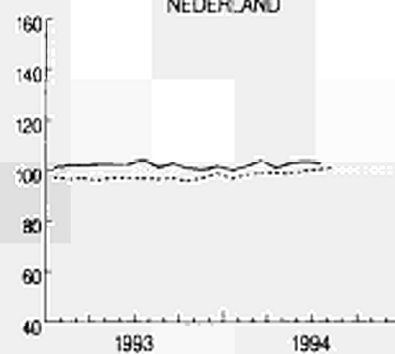
ELLADA



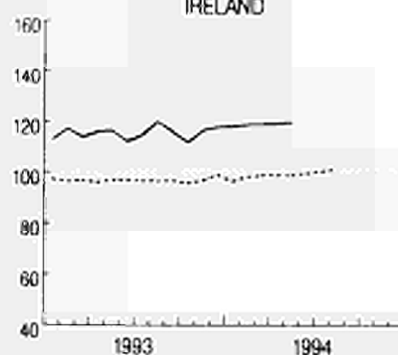
UNITED KINGDOM



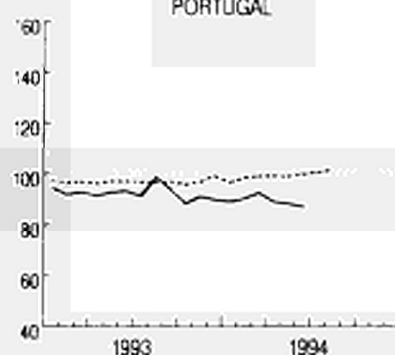
NEDERLAND



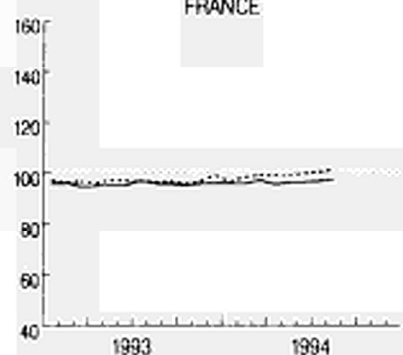
IRELAND



PORTUGAL



FRANCE



..... EUR 12

1990 = 100

## Total industry (Nace 1-4)

### Producer price index

1990 = 100		EUR 12	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK
Total Industry	1993	105.2	98.2	99.0	103.7	153.2	106.2	100.6	105.6	109.2	93.6	100.2	N/A	110.1
	Φ	106.4	98.5	98.7	104.2	161.8	109.7	100.8	106.6	112.2	94.9	100.4	N/A	111.4
Growth rate (%)	1993	1.1	-1.0	-0.9	-0.1	11.4	2.4	-1.0	2.3	3.8	-1.3	-1.6	N/A	3.3
	Φ	0.5	0.2	-0.3	0.5	2.1	1.4	0.0	0.4	1.2	0.3	0.3	N/A	0.4
Intermediate Goods	1993	101.8	93.5	97.9	100.2	142.2	103.0	97.6	98.8	108.0	88.3	98.6	N/A	106.2
	Φ	102.9	93.3	96.9	101.5	147.5	106.4	97.6	94.5	111.1	89.7	98.6	N/A	106.4
Growth rate (%)	1993	0.1	-1.3	-0.3	-1.4	11.7	1.7	-1.9	1.8	4.0	-2.3	-2.2	N/A	3.0
	Φ	0.7	0.3	-0.6	1.1	1.8	1.4	0.2	-4.2	1.5	0.2	0.3	N/A	-0.3
Capital Goods	1993	106.6	106.1	105.1	108.0	152.2	107.0	99.8	N/A	108.4	105.4	103.9	N/A	110.0
	Φ	107.3	106.9	105.3	108.1	162.5	108.5	99.4	N/A	110.1	106.2	103.7	N/A	112.2
Growth rate (%)	1993	1.2	0.7	1.4	1.6	12.4	1.4	-2.1	N/A	3.0	-0.1	0.2	N/A	2.6
	Φ	0.3	0.3	-0.1	0.0	2.8	0.7	0.1	N/A	0.5	0.2	-0.1	N/A	0.8
Consumer Durables	1993	N/A	N/A	105.4	N/A	N/A	109.3	N/A	N/A	110.1	N/A	101.9	N/A	N/A
	Φ	N/A	N/A	106.6	N/A	N/A	112.9	N/A	N/A	112.8	N/A	101.7	N/A	N/A
Growth rate (%)	1993	N/A	N/A	1.2	N/A	N/A	2.6	N/A	N/A	3.5	N/A	-0.3	N/A	N/A
	Φ	N/A	N/A	0.8	N/A	N/A	1.8	N/A	N/A	0.8	N/A	-0.4	N/A	N/A
Consumer Non-durables	1993	107.7	N/A	97.1	105.6	N/A	110.6	100.3	105.0	109.0	104.4	102.7	N/A	116.6
	Φ	109.3	N/A	98.5	105.5	N/A	115.2	100.5	106.4	111.7	103.3	102.7	N/A	119.4
Growth rate (%)	1993	1.8	N/A	-3.1	0.4	N/A	3.9	-1.7	3.5	3.3	-1.2	-1.3	N/A	5.0
	Φ	0.6	N/A	0.2	0.0	N/A	1.5	-0.2	0.5	1.1	-0.8	0.2	N/A	1.0

Source: Eurostat

The indexes included in this section are also collected under the new classification system, NACE Rev.1. They are denominated in national currencies.

European producer prices rose by 1.1% during the year to December 1993. Behind this figure there were contrasting fortunes for the different Member States. Firstly, there were a group of countries with negative price trends (Belgium, Germany, Denmark, France, Luxembourg and the Nether-

lands). Then there were a group of countries displaying moderate price increases (Spain, Ireland, Italy and the United Kingdom). Greek prices rose by 11.4% for the year to December 1993.

Latest data available showed a gradual return to positive growth rates for nearly all countries, the exception being Denmark. In Denmark the negative rates were probably due to the lag in data availability. At the same time, prices in Greece, Italy and

Spain were rising at a much faster rate than in the other Member States.

Turning to the different goods sectors: intermediate goods were displaying the most rapid increases in prices towards mid-1994 - this was a marked departure from the annual series (where between 1991 and 1993 the intermediate goods sector recorded the slowest growth of the three goods sectors). This phenomenon was particularly evident in Germany, where intermediate goods

prices were expanding at their fastest rate for more than two years during the summer of 1994.

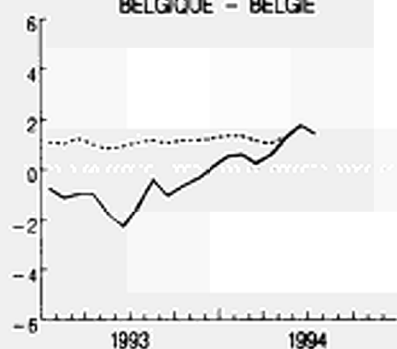
When looking at data in ECU terms, producer price growth was very mod-

est, it rose by 0.9% in the year to May 1994. Indeed, five of the Member States reported declining annual price indexes for the latest month of data available. In June 1994, United Kingdom prices were some 2.9% below the corresponding data from

1993, whilst in Spain and Greece there was a decline of 1.4% in the producer price index (over the same period).

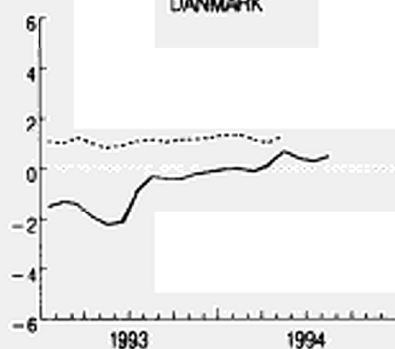
ERZEUGERPREISINDEX  
GESAMTE INDUSTRIE  
VERÄNDERUNGSRATE

BELGIQUE - BELGIE



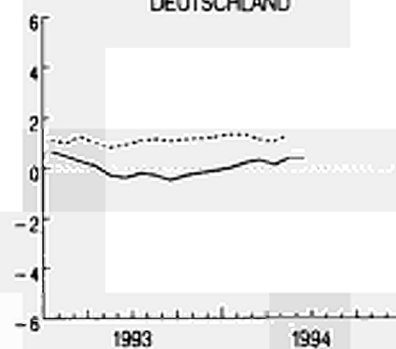
PRODUCER PRICE INDEX  
TOTAL INDUSTRY  
GROWTH RATE

DANMARK

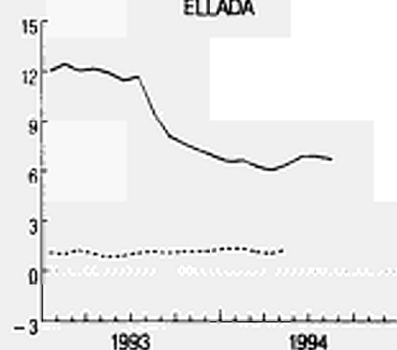


INDICE DES PRIX A LA PRODUCTION  
ENSEMBLE DE L'INDUSTRIE  
TAUX DE VARIATION

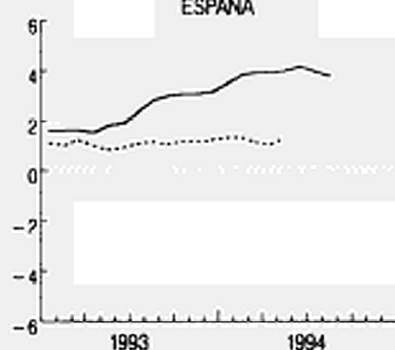
DEUTSCHLAND



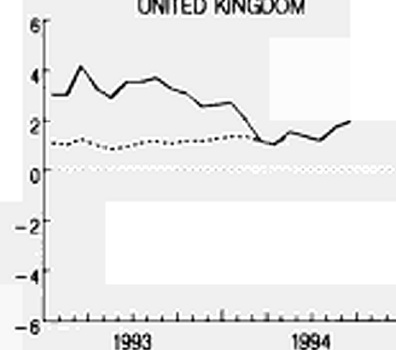
ELLADA



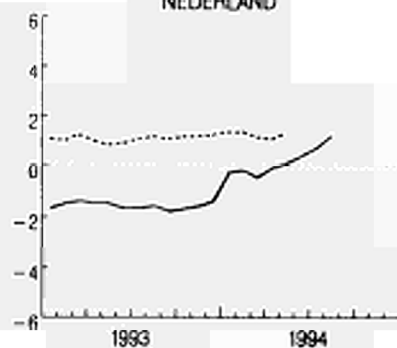
ESPAÑA



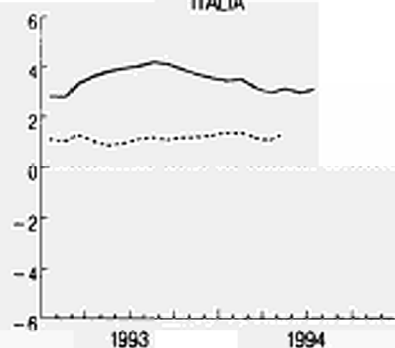
UNITED KINGDOM



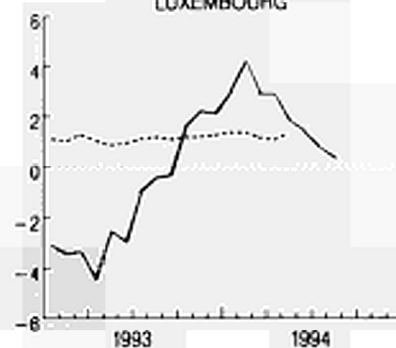
NEDERLAND



ITALIA



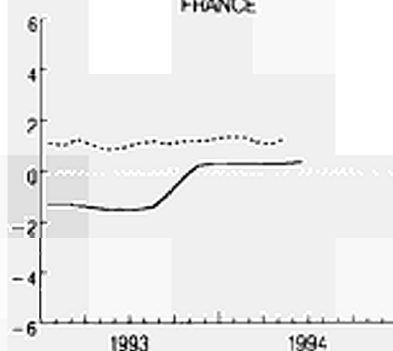
LUXEMBOURG



IRELAND



FRANCE

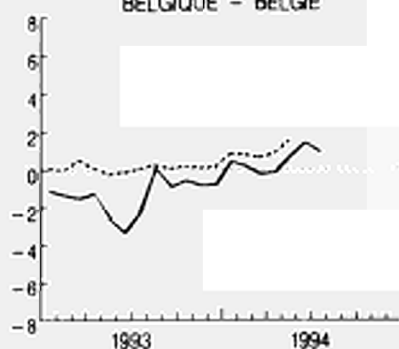


..... EUR 12

1990 = 100

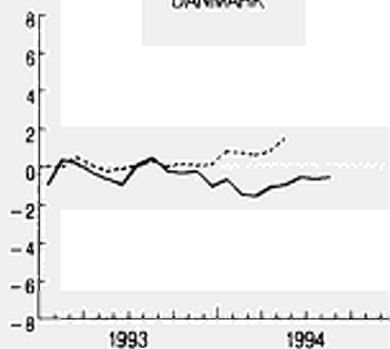
ERZEUGERPREISINDEX  
VORLEISTUNGSINDUSTRIE  
VERÄNDERUNGSRATE

BELGIQUE - BELGIE



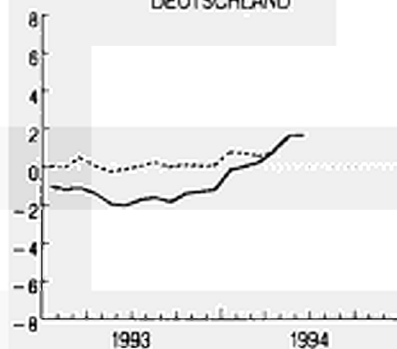
PRODUCER PRICE INDEX  
INTERMEDIATE GOODS  
GROWTH RATE

DANMARK

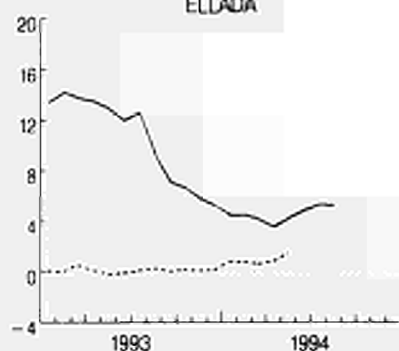


INDICE DES PRIX A LA PRODUCTION  
BIENS INTERMEDIAIRES  
TAUX DE VARIATION

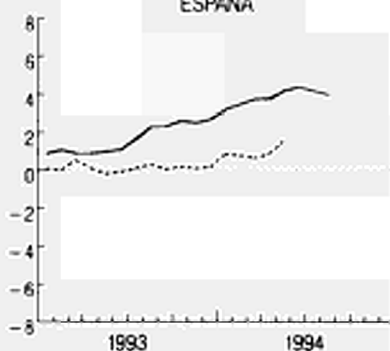
DEUTSCHLAND



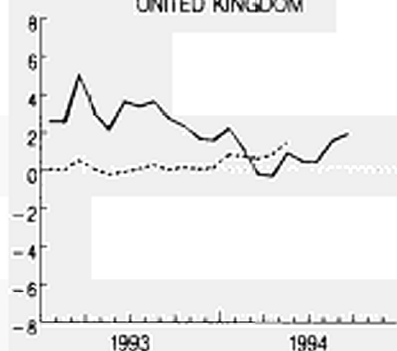
ELLADA



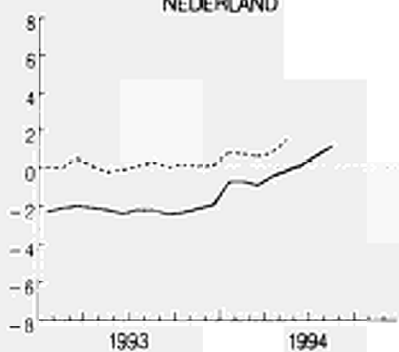
ESPAÑA



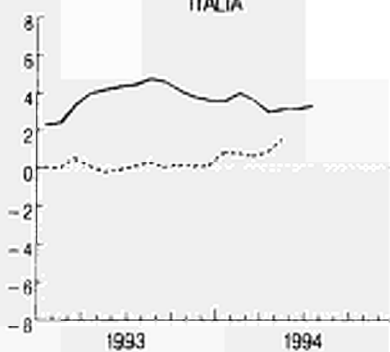
UNITED KINGDOM



NEDERLAND



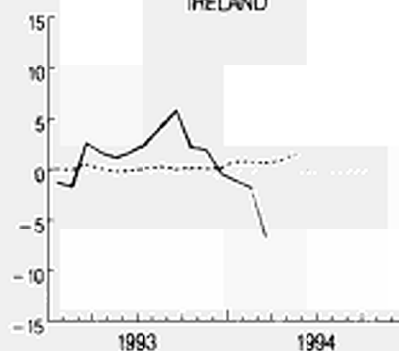
ITALIA



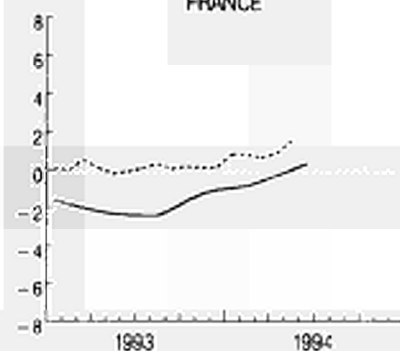
LUXEMBOURG



IRELAND



FRANCE



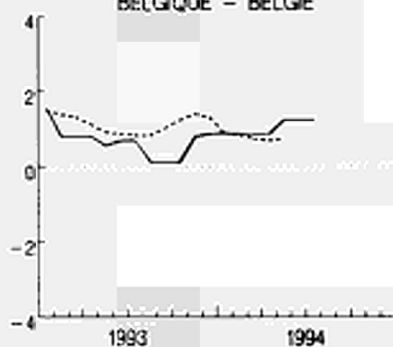
..... EUR 12

1990 = 100



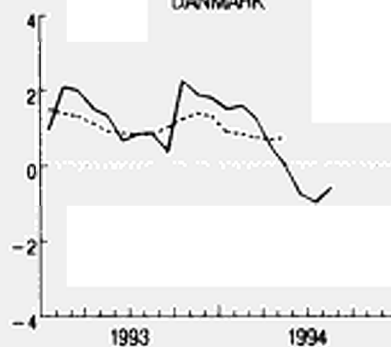
ERZEUGERPREISINDEX  
INVESTITIONSGÜTERINDUSTRIE  
VERÄNDERUNGSRATE

BELGIQUE - BELGIE



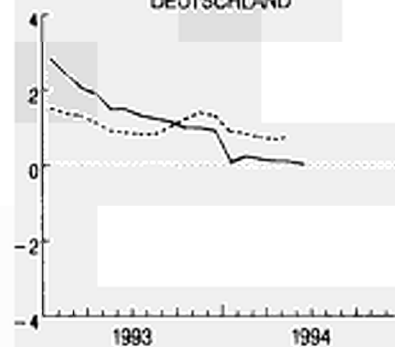
PRODUCER PRICE INDEX  
CAPITAL GOODS  
GROWTH RATE

DANMARK

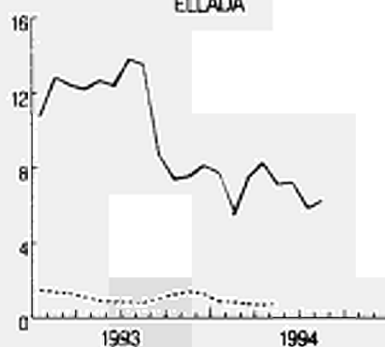


INDICE DES PRIX A LA PRODUCTION  
BIENS D'INVESTISSEMENT  
TAUX DE VARIATION

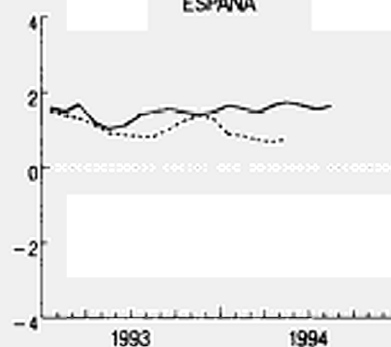
DEUTSCHLAND



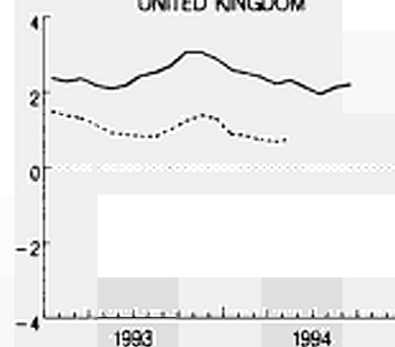
ELLADA



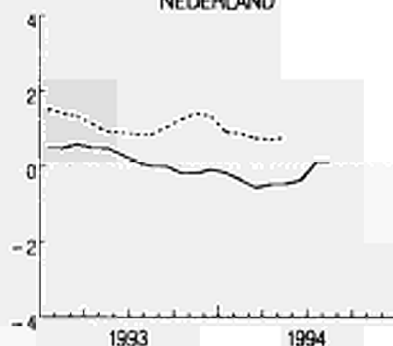
ESPAÑA



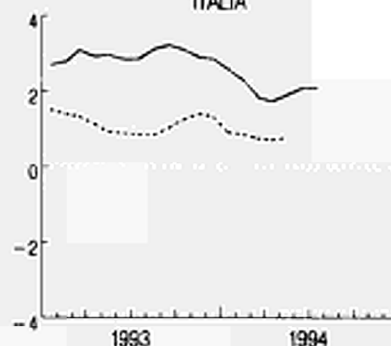
UNITED KINGDOM



NEDERLAND



ITALIA



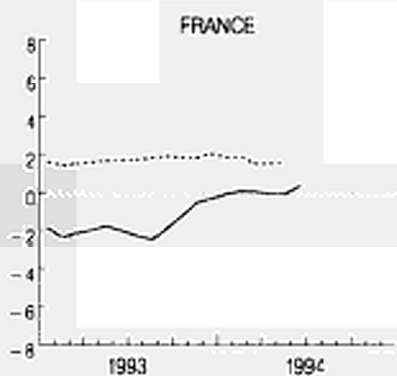
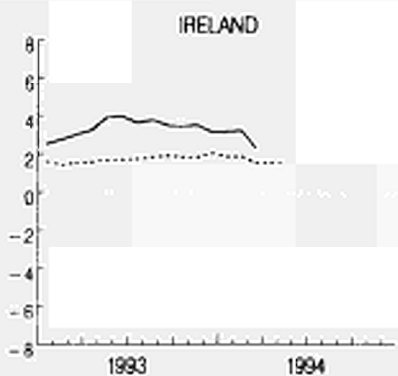
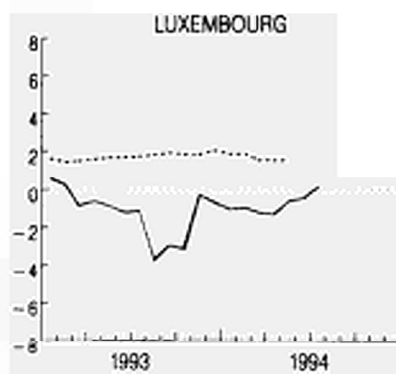
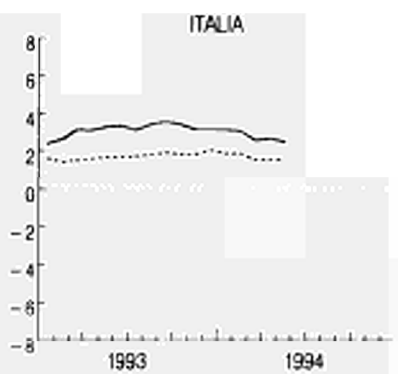
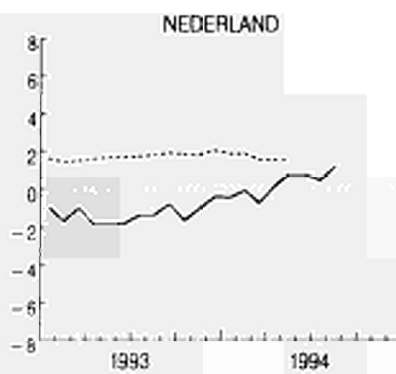
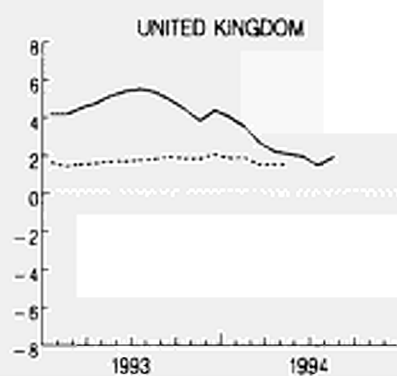
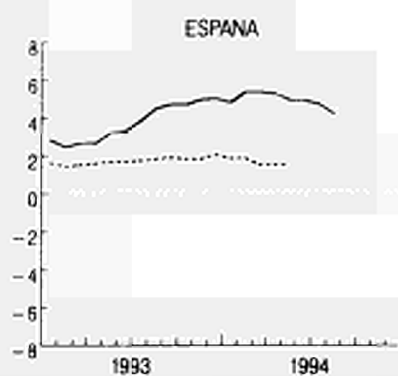
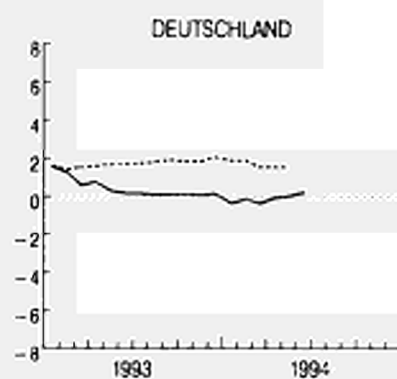
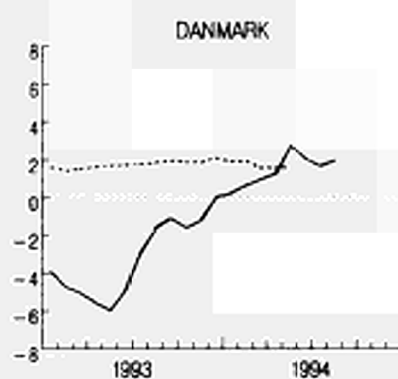
LUXEMBOURG



ERZEUGERPREISINDEX  
VERBRAUCHSGÜTERINDUSTRIE  
VERÄNDERUNGSRATE

PRODUCER PRICE INDEX  
CONSUMER GOODS  
GROWTH RATE

INDICE DES PRIX A LA PRODUCTION  
BIENS DE CONSOMMATION  
TAUX DE VARIATION



..... EUR 12

1990 = 100

## Total industry (Nace 1-4)

### Capacity utilization

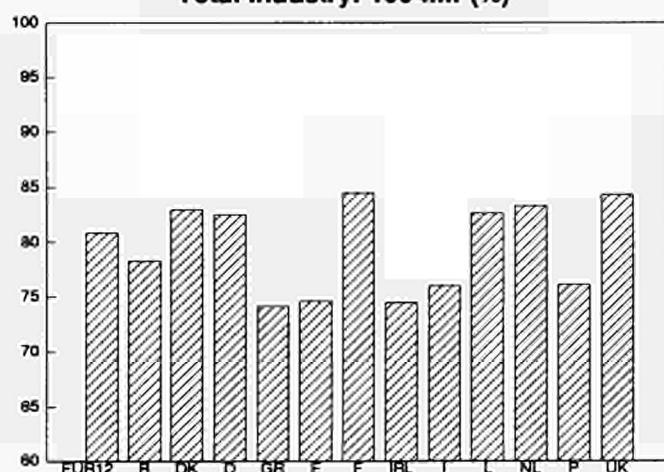
%		EUR 12	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK
Total Industry	93.IV	77.6	75.4	79.0	78.6	75.4	72.6	79.4	75.9	73.7	79.0	80.6	73.0	81.8
	94.I	78.2	75.8	80.0	78.4	74.7	76.2	79.2	75.1	74.4	79.8	79.9	75.2	83.1
	94.II	78.5	76.9	80.0	80.5	73.7	71.9	79.8	75.0	74.5	80.8	82.4	76.2	82.2
	94.III	80.9	78.3	83.0	82.5	74.1	74.6	84.5	74.5	76.0	82.7	83.3	76.1	84.3
Intermediate Goods	93.IV	77.9	72.9	75.0	78.0	76.9	72.2	80.4	77.9	75.5	79.3	79.7	75.2	81.8
	94.I	79.2	74.6	77.0	77.9	75.3	76.9	81.6	80.3	75.9	80.6	79.2	77.3	84.7
	94.II	79.7	78.6	80.0	81.5	74.7	71.4	82.8	82.8	75.3	81.1	81.9	78.0	83.1
	94.III	82.9	80.5	82.0	84.0	75.9	73.4	88.3	73.6	77.1	81.6	83.9	79.1	88.5
Capital Goods	93.IV	75.9	75.4	79.0	75.6	65.4	76.3	76.5	80.2	71.5	79.8	79.1	68.9	78.4
	94.I	76.3	74.7	79.0	75.2	67.4	79.2	76.5	80.1	73.0	74.5	78.1	71.8	79.3
	94.II	77.0	74.9	80.0	77.0	76.1	73.2	78.0	77.4	74.4	81.0	80.5	72.2	78.4
	94.III	79.7	77.3	82.0	79.4	72.5	76.0	82.6	79.0	76.6	86.8	80.5	74.3	81.0
Consumer Goods	93.IV	79.2	77.6	81.0	82.9	75.4	65.0	81.3	68.5	72.3	76.6	83.1	77.2	85.6
	94.I	79.2	76.9	83.0	82.9	76.6	67.8	79.0	77.2	73.2	80.2	82.5	79.0	85.2
	94.II	79.7	77.3	82.0	83.4	76.2	70.7	77.9	71.7	73.6	79.1	84.4	79.1	86.4
	94.III	80.6	77.1	83.0	83.1	75.4	73.6	82.9	71.2	74.5	84.7	84.5	79.4	84.3

Source: Eurostat

Further evidence of the recovery in European industry was provided by the data on capacity utilization, which is now available up to the third quarter of 1994 (estimates). Since the start of 1994, the capacity utilization rate for European industry rose by some 3.3 percentage points to 80.9% (estimated). Indeed, six of the Member States were able to record utilization rates of over eighty per cent in the third quarter of 1994 (compared to only three in the third quarter of 1993).

Estimated data for the third quarter of 1994 showed that (with the exception of Ireland and Portugal) every country reported increased utilization compared to the second quarter of 1994. A particularly marked recovery in utilization rates was reported in France (where an estimated increase of almost five percentage points was seen).

**Capacity utilization**  
Total industry: 1994.III (%)

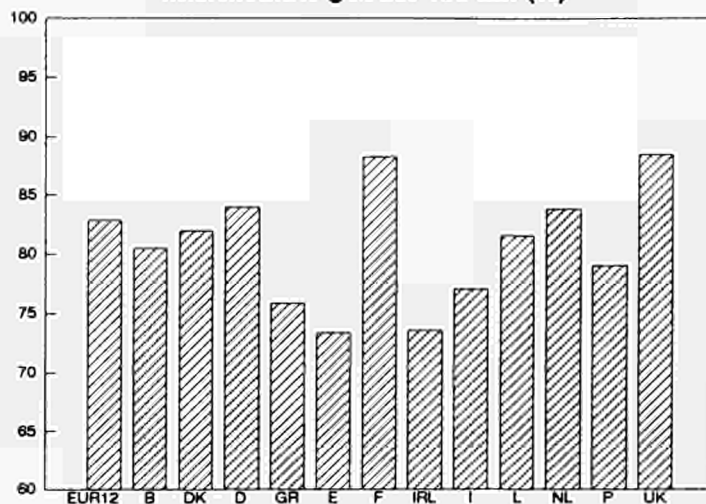


Otherwise, notable gains were also recorded in Denmark (up 3 percentage points), Spain (+2.7 percentage points), the United Kingdom (+2.1 percentage points) and Germany (+2.0 percentage points). However, the low levels of utilization in Italy (76.0%), Belgium (78.3%), Ireland (74.5%), Spain (74.6%), Greece (74.1%) and Portugal (76.1%) persisted.

Turning to the different goods sectors: there has been a resurgence in the data for the intermediate goods sector over the past year. In the third quarter of 1993 the utilization rate for this goods sector stood at 77.7%. One year later it was estimated that utilization in the intermediate goods sector was at 82.9%. Corresponding increases for the other two goods sectors were as follows - capital goods (up by 3.7 percentage points to 79.7%) and consumer goods (up by 0.9 percentage points to 80.6%). Perhaps most encouraging for the prospects of recovery from recession in Europe, was the increase witnessed in the capital goods sector (rising an estimated 2.7 percentage points between the second and third quarters of 1994). It would seem that recovery in many of the Member States was not being consumer-driven, rather driven by either increased exports or investment in new plant and machinery.

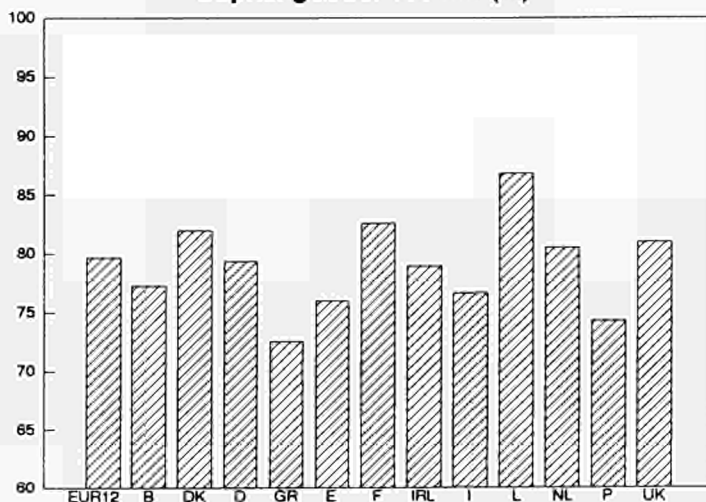
### Capacity utilization

Intermediate goods: 1994.III (%)



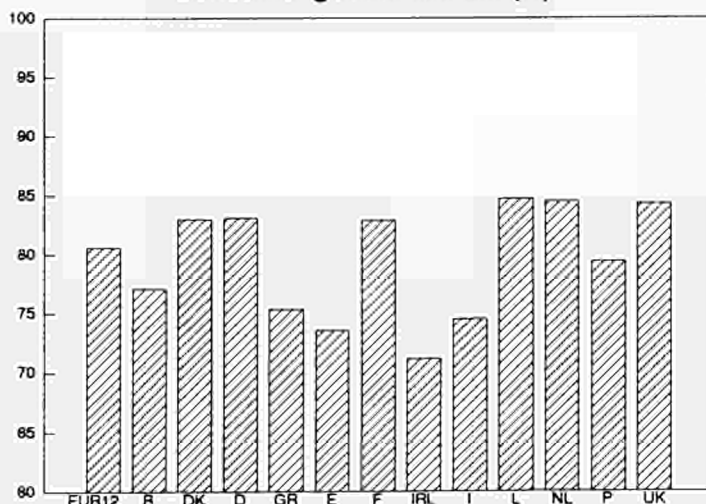
### Capacity utilization

Capital goods: 1994.III (%)



### Capacity utilization

Consumer goods: 1994.III (%)



## Total industry (Nace 1-4)

### External trade indicators

1990 = 100			EUR 12	B/L	DK	D	GR	E	F	IRL	I	NL	P	UK
Exports	Volume	1993	110.1	119.7	115.7	103.0	136.2	130.9	99.8	146.1	117.7	125.6	93.9	113.8
		Φ	127.2	136.4	130.6	116.5	175.6	197.4	115.2	172.2	134.9	150.1	110.7	126.4
	Growth rate (%)	1993	8.4	15.8	9.1	3.0	18.1	17.7	-5.4	15.2	18.2	13.7	-4.1	21.3
		Φ	15.5	19.8	1.2	10.1	20.3	54.0	0.4	29.7	22.8	27.2	17.3	24.5
Imports	Volume	1993	104.0	83.1	104.7	112.7	132.1	91.5	91.9	127.8	101.9	100.2	106.0	112.4
		Φ	107.5	92.8	109.4	119.4	155.4	93.7	92.9	127.2	101.8	102.0	108.6	113.0
	Growth rate (%)	1993	-3.9	-17.3	-0.9	-1.9	8.0	-20.7	-12.3	27.9	-2.8	-11.7	-6.1	10.9
		Φ	-0.4	-0.9	-5.2	1.7	6.1	-18.3	-9.2	21.8	1.4	-8.1	-4.8	11.1
Terms of Trade	Value	1993	103.8	106.3	100.2	107.3	106.6	100.2	102.2	106.6	95.4	101.1	93.1	107.9
		Φ	104.0	106.1	100.1	107.8	108.0	100.0	102.0	115.5	94.2	101.0	92.0	108.9
	Growth rate (%)	1993	4.9	7.1	0.7	4.9	4.5	6.4	5.0	6.1	1.8	3.7	0.8	7.4
		Φ	4.4	6.1	-0.3	3.3	12.3	6.8	2.2	16.0	1.2	1.7	-1.8	10.3
Growth rate (%)	1993	-0.6	-3.7	1.9	2.0	-3.3	-8.2	1.2	1.6	-3.1	-1.7	-3.3	-2.6	
	Φ	0.3	-3.8	1.6	2.7	-10.3	-11.4	2.7	-4.8	1.1	-3.5	-2.1	2.4	

Source: Eurostat

The table above gives the external trade indexes based on 1990 = 100. The data is given for the whole of 1993 (extra-EU trade flows) and also for the final quarter of 1993.

There was moderate growth in value terms of both exports and imports in 1993, growing by 4.2% and 4.9% respectively. These growth rates were almost identical to the rate of change in the last quarter of 1993 (compared to the third quarter), where the respective gains were 4.8% and 4.4% respectively.

There was however more fluctuation in the volume data: with export volumes rising by 8.4% in 1993, whilst

import volumes were seen to fall by some 3.9%. The rapid expansion of export volumes was reinforced by the latest data which showed that between the last two quarters of 1993, export volumes were growing at an annual rate of 15.5%. The end of 1993 saw import volume growth remaining almost static (down by 0.4%).

After falling by 0.6% during the course of 1993, EU terms of trade were seen to ameliorate slightly in the final quarter of 1993 (up by some 0.3%). This was largely due to moderate gains in the four largest European economies: Germany and France (both +2.7%), Italy (+1.1%) and the United Kingdom (+2.4%).

Country data for 1993 showed reduced export volumes in France (-5.4%) and Portugal (-4.1%). Import volumes grew rapidly in Greece (+8.0%), Ireland (+27.9%) and the United Kingdom (+10.9%).

Import value indexes recorded positive growth across all the Member States during 1993. However, Denmark (-0.3%) and Portugal (-1.8%) both displayed falling indexes in the final quarter of 1993. Falling export value indexes in Spain (-2.3%) and Portugal (-2.5%) were reinforced by the latest data where reductions of 5.4% and 3.9% were seen.

# NACE 1 - 4

AUSSENHANDELSINDIKATOREN

EXTERNAL TRADE INDICATORS

INDICATEURS COMMERCE EXTERIEUR

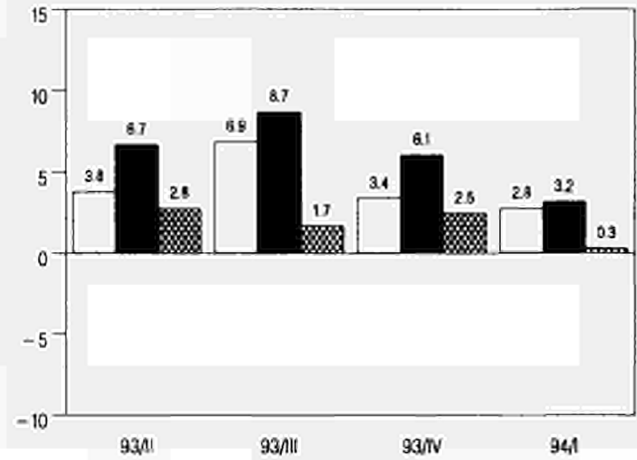
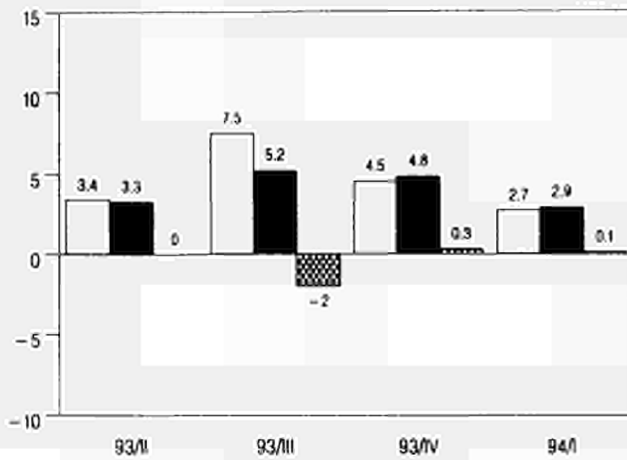
VERÄNDERUNGSRATE

GROWTH RATE

TAUX DE VARIATION

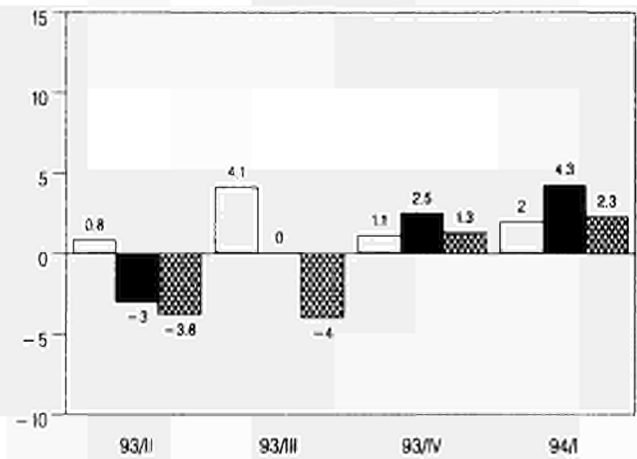
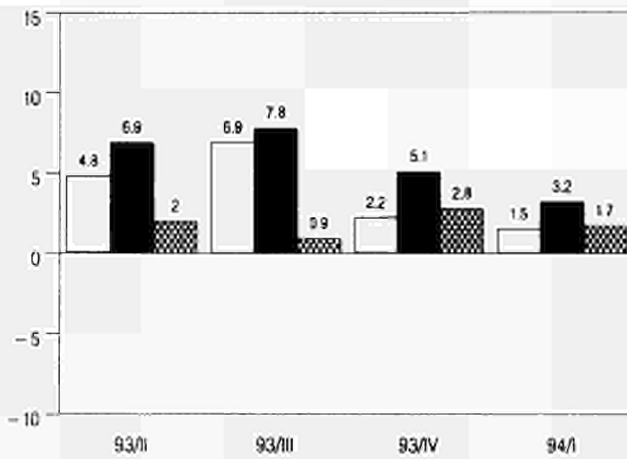
EUR 12

DEUTSCHLAND



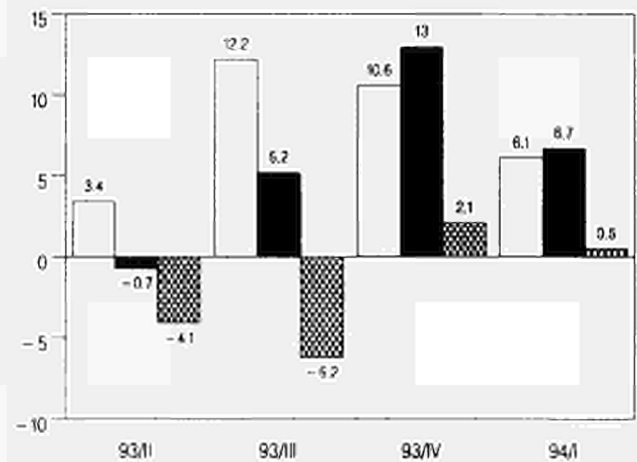
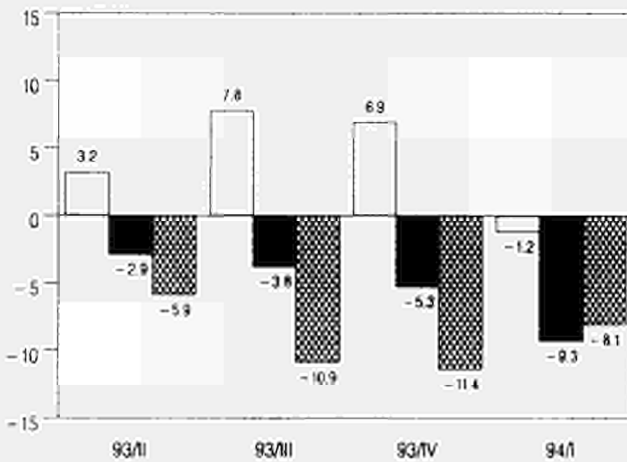
FRANCE

ITALIA



ESPAÑA

UNITED KINGDOM



Einfuhr

Ausfuhr

Austauschrelation

Import

Export

Terms of trade

Importation

Exportation

Termes de l'échange

# NACE 1 - 4

AUSSENHANDELSINDIKATOREN

EXTERNAL TRADE INDICATORS

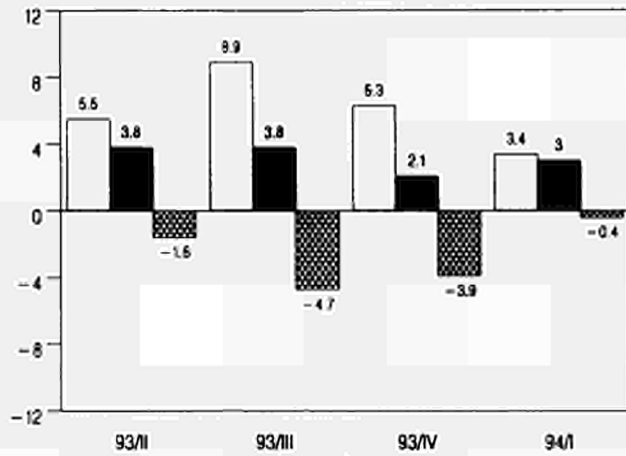
INDICATEURS COMMERCE EXTERIEUR

VERÄNDERUNGSRATE

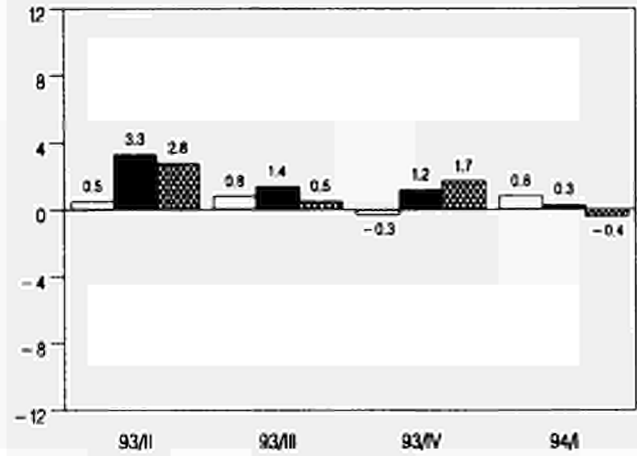
GROWTH RATE

TAUX DE VARIATION

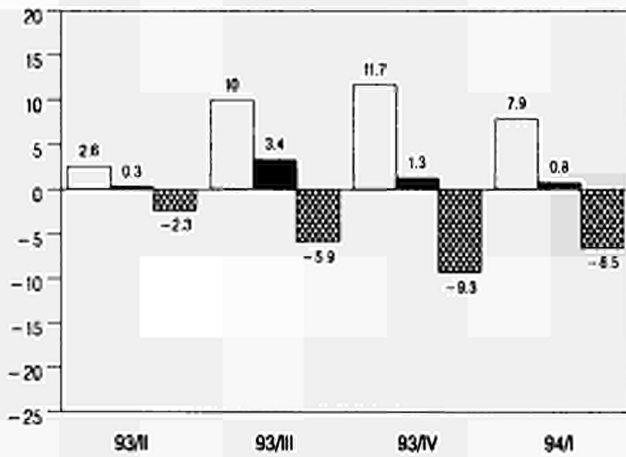
BELGIQUE - LUXEMBOURG



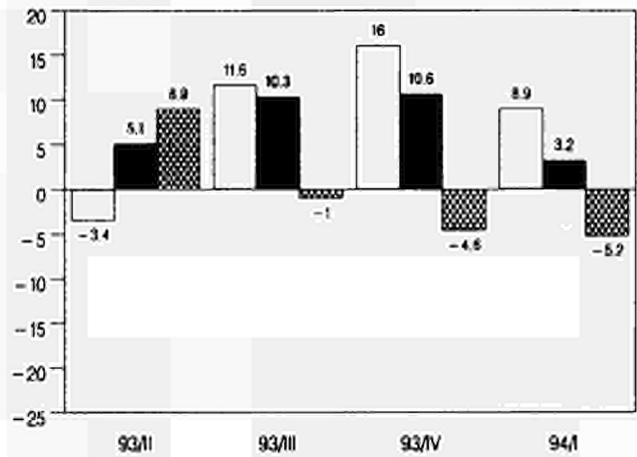
DANMARK



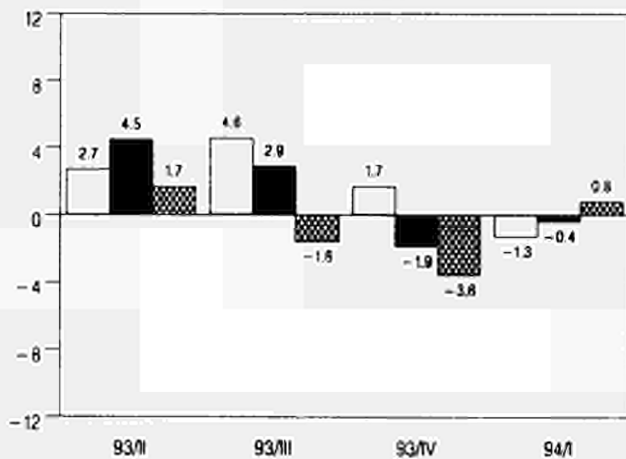
ELLADA



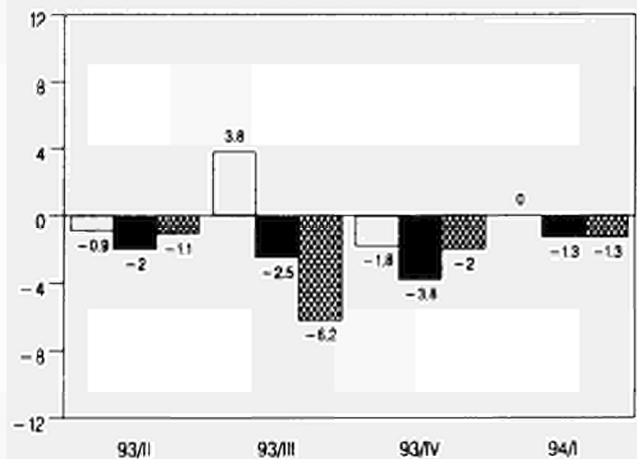
IRELAND




NEDERLAND






PORTUGAL



 Einfuhr  
 Ausfuhr  
 Austauschrelation

 Import  
 Export  
 Terms of trade

 Importation  
 Exportation  
 Termes de l'échange





### **3. FOOD, DRINK AND TOBACCO (NACE41 + 42)**

- EU production index up by almost 1% in 1993
- Continuing weakness in Germany's production
- Differing price trends from one Member State to another
- Low utilisation rate of production capacities
- 5% growth in productivity in 1993
- Considerably fewer job losses (-2%) than the average for manufacturing industry (-10%)
- Growth in both the volume and value of exports
- 3.5% worsening of terms of trade in 1993



### 3.1. SHORT-TERM INDICATORS

#### Food, drink and tobacco (Nace 41 + 42)

##### Production, prices and capacity utilization

1990 = 100		EUR 12	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK
Index of Production	1993	102.1	104.4	106.6	97.8	110.8	100.2	103.0	117.8	103.1	101.0	105.3	N/A	101.1
	Φ	102.7	111.7	105.6	95.9	77.5	102.7	101.7	103.5	101.2	103.6	102.1	N/A	98.8
Growth rate (%)	1993	0.8	0.4	1.3	-0.6	0.1	1.6	0.8	5.3	1.3	-4.7	0.6	N/A	0.1
	Φ	0.9	1.2	2.1	-1.1	-2.4	0.6	-0.9	-4.4	1.0	9.4	1.9	N/A	-0.3
Producer Price index	1993	N/A	102.3	95.4	105.0	150.9	110.0	101.1	105.5	112.9	109.7	102.4	N/A	118.4
	Φ	N/A	103.3	96.8	104.8	163.5	116.4	101.4	106.9	116.0	110.3	103.1	N/A	121.5
Growth rate (%)	1993	N/A	-1.7	-4.0	0.2	11.8	5.1	-1.3	4.1	5.5	1.6	-1.6	N/A	5.7
	Φ	N/A	0.2	0.2	-0.2	2.7	2.0	0.1	0.5	0.9	-0.1	0.6	N/A	1.1
Capacity Utilization %	93.IV	80.0	75.3	81.0	81.7	74.9	71.2	80.7	74.2	73.3	76.2	85.0	65.4	91.5
	94.I	79.0	76.0	82.0	81.6	73.7	68.3	78.3	63.3	72.0	82.7	85.1	67.7	93.1
	94.II	77.2	74.1	80.0	80.2	70.1	66.5	78.5	66.1	67.7	83.6	N/A	68.6	91.0
	94.III	78.0	75.0	82.0	81.9	70.3	70.6	80.6	73.0	72.5	85.5	N/A	64.8	83.1

Source: Eurostat

Production in the EU food, drink and tobacco industry stabilised in 1993. This phenomenon was observed in most Member States. The production index generally rose by between 0% and 1.5% in the Member States and in the EU as a whole by 0.8% in 1993.

This rate has to be interpreted in the light of the economic recession which hit Europe at the beginning of the nineties. It is therefore not insignificant when compared with the average index for manufacturing industry, which fell by 3.1% in 1993. This demonstrates the inflexibility of a large part of this industry's production (essential goods).

Exceptions can be found in Ireland, which, for the second consecutive

year enjoyed sustained growth in production, and Luxembourg, whose production, in contrast, fell by almost 5% in 1993.

In the first quarter of 1994, production was particularly low in most Member States but appeared to rise in the second quarter.

It should be noted that Germany's production (1990 = 100) was still much lower than its 1990 level and fell below 90 in the first quarter of 1994 (as a moving average calculated over three months).

The price trends of the various Member States were fairly divergent in 1993. In Belgium, France and the Netherlands the price index fell, while

in southern Europe (Spain, Italy and Greece) and Ireland it rose.

The Danish price index remained below its 1990 level.

The utilisation rate of this industry's capacity remained very low. At less than 80%, it was below the averages for manufacturing industry and the production of consumer goods, the sector with which it is most suitable to draw comparisons. It fell in the first two quarters of 1994, but rose again between the second and third quarters of 1994, from 77.2% to 78.0%. This trend was observed in most countries. The southern states, i.e. Spain, Greece and Portugal, had the lowest production capacity utilisation rates in the EU.

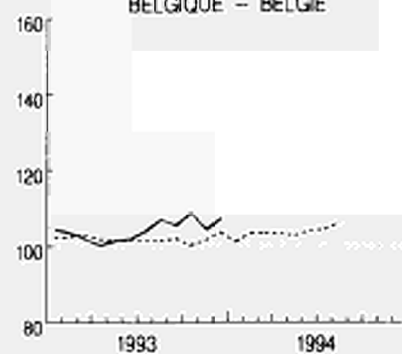
## INDUSTRIELLE PRODUKTION

## INDUSTRIAL PRODUCTION

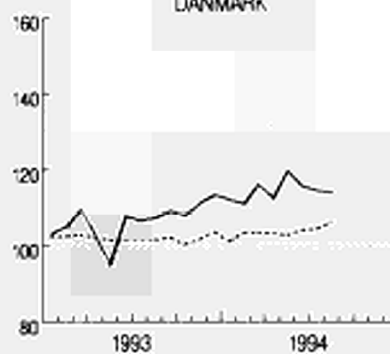
## PRODUCTION INDUSTRIELLE

NACE 41 / 42

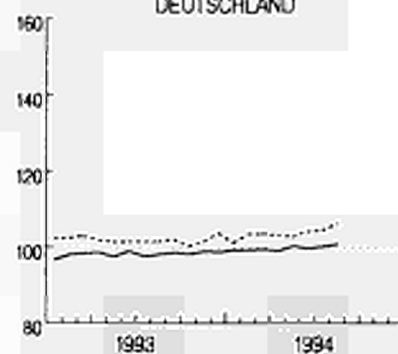
BELGIQUE - BELGIE



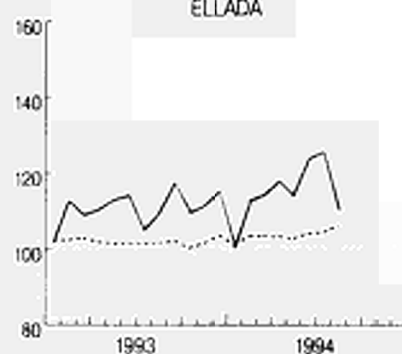
DANMARK



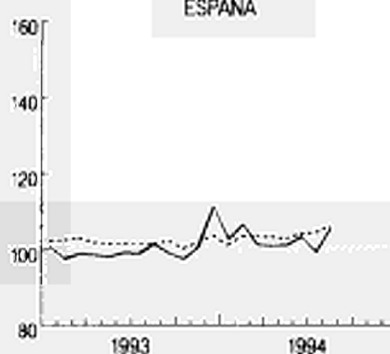
DEUTSCHLAND



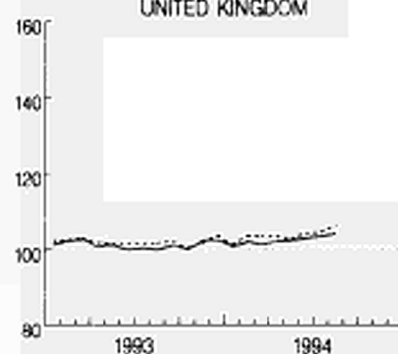
ELLADA



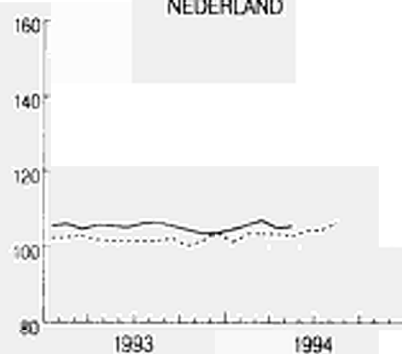
ESPAÑA



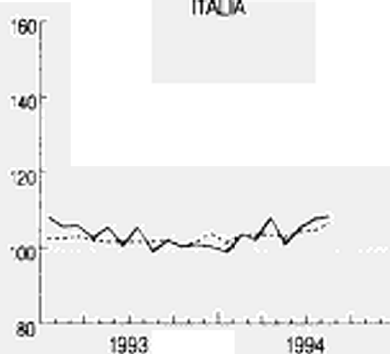
UNITED KINGDOM



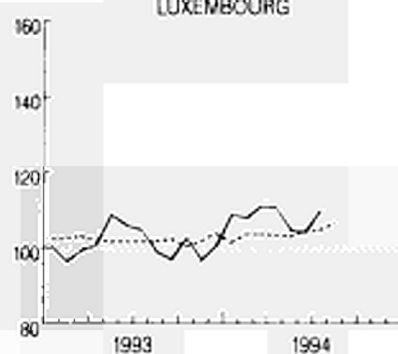
NEDERLAND



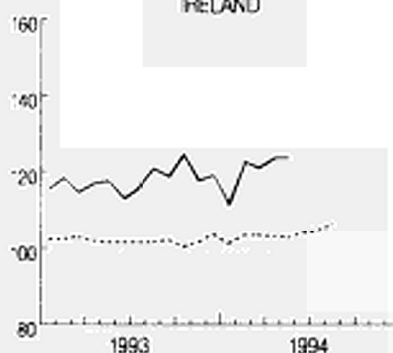
ITALIA



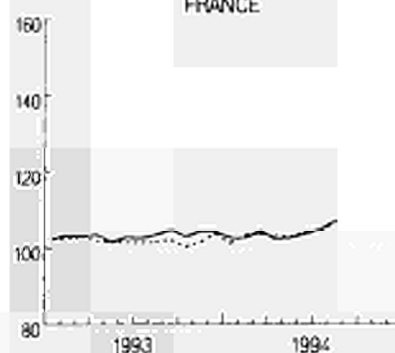
LUXEMBOURG



IRELAND

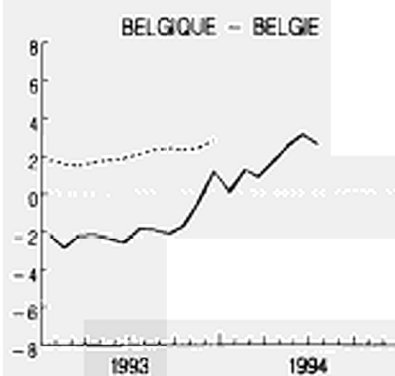


FRANCE

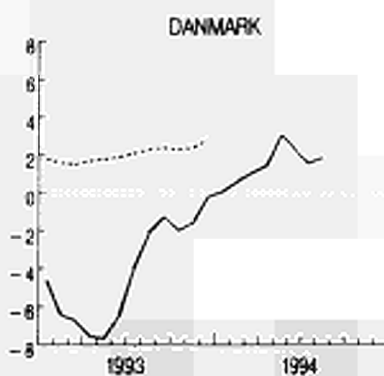


..... EUR 12

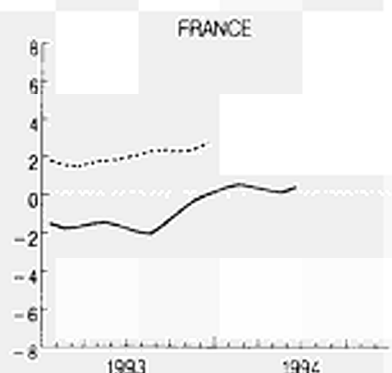
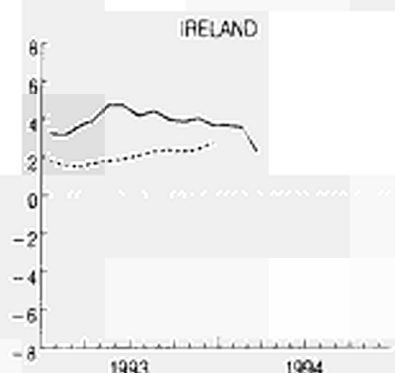
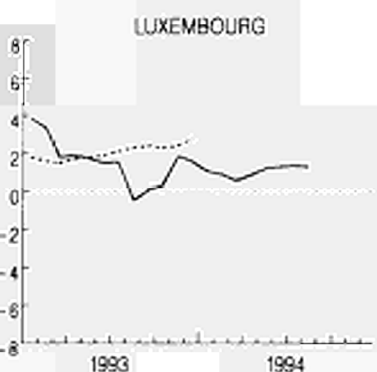
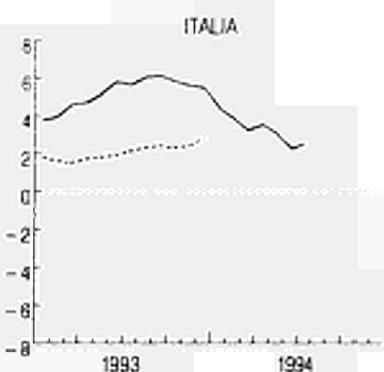
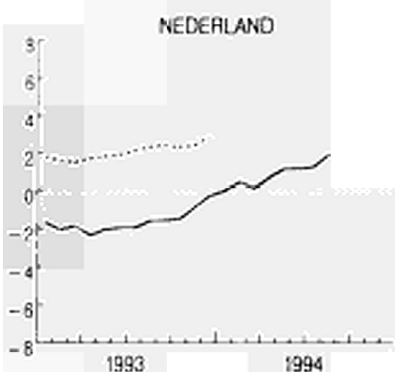
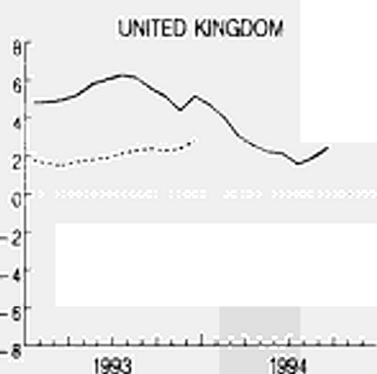
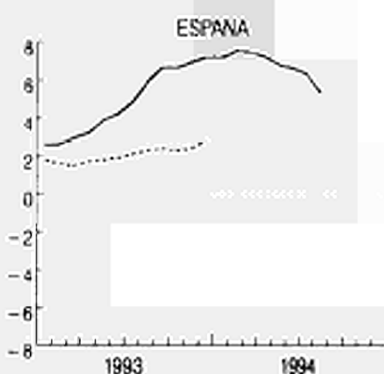
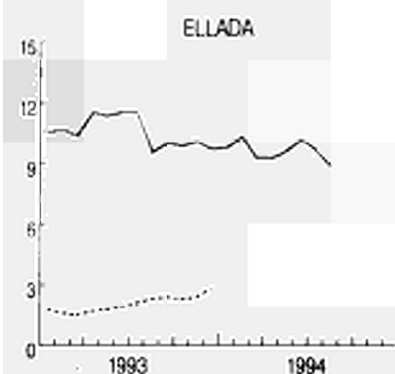
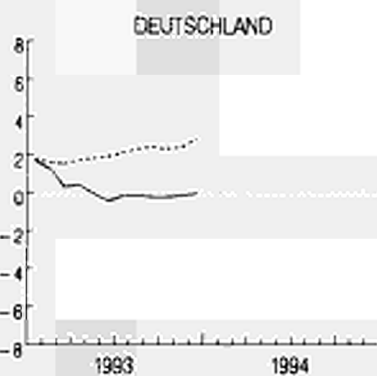
ERZEUGERPREISINDEX  
VERÄNDERUNGSRATE



PRODUCER PRICE INDEX  
GROWTH RATE  
NACE 41 / 42



INDICE DES PRIX A LA PRODUCTION  
TAUX DE VARIATION



..... EUR 12

# NACE 41 + 42

AUSSENHANDELSINDIKATOREN

EXTERNAL TRADE INDICATORS

INDICATEURS COMMERCE EXTERIEUR

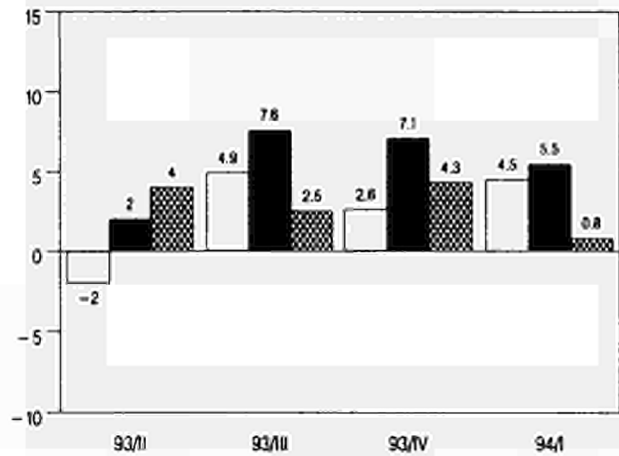
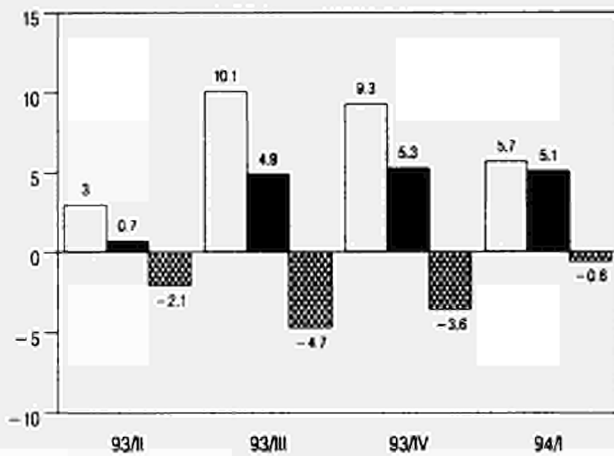
VERÄNDERUNGSRATE

GROWTH RATE

TAUX DE VARIATION

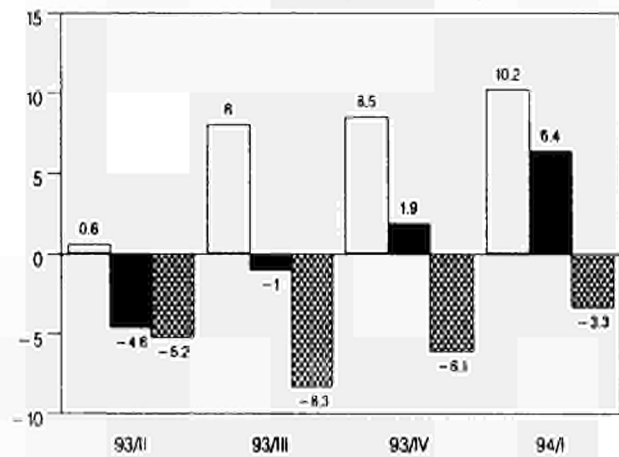
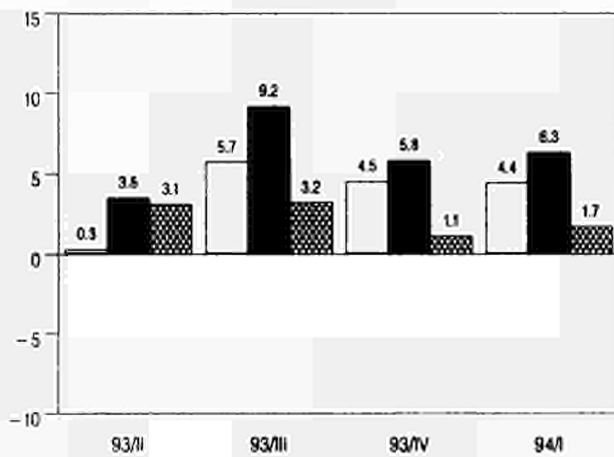
EUR 12

DEUTSCHLAND



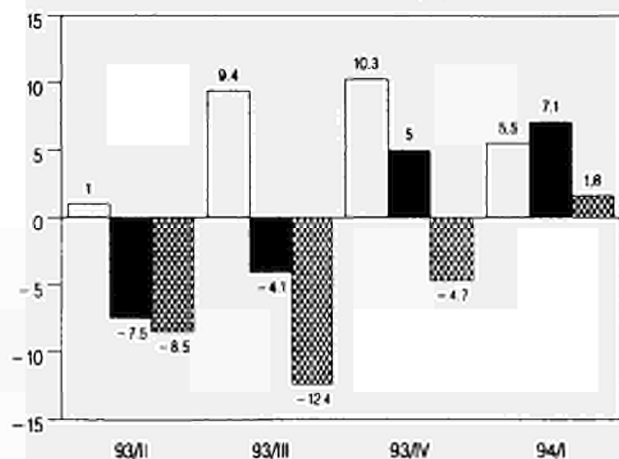
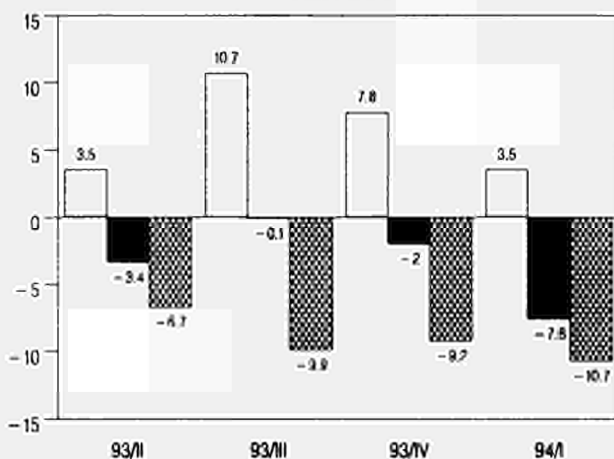
FRANCE

ITALIA



ESPANA

UNITED KINGDOM



# NACE 41 + 42

AUSSENHANDELSINDIKATOREN

EXTERNAL TRADE INDICATORS

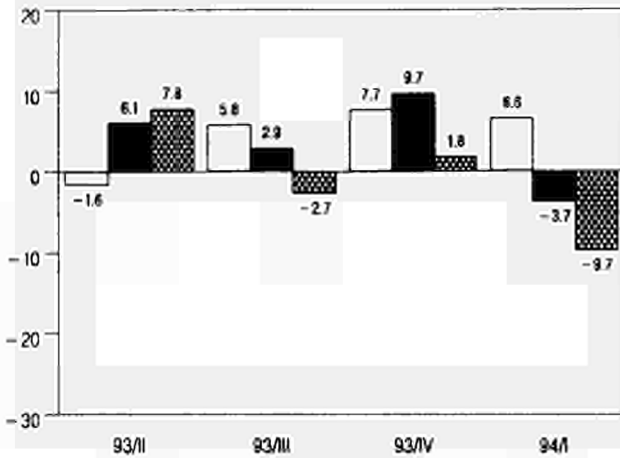
INDICATEURS COMMERCE EXTERIEUR

VERÄNDERUNGSRATE

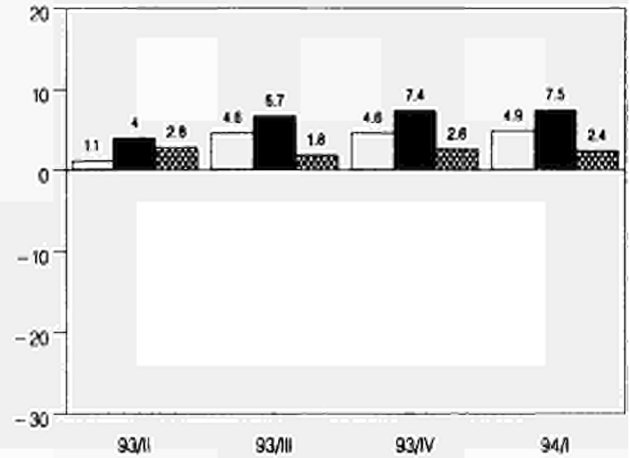
GROWTH RATE

TAUX DE VARIATION

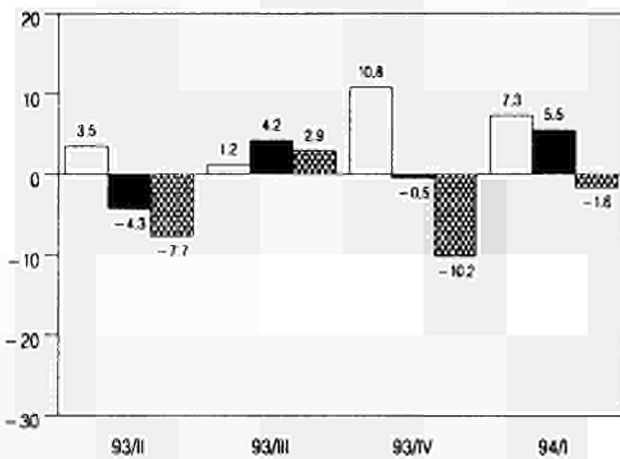
BELGIQUE – LUXEMBOURG



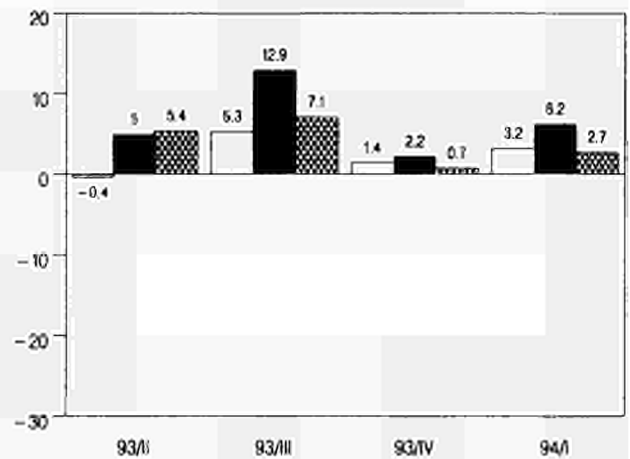
DANMARK



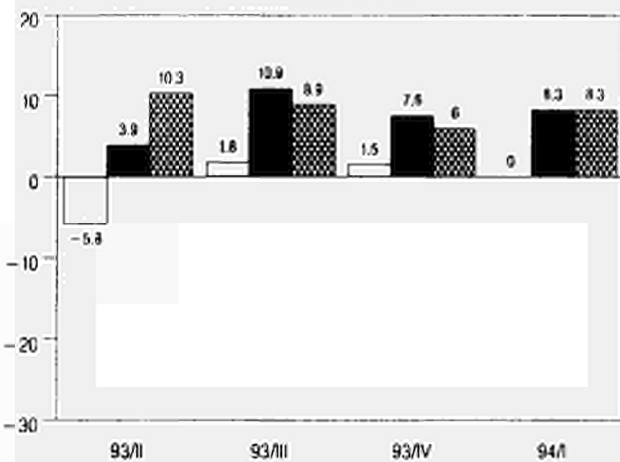
ELLADA



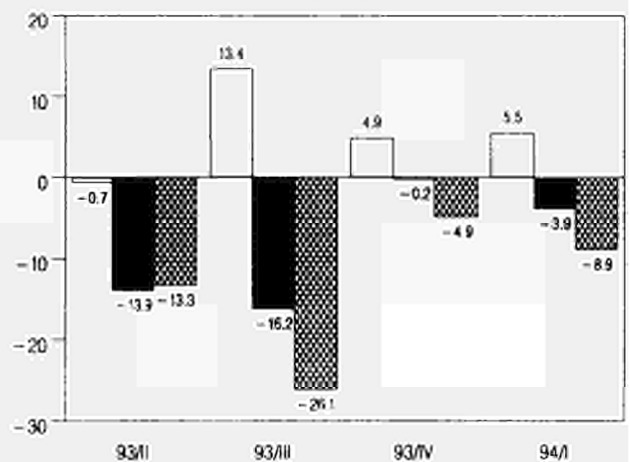
IRELAND



NEDERLAND



PORTUGAL



	Einfuhr		Import		Importation
	Ausfuhr		Export		Exportation
	Austauschrelation		Terms of trade		Termes de l'échange

## Food, drink and tobacco (Nace 41 + 42)

### External trade indicators

1990 = 100			EUR 12	B/L	DK	D	GR	E	F	IRL	I	NL	P	UK
Exports	Volume	1993	117.1	129.0	117.2	127.9	138.0	111.6	101.5	112.3	132.8	115.4	96.8	121.3
		Φ	142.9	145.5	133.4	159.9	192.3	187.8	117.9	127.2	141.2	136.5	133.6	152.8
	Growth rate (%)	1993	5.6	-2.1	7.4	9.3	0.9	6.2	-1.1	-1.4	3.1	12.8	-2.5	10.2
		Φ	19.0	-5.1	5.9	35.3	4.1	52.7	4.5	35.7	4.9	28.8	16.8	20.7
Imports	Value	1993	104.0	107.1	103.9	102.1	100.6	110.4	110.9	101.2	95.6	105.5	104.8	98.5
		Φ	105.0	110.5	106.4	105.5	100.1	106.3	110.9	99.1	96.0	107.9	106.3	99.4
	Growth rate (%)	1993	3.0	7.6	5.8	5.3	-1.6	1.5	5.3	5.9	-2.3	6.1	-9.5	-3.8
		Φ	5.3	8.7	7.3	7.5	-1.1	-3.0	5.7	2.3	1.9	7.7	-0.3	5.1
Imports	Volume	1993	102.2	98.6	117.9	107.6	86.8	103.1	93.8	136.4	97.1	103.5	109.1	105.1
		Φ	116.9	108.7	123.5	122.9	112.0	159.2	100.5	157.7	104.6	118.2	121.4	111.7
	Growth rate (%)	1993	-4.8	4.0	-0.4	-4.1	-20.4	-20.6	-5.0	12.7	-1.6	-4.4	-6.9	0.6
		Φ	4.6	12.8	-9.0	-2.7	8.3	21.5	-4.4	3.7	9.5	10.0	1.5	9.2
Imports	Value	1993	106.6	102.0	100.7	105.2	95.2	148.5	102.8	97.2	99.1	101.2	105.6	103.4
		Φ	108.5	105.5	102.5	106.7	98.1	150.6	104.7	96.9	102.7	101.5	106.8	105.3
	Growth rate (%)	1993	6.8	3.3	3.2	1.3	4.7	46.8	3.3	1.6	3.9	-0.8	4.9	5.7
		Φ	9.6	7.7	4.5	2.7	10.4	53.0	4.4	1.5	8.4	1.5	4.7	10.1
Terms of Trade	1993	Φ	97.5	105.0	103.1	97.0	105.6	74.3	107.8	104.1	96.4	104.2	99.2	95.2
		Φ	96.7	104.7	103.7	98.8	101.9	70.7	105.9	102.2	93.4	106.3	99.5	94.3
	Growth rate (%)	1993	-3.5	4.1	2.3	3.9	-6.1	-30.8	1.8	4.2	-6.1	7.0	-13.8	-9.0
		Φ	-3.9	0.7	2.6	4.6	-10.5	-36.5	1.2	0.7	-5.9	6.0	-4.9	-4.6

Source: Eurostat

Trade in the food, drink and tobacco industry in the EU was more satisfactory in terms of volume than in terms of value in 1993. While, on the one hand, both the volume and value of exports were encouraging, imports in value terms, after falling in 1992, gathered pace in 1993, which led to a worsening of the terms of trade.

At EU level, exports rose by 5.6% in volume and 3.0% in value.

The volume of exports in the final quarter of 1993 was generally higher than that of the same quarter of 1992.

Greece, Italy, Portugal and the United Kingdom were the only countries

whose exports fell in value in 1993. This can be attributed to the behaviour of their currencies in 1993. Italy and the United Kingdom, in particular, had high export volumes but the lowest export values in the EU, standing below the 1990 level (1990 = 100).

The volume of imports into the EU fell by almost 5% in 1993. Only Belgium and Luxembourg, Ireland and the United Kingdom did not experience this drop.

There was a general increase in the value of imports in 1993 throughout the Member States, with the exception of the Netherlands. However, this

rise was accentuated by the strong growth of Spanish exports (+46.8%). Nevertheless, despite this sharp increase in value terms, the volume of Spanish exports fell by 20.6%.

Both the volume and value of imports remained close to the 1990 levels (1990 = 100).

Trade developments in value terms meant that the terms of trade worsened by 3.5% in the EU as a whole in 1993, amounting to 97.5 in 1993. France and Greece had the highest terms of trade of the Member States in this industry, with 107.8 and 105.6 respectively.



### 3.2. STRUCTURAL INDICATORS

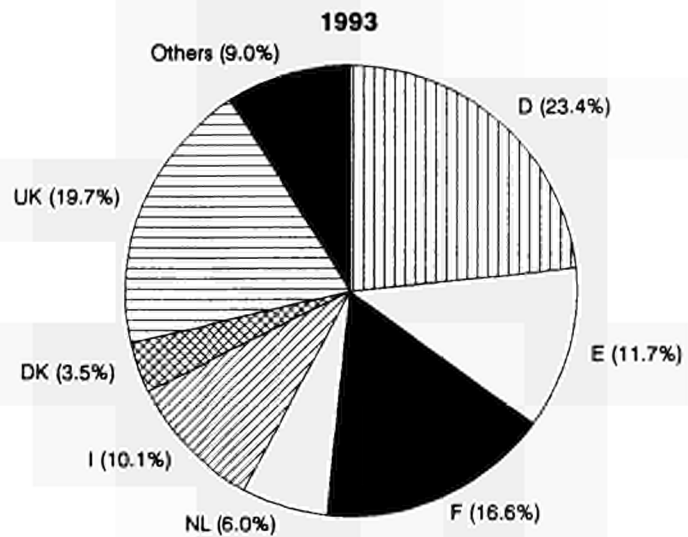
The food, drink and tobacco industry provides essential goods and was therefore less severely affected by the recession of the early 1990s than most other industrial sectors. The growth rates of production and apparent consumption slowed down but remained positive in 1993 at European level. Only in Italy and Spain did apparent consumption fall (by around 5%) in 1993.

Surveys showed that the share of household budgets allocated to food fell and in many Member States dropped to below 20%. The structure of household food consumption has also changed in recent years, and in fairly contradictory ways.

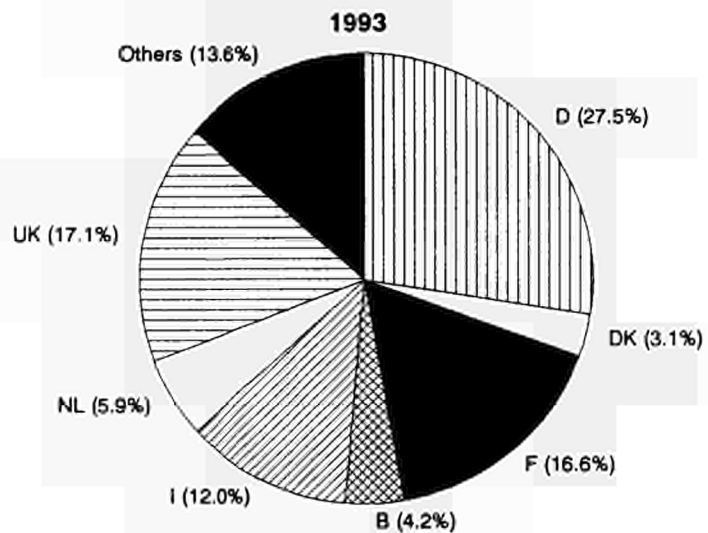
On the one hand, people are increasingly demanding healthy, low-calorie, organic products. Supermarkets are introducing special shelves for this type of food. The consumption of mineral waters is increasing faster than that of wines and spirits (5% compared with under 3% between 1990 and 1993). On the other hand, demand for ready-to-serve products gained ground over fresh products. This increased the role of the food processing industry. There was also a shift from beef to poultry and pork, mainly for financial reasons.

The power of the multinationals in this industry is clear. Nevertheless, they are obliged to maintain local production units in order to remain close to consumer tastes. The arrival on the market of distribution chains such as Intermarché and Aldi, which undercut prices, throws the market into disarray, obliges other chains to fall into line in order to survive and increases the threat to the survival of small businesses and retailers.

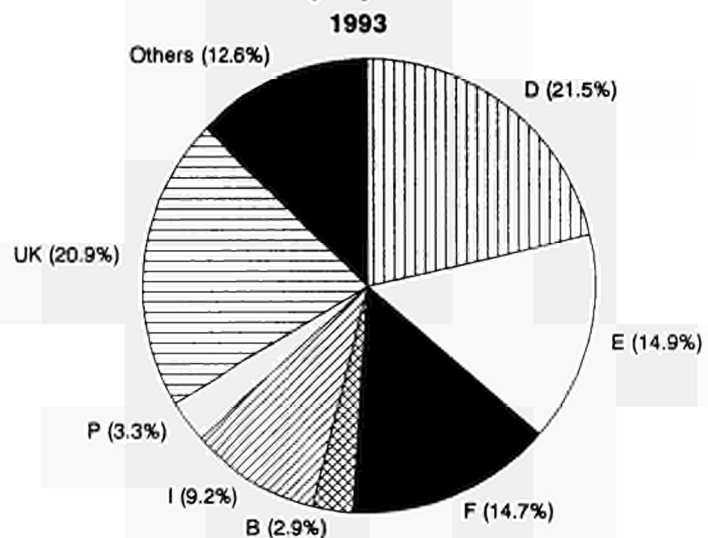
#### Value added at factor cost



#### Investment



#### Employment



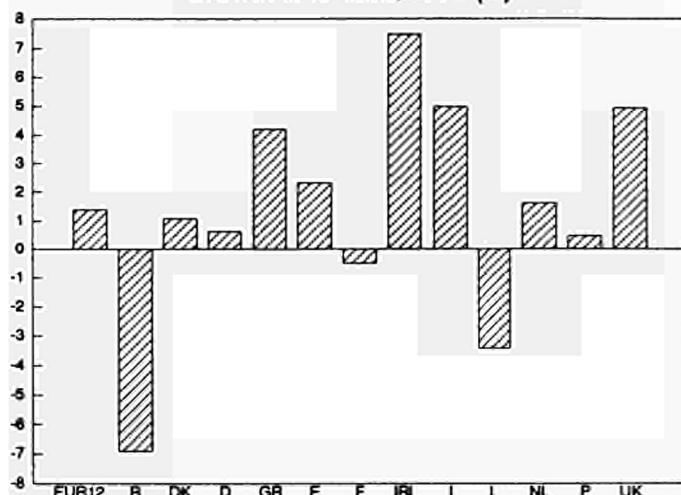
This industry's profit level, calculated by dividing gross operating surplus by turnover, rose in 1993, amounting to 9.2% compared with 8% in manufacturing industry. However, this average conceals large differences between branches. Those further downstream, such as the slaughtering, preparing and preserving of meat, the manufacture of dairy products and grain milling, have much lower profit levels than the average, standing at around 5% to 6%. In contrast, branches such as the manufacture of alcoholic and soft drinks, the manufacture of cocoa, chocolate and sugar confectionery and the manufacture of bread and flour confectionery, i.e. branches in which value added is easier to incorporate, have profit rates of around 12%.

The productivity level in this industry is close to the average for manufacturing industry, standing at 42.9 compared with 40.4 in terms of ECU 1 000 per capita. Productivity in this industry rose by 5% in 1993, a growth which was apparent in all branches.

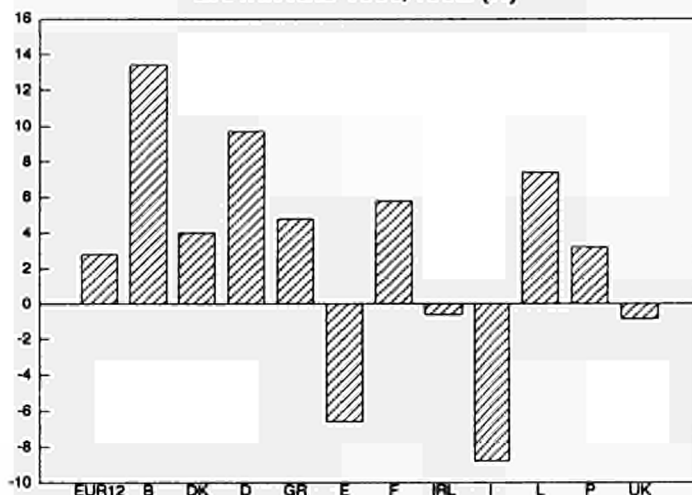
However, in the processing and preserving of fish and the bread and flour confectionery branches, the level remained very low. The distilling of ethyl alcohol from fermented materials had the highest level of productivity in the industry, amounting to 66.2 in terms of ECU 1 000 per capita in 1993.

This increase in productivity was at the particular expense of employment, which fell by over 2% in 1993. The highest loss of jobs was in the distilling of ethyl alcohol from fermented materials. However, between 1990 and 1993, while employment dropped by almost 10% in manufacturing industry as a whole, it fell by only 4.3% in the food, drink and

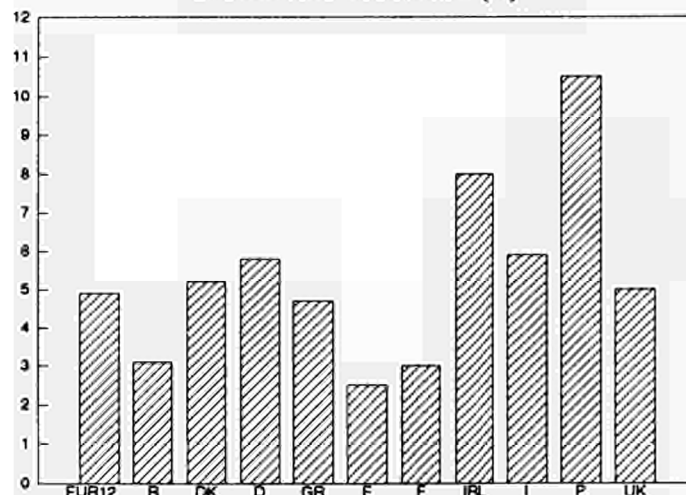
**Profitability**  
Growth rate 1993/1992 (%)



**Average labour unit cost**  
Growth rate 1993/1992 (%)



**Productivity**  
Growth rate 1993/1992 (%)



tobacco industry. This is to be viewed in the context of the level of wage costs, expressed both per capita and in terms of the value produced, which were lower in this industry than in manufacturing industry.

At international level the EU fared better than Japan and the United States. Production at constant prices rose in the EU by 1.2%, compared with 0.1% in Japan and 0.3% in the United States. The EU is still the biggest pro-

ducer in the world for this industry as a whole. Nevertheless, Japan ranks first in the production of fish and the distilling of ethyl alcohol from fermented materials.

## Food, drink and tobacco (Nace 41 + 42)

### Value added, turnover and investment

		EUR 12	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK
Gross	1989	<b>85348.6</b>	1632.0	3137.9	16236.1	731.7	11452.0	14584.6	2480.4	9661.7	83.0	5487.8	N/A	18772.6
Value-added	1990	<b>93320.3</b>	1656.4	3079.0	19115.0	824.0	12098.0	15483.8	2589.6	10528.0	88.9	6017.1	2510.4	19330.1
at factor cost	1991	<b>100251.4</b>	1776.4	3568.3	21590.7	917.0	13172.7	16042.4	2859.6	11595.3	89.7	5819.5	2448.1	20371.7
(mio ECU)	1992	<b>103821.8</b>	1888.1	3657.4	23034.8	976.6	12907.4	16868.4	3152.8	11399.9	94.3	6467.3	2519.6	20855.2
	1993	<b>105727.9</b>	1927.5	3747.1	24708.1	1057.1	12336.9	17593.0	3367.5	10708.9	96.0	6966.9	2421.2	20797.7
Gross	1989	0.0	3.0	9.5	-0.3	-8.5	1.2	-1.7	12.0	-7.5	-3.3	6.9	N/A	-0.4
Value-added	1990	1.9	-6.2	-7.9	6.8	4.8	-3.3	0.1	-2.3	0.5	-2.9	3.1	N/A	1.3
at factor cost	1991	-1.1	4.9	12.6	-0.3	6.8	0.3	-0.0	4.4	-1.2	-7.4	-8.4	-20.8	-3.1
Δ%	1992	-0.4	3.4	-0.5	-0.1	2.1	-6.9	-1.2	7.2	-6.3	-0.6	5.5	-2.8	6.5
	1993	1.4	-6.9	1.1	0.6	4.2	2.3	-0.5	7.5	5.0	-3.4	1.6	0.5	4.9
Gross	1989	100	1.9	3.7	19.0	0.9	13.4	17.1	2.9	11.3	0.1	6.4	N/A	22.0
Value-added	1990	100	1.8	3.3	20.5	0.9	13.0	16.6	2.8	11.3	0.1	6.4	2.7	20.7
at factor cost	1991	100	1.8	3.6	21.5	0.9	13.1	16.0	2.9	11.6	0.1	5.8	2.4	20.3
share (%)	1992	100	1.8	3.5	22.2	0.9	12.4	16.2	3.0	11.0	0.1	6.2	2.4	20.1
	1993	100	1.8	3.5	23.4	1.0	11.7	16.6	3.2	10.1	0.1	6.6	2.3	19.7
Turnover	1989	<b>424516.8</b>	15076.8	13885.2	88930.7	4685.5	42020.5	81368.2	210052.0	56044.8	379.5	31087.3	N/A	75992.7
(mio ECU)	1990	<b>452394.0</b>	15879.2	14727.9	97539.2	4956.3	44396.1	86360.0	108222.6	60805.8	410.7	31699.3	7075.2	77721.8
	1991	<b>481284.0</b>	16791.3	14887.8	108327.2	5241.6	47558.7	88977.7	11439.7	64741.7	414.9	32571.5	7950.1	82381.6
	1992	<b>494295.2</b>	17887.5	15483.1	111211.5	5780.9	46370.3	93285.7	12200.8	66383.2	437.0	33386.8	8180.5	83687.9
	1993	<b>497569.6</b>	18119.7	15227.1	115130.2	6092.7	43954.7	96972.8	12276.2	63415.7	447.8	34916.0	7994.2	83022.5
Turnover	1989	8.9	13.6	5.7	7.1	11.3	N/A	10.7	7.8	9.9	5.7	8.9	N/A	5.3
Δ%	1990	6.6	5.3	6.1	9.7	5.8	N/A	6.1	7.7	8.5	8.2	2.0	N/A	2.3
	1991	6.4	5.7	1.1	11.1	5.8	N/A	3.0	5.7	6.5	1.0	2.8	12.4	6.0
	1992	2.7	6.5	4.0	2.7	10.3	N/A	4.8	6.7	2.5	5.3	2.5	2.9	1.6
	1993	0.7	1.3	-1.7	3.5	5.4	N/A	4.0	0.6	-4.5	2.5	4.6	-2.3	-0.8
Turnover	1989	100	3.6	3.3	20.9	1.1	N/A	19.2	2.4	13.2	0.1	7.3	N/A	17.9
share (%)	1990	100	3.5	3.3	21.6	1.1	N/A	19.1	2.4	13.4	0.1	7.0	1.6	17.2
	1991	100	3.5	3.1	22.5	1.1	N/A	18.5	2.4	13.5	0.1	6.8	1.7	17.1
	1992	100	3.6	3.1	22.5	1.2	N/A	18.9	2.5	13.4	0.1	6.8	1.7	16.9
	1993	100	3.6	3.1	23.1	1.2	N/A	19.5	2.5	12.7	0.1	7.0	1.6	16.7
Total	1989	<b>15449.3</b>	676.4	463.4	3448.3	239.9	1195.1	2799.5	290.1	1950.4	18.2	1019.0	N/A	3095.1
investment	1990	<b>16907.9</b>	751.4	470.1	4067.9	274.8	1275.1	3068.6	328.5	2115.0	21.2	1048.2	453.1	3034.0
(mio ECU)	1991	<b>18445.2</b>	768.7	569.6	5077.6	247.3	1426.6	3065.8	N/A	2212.2	N/A	1085.6	460.7	3152.6
	1992	<b>17734.9</b>	765.1	565.0	N/A	N/A	N/A	3099.8	N/A	N/A	N/A	1225.4	N/A	2820.5
	1993	<b>17088.3</b>	692.9	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	2806.4
Total	1989	10.0	8.2	-5.8	10.4	30.9	12.7	17.3	7.6	-2.5	-1.6	4.6	N/A	14.1
investment	1990	9.4	11.1	1.4	18.0	14.5	6.7	9.6	13.2	8.4	16.5	2.9	N/A	-2.0
Δ%	1991	9.1	2.3	21.2	24.8	-10.0	11.9	-0.1	N/A	4.6	N/A	3.6	1.7	3.9
	1992	-3.9	-0.5	-0.8	N/A	N/A	N/A	1.1	N/A	N/A	N/A	12.9	N/A	-10.5
	1993	-3.6	-9.4	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	-0.5
Total	1989	100	4.4	3.0	22.3	1.6	7.7	18.1	1.9	12.6	0.1	6.6	N/A	20.0
investment	1990	100	4.4	2.8	24.1	1.6	7.5	18.1	1.9	12.5	0.1	6.2	2.7	17.9
share (%)	1991	100	4.2	3.1	27.5	1.3	7.7	16.6	N/A	12.0	N/A	5.9	2.5	17.1
	1992	100	4.3	3.2	N/A	N/A	N/A	17.5	N/A	N/A	N/A	6.9	N/A	15.9
	1993	100	4.1	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	16.4

Source: Eurostat, DEBA (estimates in bold).

Turnover: E = Production value. Total investments: E = Investment minus disposals.

## Food, drink and tobacco (Nace 41 + 42)

### Employment, labour cost and productivity

		EUR 12	B	DK	D	GR	E	F	IRL	I	L	NL	P	UK
Labour cost (mio ECU)	1989	49183.5	1798.4	1686.2	11200.2	621.5	4771.4	9149.2	881.5	5963.2	43.7	3213.4	436.6	9418.2
	1990	52774.7	1945.5	1795.5	12347.1	667.7	5209.9	9702.3	942.3	6463.9	48.2	3416.6	662.9	9572.8
	1991	57317.8	1989.1	1847.3	13987.7	695.6	5654.0	10053.4	996.3	7206.3	52.5	3606.5	816.0	10413.1
	1992	59580.5	2044.1	1902.2	14936.1	725.6	5952.1	10704.8	1024.8	7557.3	55.5	3799.8	864.4	10013.8
	1993	59842.1	2241.6	1927.9	15925.7	753.9	5558.8	11221.2	1018.5	6762.4	58.5	4028.1	826.7	9518.8
Labour cost Δ%	1989	6.6	12.8	-3.5	6.0	16.3	13.8	5.7	-2.7	8.6	4.8	-1.5	17.2	7.4
	1990	7.3	8.2	6.5	10.2	7.4	9.2	6.0	6.9	8.4	10.3	6.3	51.8	1.6
	1991	8.6	2.2	2.9	13.3	4.2	8.5	3.6	5.7	11.5	8.9	5.6	23.1	8.8
	1992	3.9	2.8	3.0	6.8	4.3	5.3	6.5	2.9	4.9	5.7	5.4	5.9	-3.8
	1993	0.4	9.7	1.4	6.6	3.9	-6.6	4.8	-0.6	-10.5	5.4	6.0	-4.4	-4.9
Number of persons employed (1000)	1989	2408.9	72.2	67.3	463.2	60.1	360.2	355.9	43.1	225.3	2.3	124.7	76.3	558.1
	1990	2453.5	74.5	67.1	493.2	58.7	361.9	354.1	42.1	229.8	2.4	125.6	90.7	553.3
	1991	2472.1	73.1	67.0	522.1	57.1	362.5	357.0	42.4	226.1	2.5	128.3	92.8	541.2
	1992	2403.2	70.6	66.0	519.5	56.6	350.4	349.2	42.0	219.9	2.4	130.8	84.3	511.5
	1993	2348.8	68.2	64.3	504.9	56.1	350.2	345.8	42.0	215.8	2.4	N/A	78.2	490.5
Number of persons employed Δ%	1989	1.1	5.4	-3.6	4.8	3.5	0.2	0.3	-1.7	-2.3	1.4	-0.3	0.6	1.0
	1990	1.9	3.2	-0.3	6.5	-2.2	0.5	-0.5	-2.3	2.0	4.2	0.7	18.8	-0.9
	1991	0.8	-1.9	-0.2	5.9	-2.7	0.1	0.8	0.7	-1.6	1.7	2.1	2.4	-2.2
	1992	-2.8	-3.4	-1.4	-0.5	-1.0	-3.3	-2.2	-1.1	-2.7	-1.1	2.0	-9.1	-5.5
	1993	-2.3	-3.3	-2.6	-2.8	-0.9	-0.1	-1.0	-0.0	-1.9	-1.8	N/A	-7.3	-4.1
Number of persons employed share (%)	1989	100	3.0	2.8	19.2	2.5	15.0	14.8	1.8	9.4	0.1	5.2	3.2	23.2
	1990	100	3.0	2.7	20.1	2.4	14.8	14.4	1.7	9.4	0.1	5.1	3.7	22.5
	1991	100	3.0	2.7	21.1	2.3	14.7	14.4	1.7	9.1	0.1	5.2	3.8	21.9
	1992	100	2.9	2.7	21.6	2.4	14.6	14.5	1.7	9.2	0.1	5.4	3.5	21.3
	1993	100	2.9	2.7	21.5	2.4	14.9	14.7	1.8	9.2	0.1	N/A	3.3	20.9
Average labour unit cost (1000 ECU per capita)	1989	20.4	24.9	25.0	24.2	10.3	13.2	25.7	20.4	26.5	18.8	25.8	5.7	16.9
	1990	21.5	26.1	26.7	25.0	11.4	14.4	27.4	22.4	28.1	19.9	27.2	7.3	17.3
	1991	23.2	27.2	27.6	26.8	12.2	15.6	28.2	23.5	31.9	21.3	28.1	8.8	19.2
	1992	24.8	29.0	28.8	28.8	12.8	17.0	30.7	24.4	34.4	22.7	29.1	10.2	19.6
	1993	25.5	32.9	30.0	31.5	13.4	15.9	32.4	24.3	31.3	24.4	N/A	10.6	19.4
Average labour unit cost Δ%	1989	5.4	7.0	0.1	1.1	12.3	13.5	5.3	-1.0	11.1	3.3	-1.2	16.5	6.3
	1990	5.4	4.8	6.8	3.5	9.9	8.7	6.6	9.4	6.3	5.8	5.6	27.8	2.5
	1991	7.8	4.2	3.1	7.0	7.1	8.4	2.8	5.0	13.3	7.1	3.4	20.3	11.2
	1992	6.9	6.4	4.5	7.3	5.4	8.9	8.9	4.0	7.8	6.9	3.3	16.6	1.8
	1993	2.8	13.4	4.0	9.7	4.8	-6.6	5.8	-0.6	-8.8	7.4	N/A	3.2	-0.9
Productivity Δ%	1989	0.8	19.8	5.1	-1.4	-2.3	2.5	-1.6	5.5	-3.3	-3.1	1.9	N/A	2.8
	1990	5.8	-0.9	-2.3	9.3	8.5	2.1	4.3	7.3	4.3	-1.1	11.7	N/A	4.2
	1991	3.4	6.3	17.2	4.1	7.1	5.1	2.5	11.1	9.2	-3.8	-6.9	-9.0	0.0
	1992	4.1	8.1	3.3	2.5	-0.7	0.6	4.0	7.3	1.2	-0.3	4.0	6.0	8.0
	1993	4.9	3.1	5.2	5.8	4.7	2.5	3.0	8.0	5.9	N/A	N/A	10.5	5.0

Source: Eurostat, DEBA (estimates in bold)

## Food, drink and tobacco (Nace 41 + 42)

### External trade

mio ECU			EUR 12	B/L	DK	D	GR	E	F	IRL	I	NL	P	UK
Exports	Extra-EU	1989	25067.5	783.4	2405.0	3747.9	311.6	1536.7	4801.0	1283.6	1929.6	4491.6	261.9	3514.7
		1990	24860.4	986.5	2277.7	3946.2	304.4	1518.9	4999.0	1106.7	1964.8	3763.1	213.9	3778.8
	Trade	1991	26099.1	1185.6	2469.9	4550.7	322.6	1677.7	5109.7	1012.2	2056.3	3422.3	231.3	4061.0
		1992	27908.4	1294.2	2429.3	4528.6	425.5	1814.1	5405.4	1203.8	2476.9	3828.8	247.9	4254.0
		1993	30758.3	1420.7	2770.2	5271.8	435.3	1966.7	5645.0	1269.2	2569.8	4675.9	221.7	4512.0
Imports	Extra-EU	1989	20105.7	943.0	839.7	4238.7	244.7	1330.2	3117.9	190.4	2523.7	2257.6	360.8	4058.3
		1990	19917.4	941.7	765.1	4354.9	240.4	1401.3	3001.5	175.1	2435.5	2270.7	342.2	3988.5
	Trade	1991	20691.4	901.9	772.9	4898.8	227.0	1715.8	3034.8	192.5	2420.3	2116.4	384.4	4026.6
		1992	21307.6	881.0	882.9	5075.8	233.9	1810.4	2948.6	202.6	2291.2	2511.2	397.7	4072.4
		1993	21872.7	965.5	910.4	5053.4	200.0	2109.0	2898.2	236.0	2346.0	2418.7	395.2	4340.2

Source: Eurostat

The EU food, drink and tobacco industry is still characterised by commercial activities of relatively low intensity compared with manufacturing industry. The exports:production ratio, which rose by 9% on the 1993 ratio, stands at 6.7% compared with 17.4% for manufacturing industry. The penetration rate of imports, which has been falling since the beginning of the 1980s, amounted to 4.8% compared with 15.4% in manufacturing industry in 1993.

However, it should be remembered that the growing hold of the multinationals over this industry has the effect of camouflaging a large amount of trade. In 1993, the rise in exports

was more marked than that of imports, leading to an improvement in the trade surplus, which rose from ECU 6.6 million to ECU 8.9 million, and in the cover rate, which amounted to 14.1 in 1993.

Attention should be drawn to the rise in extra-EU imports in this industry, a phenomenon which began in 1990. This increase occurred not only during a period of recession, entailing a direct slowing down in the consumption of this industry's products, but also in the context of a drop in world agricultural prices.

While at European level the industry is in a state of surplus, six of the

Member States have a trade deficit. These are Germany, Italy and the UK, whose deficits fell in 1993 and Spain, Greece and Portugal, which, in contrast, saw their trade situation worsen again in 1993.

Sugar manufacturing and refining and the slaughtering, preparing and preserving of meat moved from a deficit to a surplus in 1993. The EU is still in deficit in the processing and preserving of fruit and vegetables and the processing and preserving of fish and other seafood. In these two branches the trade deficit was reduced in 1993 owing to both the increase in exports and the fall in imports.

#### **4. COMPARISON OF THE MANUFACTURING INDUSTRIES OF EUR 12, USA AND JAPAN**





## Comparison of the manufacturing industries of the EU, USA and Japan

### 1. Introduction

Of the three major economic blocks in the world, the USA had the largest economy in 1993. Measured by gross domestic product in ECU terms, the EU was 127 billion ECU smaller than the USA (2.4% of its GDP).

Japan had the smallest economy. Its GDP was about two-thirds of the GDP of the EU and the USA, but Japan had a population total half that of the USA and just over a third that of the EU (see table 1).

The EU was the largest producer of manufacturing products in 1993 with production 80 billion ECU higher than in the USA. Japan trailed the EU by 243 billion ECU. This resulted in the EU accounting for 34.8% of manufacturing production of the three combined geographical areas (the TRIAD) in 1993. The USA and Japan recorded 33.7% and 31.5% shares in the total respectively.

### 2. The largest industries

Looking at the TRIAD production totals for 1993 the largest industry was food, drink and tobacco. The data in the table below is ranked according to size of industry at a NACE 2-digit level, with details of the larger NACE 3-digit sectors also given under the headings. The EU accounted for the largest production share of the food, drink and tobacco industry, with almost 43%, and was followed by the USA (33%) and Japan (24.2%). The EU also recorded a high share in TRIAD production in the following industries: footwear and clothing (a 47% share) and non-metallic minerals (42.7%). Industries where the EU displayed a low share in the TRIAD total were: computers and office equipment (23.4% share) and instrument engineering (24.6%). At a more disaggregated level the EU consumer electronics industry could only register a 16.3% share in TRIAD production. All of these industries could be termed "high technology", showing a structural weakness in the EU economy.

**G.D.P., manufacturing production and population, 1993**

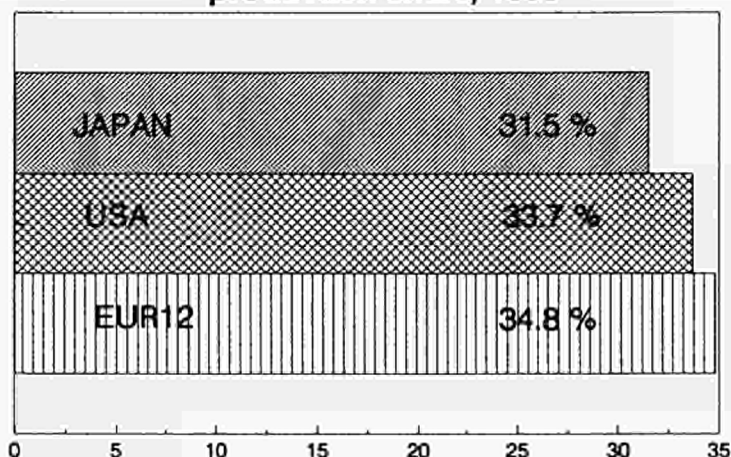
**Table 1**

billion ECU	Gross Domestic Product	Manufacturing production	Population(1) (millions)
EUR 12	5321	2623	346
USA	5448	2543	253
JAPAN	3600	2380	124
TRIAD	14369	7546	723

(1) EUR 12: beginning of the year; USA, JAPAN: mid-year estimates  
Source: Eurostat, DEBA, UNSO

**TRIAD manufacturing production share, 1993**

**Graph 0**



Source: DEBA

## TRIAD production 1993

Table 1

billion ECU	TRIAD	EUR 12		USA		JAPAN	
	Production	Value	Share (%)	Value	Share (%)	Value	Share (%)
<b>Food, drink and tobacco</b>	1079.6	462.4	42.8	355.9	33.0	261.3	24.2
Meat	184.6	79.9	43.3	82.6	44.8	22.1	12.0
Dairy products	111.5	73.0	65.5	21.8	19.5	16.8	15.0
Bread and flour	81.1	28.4	35.0	31.2	38.4	21.5	26.6
Fruit and vegetables	64.6	19.1	29.5	28.3	43.9	17.2	26.6
Animal and poultry food	55.5	28.5	51.4	18.2	32.8	8.8	15.8
Waters and soft drinks	53.0	18.1	34.2	20.5	38.6	14.4	27.2
<b>Electrical engineering</b>	906.3	252.0	27.8	265.8	29.3	388.5	42.9
Telecommunications	286.7	83.0	29.0	109.0	38.0	94.7	33.0
Consumer electronics	244.0	39.9	16.3	67.5	27.7	136.6	56.0
<b>Motor vehicles and parts</b>	812.5	242.0	29.8	263.0	32.4	307.5	37.8
Motor vehicles and engines	525.6	184.9	35.2	180.9	34.4	159.9	30.4
Parts and accessories	244.3	45.7	18.7	73.1	29.9	125.6	51.4
<b>Chemicals and man made fibres</b>	787.6	289.0	36.7	313.3	39.8	185.3	23.5
Basic industrial chemicals	322.9	105.2	32.6	134.1	41.5	83.7	25.9
Pharmaceuticals	163.8	68.7	41.9	54.2	33.1	40.9	25.0
Soap detergents perfumes	80.7	39.1	48.5	24.7	30.6	16.9	20.9
<b>Mechanical engineering</b>	592.3	208.5	35.2	192.6	32.5	191.3	32.3
Plant	111.8	39.4	35.2	24.7	22.1	47.7	42.7
Machine-tools for metal	69.6	19.7	28.2	15.4	22.2	34.5	49.6
Machines for food & chemical	66.0	29.9	45.3	18.4	27.8	17.7	26.9
<b>Paper and printing</b>	563.0	164.6	29.2	237.1	42.1	161.3	28.6
Paper and board	164.6	48.9	29.7	81.6	49.6	34.2	20.8
Pulp paper and board	90.8	26.9	29.6	36.2	39.9	27.7	30.5
<b>Metal articles</b>	464.5	170.0	36.6	129.7	27.9	164.7	35.5
Tools	161.8	66.8	41.3	67.2	41.5	27.8	17.2
Structural metal products	125.0	28.7	23.0	27.9	22.3	68.4	54.7
<b>Processing of metals</b>	352.9	107.4	30.4	107.3	30.4	138.3	39.2
Processing of non-ferrous met.	105.2	32.9	31.2	44.2	42.0	28.2	26.8
<b>Rubber and plastics</b>	298.6	104.9	35.1	84.3	28.2	109.4	36.6
Plastics	223.1	78.2	35.1	60.5	27.1	84.4	37.8
<b>Wood</b>	222.5	74.3	33.4	88.1	39.6	60.1	27.0
Wooden furniture	84.2	39.1	46.4	26.5	31.4	18.7	22.2
Sawing & processing of wood	37.0	5.4	14.5	17.8	48.0	13.9	37.4
Carpentry	36.9	13.0	35.2	16.4	44.4	7.5	20.4
Semi-finished wood products	31.6	7.9	25.0	12.6	39.8	11.1	35.1
<b>Non-metallic minerals</b>	222.3	95.0	42.7	50.7	22.8	76.5	34.4
Concrete	66.6	28.0	42.0	7.0	10.4	31.7	47.6
Glass	51.5	20.8	40.4	15.9	30.9	14.8	28.7
Cement	35.2	13.6	38.6	14.8	42.1	6.8	19.2
Ceramic goods	31.8	15.9	50.0	5.4	17.0	10.5	33.0
Stone	23.7	8.3	35.2	5.5	23.2	9.9	41.6

Source: DEBA

## TRIAD production 1993 (ctd.)

Table 1

billion ECU	TRIAD	EUR 12		USA		JAPAN	
	Production	Value	Share (%)	Value	Share (%)	Value	Share (%)
<b>Other means of transport</b>	195.7	70.9	36.2	94.3	48.2	30.4	15.6
Aerospace equipment	125.7	42.6	33.9	77.6	61.7	5.4	4.3
Shipbuilding	43.7	15.4	35.2	11.8	27.0	16.5	37.8
<b>Computer &amp; office equipment</b>	182.5	42.7	23.4	65.6	35.9	74.2	40.6
<b>Footwear and clothing</b>	144.7	68.0	47.0	36.3	25.1	40.3	27.9
Ready-made clothing	93.5	45.2	48.3	23.7	25.3	24.6	26.4
Mass-produced footwear	27.6	17.2	62.2	4.6	16.8	5.8	21.0
<b>Instrument engineering</b>	100.4	24.8	24.6	43.1	42.9	32.6	32.4
Precision instruments	32.8	8.9	27.2	12.4	37.7	11.5	35.1
Medical and surgical equip.	32.2	8.1	25.2	17.8	55.1	6.3	19.7
Optical instruments	26.2	6.6	25.0	11.7	44.5	8.0	30.4
<b>Other sectors</b>	89.2	20.4	22.9	37.5	42.0	31.3	35.1
Toys and sports goods	30.4	5.6	18.4	12.8	42.0	12.0	39.6
Jewellery	23.2	7.8	33.4	10.8	46.5	4.7	20.1

Source: DEBA

The second and third largest industries both showed Japanese industry with the largest share of TRIAD production. In the electrical engineering industry Japanese firms accounted for nearly 43% of TRIAD output, whilst in the motor vehicles industry they recorded a 38% share in TRIAD production (not including the large value of Japanese car output in third countries). The Japanese share in TRIAD production was also pronounced for the computer and office equipment sector (where a 40.6%

share was recorded). Japanese industries that recorded low shares in the TRIAD aggregate included non motor vehicle transport industries (15.6%) and the chemicals and man-made fibres sector (23.5%).

The USA recorded the biggest share of the fourth largest industry; chemicals and man-made fibres, accounting for almost 40% of the total (closely followed by the EU with nearly 37%). Other sectors where the USA had a particularly high share of TRIAD pro-

duction value were paper and printing (42.1%), non motor vehicle transport industries (48.2%) and instrument engineering (42.9%). American sectors that recorded low shares in the TRIAD total included non-metallic minerals (27.9%) and footwear and clothing (25.1%).

The mechanical engineering industry saw TRIAD production distributed evenly, with the EU recording a 35.2% share - the USA and Japan recorded 32.5% and 32.3% shares respectively.



### 3. The fastest growing industries

Table 3 below shows the major TRIAD industries ranked by size of industry (as in Table 2). Production in constant

prices (1990 = 100) is given, followed by the respective real annual average growth rates between 1985 and 1993 for the TRIAD and its constituent parts. Sub-sectors of the major in-

dustries are also given in the table (once more ranked by importance in terms of production value for 1993).

**Table 3 Annual average growth rates ranked by size of industry**

	TRIAD 1993 Production in constant prices (billion ECU)	Annual average growth rate 1985-1993 (%)			
		TRIAD	EUR 12	USA	JAPAN
<b>Food drink and tobacco</b>	932.5	1.8	2.6	0.9	1.5
Meat	167.8	2.6	4.2	1.3	1.1
Dairy products	101.9	1.6	2.4	-0.6	0.5
Bread and flour	68.1	2.1	3.8	0.6	1.9
Fruit and vegetables	55.3	2.9	4.8	1.6	3.1
Animal and poultry food	50.7	1.1	2.6	1.0	-3.8
Waters and soft drinks	44.4	2.7	4.8	-0.4	6.3
<b>Electrical engineering</b>	793.3	4.9	4.0	3.0	7.7
Telecommunications	252.3	5.2	4.3	2.5	12.0
Consumer electronics	207.4	4.9	3.5	5.6	5.2
<b>Motor vehicles and parts</b>	665.2	2.2	1.0	1.8	4.0
Motor vehicles and engines	435.9	1.9	0.5	2.0	3.9
Parts and accessories	195.5	2.7	2.5	1.1	4.1
<b>Chemicals and man made fibres</b>	705.9	2.5	2.3	2.5	3.2
Basic industrial chemicals	295.3	1.6	1.3	1.8	2.0
Pharmaceuticals	145.4	6.6	6.3	7.5	5.8
Soap detergents perfumes	70.2	3.0	3.5	1.2	5.5
<b>Mechanical engineering</b>	499.4	0.9	-0.3	1.8	1.4
Plant	92.1	1.5	0.6	-0.1	3.9
Machine-tools for metal	56.4	0.3	-1.5	1.1	1.4
Machines for food & chemical	56.0	2.1	2.0	3.3	0.9
<b>Paper and printing</b>	494.6	2.8	3.7	1.4	4.4
Paper and board	146.0	2.2	4.3	0.9	2.8
Pulp paper and board	84.4	2.2	2.9	2.2	1.4
<b>Metal articles</b>	397.5	1.9	1.9	0.7	3.2
Tools	142.8	1.8	2.4	0.9	3.0
Structural metal products	101.5	3.2	2.8	0.8	5.1
<b>Processing of metals</b>	336.4	0.4	-0.7	2.1	0.3
Processing of non-ferrous met.	108.8	2.3	1.4	2.7	2.9
<b>Rubber and plastics</b>	252.5	3.5	4.0	3.2	3.0
Plastics	189.1	4.4	5.5	3.8	3.6

Source: DEBA

Table 3

## Annual average growth rates ranked by size of industry (ctd.)

	TRIAD 1993 Production in constant prices (billion ECU)	Annual average growth rate 1985-1993 (%)			
		TRIAD	EUR 12	USA	JAPAN
<b>Wood</b>	178.7	1.9	2.7	2.3	0.0
Wooden furniture	68.7	1.7	2.4	0.9	1.0
Sawing & processing of wood	28.6	0.7	2.2	2.5	-2.1
Carpentry	29.6	3.3	3.5	3.4	2.6
Semi-finished wood products	25.6	2.1	3.2	2.7	0.1
<b>Non-metallic minerals</b>	188.2	1.4	1.7	1.1	1.2
Concrete	53.7	2.4	3.0	1.0	2.2
Glass	44.8	1.7	2.0	2.0	0.7
Cement	30.5	0.0	0.1	0.4	-1.4
Ceramic goods	27.4	1.3	1.4	2.9	0.1
Stone	19.9	2.2	2.2	0.9	3.4
<b>Other means of transport</b>	169.5	0.6	0.8	0.3	1.0
Aerospace equipment	110.3	0.8	1.3	0.5	1.3
Shipbuilding	36.4	-1.7	-2.3	-1.6	-0.9
<b>Computer &amp; office equipment</b>	165.1	4.5	3.7	2.2	8.3
<b>Footwear and clothing</b>	127.2	1.2	1.4	-0.2	2.4
Ready-made clothing	82.3	1.0	1.3	-0.6	2.4
Mass-produced footwear	25.1	0.8	1.0	-1.3	2.3
<b>Instrument engineering</b>	83.5	1.9	2.0	3.0	0.2
<b>Precision instruments</b>	27.2	1.9	0.2	2.3	3.5
Medical and surgical equip.	27.4	5.9	4.9	6.5	5.3
Optical instruments	21.9	-0.8	2.7	-0.3	-4.3
<b>Other sectors</b>	74.0	2.5	3.3	1.8	2.7
Toys and sports goods	24.7	3.6	1.1	4.3	4.5
Jewellery	20.3	2.5	5.1	0.6	2.6

Source: DEBA

The three industries (at a NACE 2-digit level) reporting the highest annual average growth rates for the TRIAD aggregate were electrical engineering (+4.9%), computer and office equipment (+4.5%) and rubber and plastics (+3.5%). At a 3-digit NACE level the highest growth was recorded in the pharmaceuticals sector (+6.6%), medical and surgical equipment (+5.9%) and the telecommunications sector (+5.2%).

All of these industries may be termed "high technology" areas - reaffirming the belief that growth in the

developed world economies may be encouraged through the pursuit of policies that pay special attention to high technology and new technologies. At the same time the figures demonstrate that established, mature industries show lower levels of growth.

The annual average growth rates of the EU were generally much higher than those of the USA or Japan in the food processing industries. Japanese growth rates were generally larger in the new and high technology areas. An outstanding example was the telecoms sector. The Japanese telecoms sector was the only sector

which was able to boast a growth rate of more than ten percent per annum. Industries where American growth out-performed the TRIAD competition were limited (pharmaceuticals being the main exception). Nevertheless, it should be noted that the data is given in ECU terms and that the dollar was particularly strong during 1985.

Industries where there were low or even negative "real" growth rates included mechanical engineering in the EU, food processing in both the USA and Japan and wood processing in Japan.

#### 4. TRIAD production in "high technology" industrial sectors

Table 4 shows the 1993 share of TRIAD production over eight "high-technology" industries. The EU share in the TRIAD total ranged from 16.3% (consumer electronics) to 36.7% (chemicals and man-made fibres). As well as the chemicals sector the EU also performed well in the processing of rubber and plastics.

Growth rates in the EU and USA are quite similar over the period, showing between one and five per cent annual growth. However, in Japan there were significantly higher levels of performance, with up to twelve per cent growth per annum in the telecommunication equipment market (a market in which the Americans have

grown at a faster rate than the total industry average in Europe over the last eight years - notably telecoms, pharmaceuticals and plastics processing. However, despite recording respectable levels of growth over recent years, industries such as computers and office equipment (3.7% real growth per annum) have faced severe competition. Whilst Silicon Valley and Software Valley continue to develop and expand in the United States, many European computer manufacturers are still strongly reliant on home markets (even in post-Single Market Europe). Indeed, high growth industries in America have been led by small entrepreneurial businesses. Cognetics in Cambridge, Massachusetts, an American research firm state that over four million jobs were added to the USA economy between 1989 and 1993 thanks to growth in small, dynamic and largely service or high technology related industries (software, computers, film and video and health-care). These companies were characterised by sales growth of 20% plus per annum and annual revenue of at least 100,000 dollars.

In the telecoms market (4.3% real growth per annum), widespread deregulation in Europe may well lead to intense competition from American firms waiting to compete with the national players in each European country.

In the car industry European manufacturers are pursuing a policy of joint-ventures and merger activity in response to competition from Japanese and American producers. The industry has been characterised by over-capacity in recent years.

#### EUR 12, USA and Japanese share in TRIAD production

##### "High-technology industries" 1993

Table 4

(%)	EUR 12	USA	JAPAN
Chemicals and man-made fibres	36.7	39.8	23.5
Instrument engineering	24.6	42.9	32.4
Telecommunications	29.0	38.0	33.0
Rubber and plastics processing	35.1	28.2	36.6
Motor vehicles and parts	29.8	32.4	37.8
Computer and office equipment	23.4	35.9	40.6
Electrical engineering	27.8	29.3	42.9
Consumer electronics	16.3	27.7	56.0

Source: DEBA

The share of the USA was somewhat higher than that of the EU, ranging from 27.7% (consumer electronics) to 42.9% (instrument engineering). The top three American industries (instrument engineering, chemicals & man-made fibres and telecommunications) were all able to claim a larger share of the TRIAD total than their Japanese competition.

Nevertheless, Japanese sectors recorded the largest shares in the remaining five industries (despite total manufacturing in Japan still accounting for less than one third of the TRIAD total).

Table 5 gives the average annual growth rates of production (in constant ECU terms) for eight "high technology" industries between 1985 and 1993.

recently received concessions in bilateral trade talks). The electrical engineering and computer and office equipment industries in Japan also grew at rates above the "top performing industries" in Europe or America.

In contrast, there was a reduction in activity for Japanese industries where it was difficult for Japanese firms to compete. In the textiles industry an annual decline of 1.4% was recorded. American data for the same industry showed growth of 1.8% per annum. Hence, Japanese industry seemed to be more willing to accept that it could not be the "world leader" in every industry - and must specialise in some "core" technology areas.

European industries that displayed low levels of growth have tended to be in the investment goods sector. High technology industries have

### Real annual average growth of high-technology industries, 1985-1993

Table 5

%	EUR 12	USA	JAPAN
Motor vehicles and parts	1.0	1.8	4.0
Instrument engineering	2.0	3.0	0.2
Chemicals and man-made fibres	2.3	2.5	3.2
Consumer electronics	3.5	5.6	5.2
Computer and office equipment	3.7	2.2	8.3
Electrical engineering	4.0	3.0	7.7
Rubber and plastics processing	4.0	3.2	3.0
Telecommunications	4.3	2.5	12.0

Source: DEBA

The opportunities for growth in this sector are not to be found in the traditional markets of the developed world that are often saturated. Rather, expanding markets will be found in Asia, Latin America and Eastern Europe. Geographically, the latter presents the most obvious opportunities for European manufacturers to grow. However, enterprises need to increasingly adopt global strategies to compete successfully. The car industry offers an example of the problems facing European

manufacturers: car sales in Indonesia and the Philippines are dominated by Japanese producers, who account for 90% of the total market. Latin American car production is dominated by American enterprises. Some European producers have started to enter these expanding markets - for example, Volkswagen and Peugeot-Citroën both have foot-holds in the Chinese market, which has subsequently been closed to any new foreign joint-ventures until 1997 at the earliest.

European, American and Japanese manufacturers are also facing competition from newly industrialised countries (NICs) and the other members of the EEA. Within the countries soon to join the EU, sectors that were growing fastest included professional and scientific equipment, plastics processing and electrical machinery. Sectors in decline were textiles and rubber processing. Growth rates displayed in the new Member States were similar to those of the EU countries.

The highest rates of growth were recorded in the newly industrialised countries. Indeed, it was quite common to see average annual growth rates in double figures. For example, the fastest growing industries in Indonesia (transport equipment), Malaysia (machinery), the Philippines (transport equipment) and Singapore (electrical machinery) were all growing at more than fourteen per cent per annum.



## 5. TRIAD specialisation

In this section the production values for the EU, USA and Japan have been used to create specialisation coefficients. To derive such ratios the production in an industry has been divided by the manufacturing total for that industry. This ratio has in turn been divided by the same ratio for the TRIAD aggregate. Hence, the calculation for the EU was as follows:

$$\frac{\text{Industry X}_{\text{EU}}}{\text{Total manufacturing}_{\text{EU}}}$$

$$\frac{\text{Industry X}_{\text{TRIAD}}}{\text{Total manufacturing}_{\text{TRIAD}}}$$

Using the above ratio at a NACE 2-digit level the results below were obtained. A specialisation coefficient of 1.0 reflects an industry that is represented to the same degree in a particular country as it is throughout the TRIAD. At the NACE 2-digit level (Table 6) the most specialised industries (ratios over 1.0) were the leather goods industry in the EU, non motor vehicles transport industry in the USA (mainly due to the aerospace sector) and electrical engineering in Japan. All three of these sectors reported specialisation coefficients of 1.4 in 1993. The lowest specialisation coefficient in the EU was the computer and office equipment sector (0.7); in the USA it was the non-metallic minerals sector (also 0.7) and in Japan it was the non motor vehicles transport industry (0.5).

During the period 1983-1993 there was growth of 14% in the European instrument engineering specialisation coefficient. At a more disaggregated level, the optical instruments and photographic equipment sector showed an impressive rise of almost 70% (see table 7, for three digit-NACE sectors, with highest specialisation coefficients growth rates). However,

### TRIAD specialisation coefficients for selected industries, 1983 and 1993

Table 6	1983	1993
<b>EUR 12</b>		
Computer and office equipment	0.7	0.7
Instrument engineering	0.6	0.7
Electrical engineering	0.9	0.8
Motor vehicles and parts	0.9	0.9
Other means of transport	1.0	1.0
Chemicals and man-made fibres	1.1	1.1
Food drink and tobacco	1.2	1.2
Footwear and clothing	1.2	1.4
<b>USA</b>		
Footwear and clothing	0.9	0.7
Electrical engineering	1.0	0.9
Motor vehicles and parts	1.0	1.0
Food drink and tobacco	1.0	1.0
Computer and office equipment	1.2	1.1
Chemicals and man-made fibres	1.1	1.2
Instrument engineering	1.2	1.3
Other means of transport	1.3	1.4
<b>Japan</b>		
Other means of transport	0.5	0.5
Chemicals and man-made fibres	0.8	0.8
Food drink and tobacco	0.8	0.8
Footwear and clothing	0.8	0.9
Instrument engineering	1.3	1.0
Motor vehicles and parts	1.2	1.2
Computer and office equipment	1.1	1.3
Electrical engineering	1.3	1.4

Source: DEBA

despite this growth the TRIAD specialisation coefficient for the European instrument engineering industry remained low. There were also large gains seen in both the non motor vehicle transport industry (especially aerospace equipment, +20%) and the footwear and clothing sector, where specialisation coefficients increased by 10% between 1983 and 1993. On the downside, the EU specialisation coefficient for computer and office equipment decreased by 9% over the same period.

Japan was the main TRIAD producer in the computer and office equipment sector. The specialisation coefficient for this sector increased by almost 21% (to 1.29). Japanese specialisation decreased most in the instrument engineering industry (down by 19%). On a more disaggregated level the highest Japanese specialisation coefficient growth rate was found in the telecoms sector, where growth of 46% was recorded. Other Japanese 3-digit NACE sectors with high specialisation coefficient growth rates were asbestos articles (+44%), aerospace equipment (+34%) and plants for mining and steel industry (+27%).

### 3-digit NACE specialisation coefficients for selected industries, 1993

Table 7	Specialisation coefficient	Growth rate 1983-1993 (%)
<b>EUR 12</b>		
Optical instruments	0.7	68.9
Jewellery	1.0	53.0
Silk	1.1	49.9
Miscellaneous food products	0.9	38.5
Soft drinks	1.0	29.4
Processing of paper and board	0.9	28.7
Meat	1.3	26.3
Bread and flour confectionery	1.0	21.7
Soap, detergents, perfumes	1.4	17.1
<b>USA</b>		
Wool	0.2	62.6
Furs	2.4	57.8
Cotton	0.7	48.9
Agricultural machinery and tractors	1.0	38.8
Wooden containers	0.7	26.1
Sawing and processing of wood	1.4	22.9
Pharmaceuticals	1.0	19.7
Non-ferrous metals	1.3	18.2
Basic chemicals	1.2	18.0
Carpentry	1.3	17.7
<b>Japan</b>		
Telecommunications	1.1	46.4
Asbestos	1.1	44.0
Soft drinks	0.9	36.0
Aerospace equipment	0.1	34.4
Plant for mines iron & steel industry	1.4	27.0
Electric lighting	1.2	18.0
Toys and sports goods	1.3	17.9
Tools and finished metal goods	0.6	15.8
Steel tubes	0.9	13.1
Structural metal products	1.7	13.1

Source: DEBA

The trends in Japanese specialisation coefficients gave support to the fact that Japanese industry had made a concerted and successful effort to specialise in modern industries. Whilst these industries provided high production growth rates in the Japanese economy, they were increasingly open to competition from the NICs. Nevertheless, it should be kept in mind that a considerable and expanding part of the production value of Japanese companies is produced outside of Japan (not only in Asia, but also in the EU and USA).

The USA increased its specialisation in the non motor vehicle transport industry (+12%), the chemicals and man-made fibres industry (+11%) and the instrument engineering industry (+10%). The USA lost significant ground in the footwear and clothing sector (-17%). On a more disaggregated level the textile industry (especially the wool (+63%) and cotton sectors (+49%)) showed high specialisation coefficient growth rates. Other sectors with fast growth were agricultural machinery (+39%), pharmaceutical products (+20%), basic chemicals (+18%) and aerospace equipment (+15%). The USA lost ground in bicycles and motor cycles (-34%), structural metal products (-28%) and plant for mines and the steel industry (-26%).

## 6. Top companies in each region

Looking at all sectors in 1993 in the Fortune 500, the three first industrial groups remained American (in terms of turnover). General Motors, with a turnover of 134 billion dollars were followed by Ford Motor, taking second place in front of Exxon. In the top ten, the EU was represented by Royal Dutch/Shell and Daimler Benz, respectively in fourth and eighth places. Three Japanese firms were in the top ten, Toyota Motor, Hitachi and Matsushita electric industrial; these firms recorded the highest growth rates in turnover - expressed in dollars due to the appreciation of the yen.

Taking the origin of the top enterprises in terms of turnover in each of 25 industrial sectors, thirteen were based in the USA, six in Japan and five in the EU. The poor presence of the European firms was accentuated by the fact that they were leaders in mature and low trade sectors, like building material, glass, metal products or still mining and crude oil production. The USA and Japanese firms had better ratings in high-tech sectors where there were greater trade opportunities.

At each sector level, and particularly those with more rapid growth in recent years, it is of interest to detail the presence of the European, Japanese and American firms. Considering the ten biggest enterprises in the 7 sectors with the highest growth rates in the recent years, (i.e. 70 firms), the USA accounted for the largest number of enterprises. In terms of turnover, 28 of the 70 were American. The EU and Japan had 18 and 16 firms respectively. In terms of profit margin (profit on turnover), the predominance of the USA was ever more accentuated, with 38 enterprises in the

70. It was followed by the EU (19) and Japan (7).

The computer and office equipment sector was dominated by American and Japanese firms. Ranked by turnover, IBM were followed by Toshiba and Fujitsu and then Hewlett-Packard. Whilst IBM remained the leader in terms of sales, its market capitalisation more than halved from 1990 to 1993. It declined to 25th place in terms of market capitalisation and was ranked behind Intel, the world's largest computer chip manufacturer. Other American firms in this sector that realised excellent results, were Microsoft, Oracle Systems Corporation, and McCaw Cellular Communications, all recording impressive turnover growth of about 30%. The most profitable firms in the industry were also American, i.e. Hewlett-Packard, Compaq Computer and Unisys. No European enterprise entered the top ten in the sector. Olivetti held eleventh place with a turnover less than the average of the first twenty enterprises.

The electronics and electrical equipment sector was largely under the domination of south-east Asian firms. Of the first ten enterprises, four were Japanese - Hitachi, Matsushita Electric, Sony and NEC - two were South Korean - Samsung and Daewo. The USA and the EU had one firm each, General Electric and Siemens. Siemens recorded an increase of 7.3% in its turnover for 1993. It was also the biggest quoted manufacturing industry employer in the EU. However, of the top forty four enterprises selected by "FORTUNE", only 6 were based in the EU. Looking at the profit margins, the sector appeared slightly different. The first eight enterprises were American, reflecting an in-

creased awareness and strategic move by American firms in the light of Japanese competition in the sector.

Another high-tech sector of interest was scientific, photographic and control equipment. In this sector the first six enterprises, according to either their turnover, or to their profit on turnover, were American, with Eastman Kodak, Xerox and 3M, the three leaders. The German and British firms, Carl-Zeiss-Stiftung and Siebe, held ninth and tenth places.

The pharmaceutical sector remained in the hands of American firms, with Johnson & Johnson, Bristol-Myers Squibb and Merck, as the three biggest enterprises in terms of turnover in 1993. In the 25 first enterprises, eleven were American compared to only 5 from the EU. The results of the Swiss firms Sandoz and Roche were noticeable. They recorded good results at the European level. The market capitalisation of Roche overtook that of Glaxo (EU) and Merck (USA).

The chemicals sector was where European firms succeeded. Despite first place being held by the American enterprise C.I. Du Pont de Nemours, the next three firms were all German: Hoechst, Bayer and BASF. Whilst these firms kept a good position in the world classification based on turnover, their market capitalisation fell or was static in 1993, due to the recession.

In the food, drink and tobacco sector, the American and European firms shared first place. Japan had only three firms: one in the food sector, Snow Brand Milk Production and two in the drinks sector, Kirin Brewery and Suntary (in fifth and seventh places in

terms of turnover). The well-known American groups Pepsi-Cola and Coca-Cola, as well as Anheuser-Busch were the first three enterprises in the drinks sector. In the food sector, the European enterprises Unilever and Nestlé held second and third places between the American

firms Philip Morris and Conagra. The biggest profit increase in 1993 was recorded by the British firm Hillsdown Holdings.

Despite the consolidation of the European market, rather few European industrial groups have

succeeded reaching a sufficient size to compete successfully with American and Japanese firms at the world level, most notably in sectors with rapid growth and in high technology areas.

## 7. External trade

Since 1990 several important developments influenced global trade significantly. Firstly, the Gulf War caused considerable energy price fluctuations. Secondly, the global recession has had a major effect on the economic performance of the EU, Japan and the USA. Finally, in 1994, after many years of negotiations a milestone was reached in the field of global trade: the closure of the GATT Uruguay Round with the signing of a new and extensive GATT agreement. The treaty will significantly reduce tariffs around the world. It will lead to an opening of markets and is expected to enhance global trade and development.

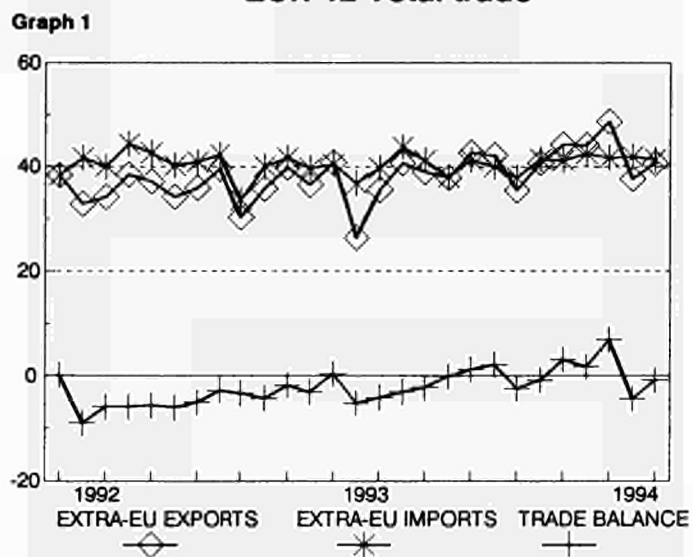
On the trade front the most important development in the EU in recent years was the creation of the Single Market. Through the removal of national barriers European firms can benefit from a home market of truly continental dimensions and achieve considerable economies of scale. Thus, the Single Market will improve the competitiveness of Europe in the global market place. It will enhance intra-EU trade and lead to increased extra-EU exports.

The average annual growth rate of extra-EU exports in the 1988-1993 period was 5.9%. The global recession of the last two years did not result in reduced EU exports. Contrary to what one might expect, the value of exports increased by 10.7% in 1993, leading to a total export figure of over 482 billion ECU (see Graph 1). In 1993 the EU exported 9.1% of its GDP. This figure was somewhat less than the corresponding figures for the USA (10.4%) and Japan (9.4%). The weakness of the US dollar contributed to the surge in exports. The recession in

Europe did have an effect on imports, which showed strong growth up to 1991. Since then the value of imports has decreased somewhat. Nevertheless, the value of imports increased on average over the 1988-1993 period by 4.6% per annum. Total extra-EU imports valued 486 billion ECU in 1993. This was 11.6% of total consumption. The corresponding figure was 13.1% for the USA and 10.6% for Japan.

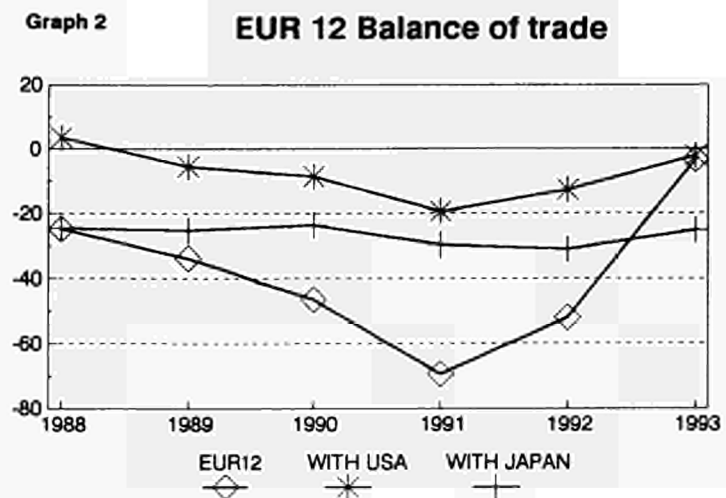
The balance of trade had a negative trend at the turn of the decade, leading to a deficit of over 69 billion ECU in 1991. Since then it has improved. The improvement was due to higher growth rates in exports as compared to imports. These developments led to a positive trade balance (of 11.6 billion ECU) in the last quarter of 1993 (see Graph 1). The 1993 balance of trade was however still negative, some 3.4 billion ECU (see Graph 2).

### EUR 12 Total trade



Source: Eurostat

### EUR 12 Balance of trade



Source: Eurostat

## Manufacturing trade by sector, 1993

Table 8

	billion ECU	Share in total manufacturing trade (%)	Average annual growth 1988-1993 (%)
<b>EUR 12 exports</b>			
Food drink and tobacco	30.8	6.9	7.4
Motor vehicles and parts	36.7	8.2	3.3
Electrical engineering	49.9	11.2	7.8
Chemicals and man made fibres	59.2	13.2	6.7
Mechanical engineering	75.1	16.8	5.8
Other sectors	195.7	43.7	
<b>EUR 12 Imports</b>			
Computer and office equipment	25.3	6.5	6.0
Metals	27.3	7.0	-2.6
Mechanical engineering	30.8	7.9	4.7
Chemicals and man made fibres	36.2	9.3	5.6
Electrical engineering	53.7	13.8	6.9
Other sectors	217.2	55.6	

Source: Eurostat, DEBA

The most important export sectors of the EU in value terms were mechanical engineering, chemicals and electrical engineering (see table 8). Their share in total exports was 41% in 1993. High average annual growth rates in the period 1988-1993 were obtained by other means of transport (12.4%) and instrument engineering (9.2%). Relative to the USA and Japan high-tech products took a relatively small proportion of total EU exports. However, several high-technology sectors show above average export growth rates (especially in exports to the US and Japan). On the import side the same sectors (mechanical engineering, chemicals and electrical engineering) headed the list, representing 31% of the value of total imports in 1993. High average annual growth rates were recorded over the period 1988-1993 in the following sectors: footwear and clothing (11.5%), other means of transport i.e. non motor vehicle transport equipment (11.1%), manufacture of metal articles (10.4%) and the processing of rubber and plastics (9.0%).

The two main trading partners of the EU were the USA and Japan. Over 22% of the EU's exports went to these countries in 1993 (24.5% in 1988). The EU received more than 27% of its total imports from the USA and Japan (the corresponding figure was 28.4% in 1988). The annual total trade between the EU and Japan and the USA amounted to over 67 and 148 billion ECU respectively in 1993. A noteworthy development in the geographical distribution of European exports and imports was the surge in trade with the Central and East European countries. Community imports increased by 56% in value terms between 1989 and 1992, and exports by 87%. Trade liberalisation, with the objective of achieving free trade areas within ten years, is likely to result in the con-

tinuation of high growth rates in the near future.

The USA concluded the North American Free Trade Agreement with Canada and Mexico in 1993. The agreement should produce similar results as those which are expected to come from the Single Market. Trade between the partners is expected to increase significantly. In recent years the geographical economic balance has shifted in the US from the east coast to the Pacific Basin. Most countries in the Pacific Basin have shown impressive growth rates in the last decade. Trade with and in south-east Asia is growing significantly. The Asian Tigers continue to grow fast; China has joined the race with annual economic growth rates of around 10% in recent years. The result of such changes in economic development is that the geographical distribution of American imports and exports will continue to shift from Europe to the Pacific Basin.

In 1993 the USA exported 565 billion ECU (10.4% of GDP). The most im-

portant American export sectors in 1993 were electrical engineering (16.2%), mechanical engineering (12.8%), chemicals (10.7%), motor vehicles and parts (10.0%) and other means of transport (mainly aerospace equipment, 8.5%). The USA imported 619 billion ECU (13.1% of total consumption) in 1993. Main import sectors were motor vehicles and parts (15.6%), electrical engineering (14.3%), mechanical engineering (7.3%) and computer and office equipment (7.1%).

About 21% of American exports went to the EU, they valued 86 billion ECU. During the period 1988-1993 this trade flow showed an annual average growth rate of 5.5%. USA imports from the EU accounted for 84 billion ECU in 1993 (13.6% of total American imports). In the 1988-1993 period EU exports to the USA grew by 3.7% (average annual growth rate). The European balance of trade with the USA has shown a significant improvement since 1991.

## EUR 12 trade with USA by sector, 1993

Table 9

	Mio ECU	Share in total manufacturing exports/imports	Average annual growth rate 1988-1993
<b>Manufacturing exports to USA</b>			
Other means of transport	6095	8.1	8.6
Electrical engineering	7387	9.8	7.3
Motor vehicles and parts	8074	10.7	5.7
Chemicals and man made fibres	9170	12.1	-0.3
Mechanical engineering	12688	16.8	3.7
Other sectors	32162	42.6	2.9
<b>Manufacturing imports from USA</b>			
Other means of transport	8102	11.0	5.6
Mechanical engineering	9377	12.8	5.4
Computer and office equipment	9634	13.1	4.3
Chemicals and man made fibres	9956	13.6	2.1
Electrical engineering	12894	17.6	7.5
Other sectors	23404	31.9	6.8

Source: DEBA

In the 12 months prior to February 1994 exports to the USA increased by 18.4% while imports remained stable. The most important export sectors in 1993 for the EU to the USA were mechanical engineering, chemicals and motor vehicles and parts (see table 9). Above average growth rates were obtained by computer and office equipment (9.1%), chemicals (8.5%) and other means of transport (8.6%). On the import side the most important sectors in 1993 were electrical engineering, chemicals and computer and office equipment. The highest growth rates in the 1988-1993 period were obtained by motor vehicles and parts (16.1%), footwear and clothing (12.2%) and instrument engineering (10.1%).

About 9% of total American exports went to Japan in 1993, with a value of 35 billion ECU. On the other hand, the USA's imports from Japan were worth 91 billion ECU in 1993. This was about 19% of total American imports. The American trade deficit with Japan has burdened American-Japanese relations in the last decade. Trade talks on the subject have recently resulted in four new trade deals in the field of telecommunications, medical equipment and access to the Japanese insurance market. However, it remains to be seen whether these agreements will have a significant impact on the American trade deficit with Japan. European firms should also be capable of benefiting from the opening of the Japanese market. However, much will depend on exchange rate developments. The value of the Yen has shown a positive trend. Some improvement of the American-Japanese trade balance may be expected, especially if the value of the Yen continues to rise.

In 1993 the most important American export sector to Japan was food,

drink and tobacco, followed by electrical engineering, chemicals, office and DP-equipment, other means of transport and mechanical engineering (see Graphs 3 and 4). American imports from Japan showed a much higher rate of specialisation. The two most important sectors, motor vehicles and parts, and electrical engineering, together accounted for almost 53% of American imports from Japan. American imports in these two sectors accounted for about 30% of total imports.

The EU has faced similar problems to the USA in its trade relations with Japan. The Community's trade relations with Japan have tended to be dominated by the structural consequences of what Europeans have considered to be Japan's incomplete integration into the multilateral trading system. Many commentators argue that access to the Japanese domestic market has not generally offered equal opportunities to Japan's trading partners, when compared to Japanese entry into foreign markets.

Japan exported 9.4% of its GDP in 1993. The total value of exports in 1993 was almost 334 billion ECU. Japanese imports were equal to 256 billion ECU in 1993 (10.6% of total consumption). Japanese companies produce more and more outside of Japan. Currently the figure is almost 25% but it is expected to rise sharply. The structure of Japanese exports is changing in favour of east Asia. In 1991 it became Japan's biggest export market (ahead of the USA). Japanese exports to Asia in 1993 exceeded exports to the USA by more than 30%.

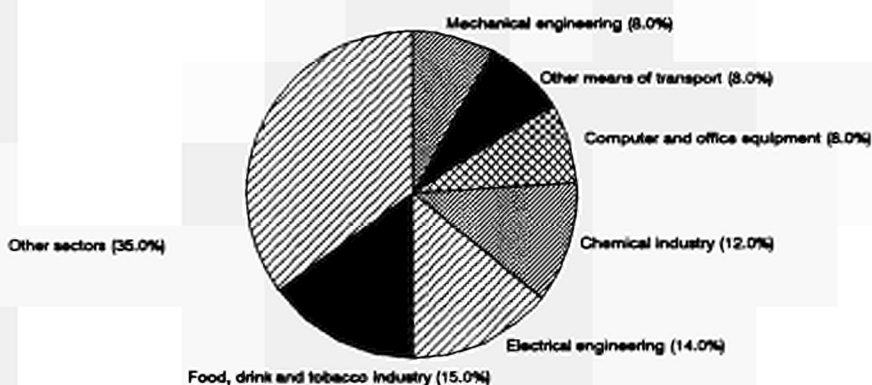
Almost 10% of the EU's imports in 1993 came from Japan. This equalled 15.6% of total Japanese exports and amounted to 48 billion ECU. The value of total exports from the EU to Japan was 23 billion ECU in 1993. This was only 4.7% of total exports from the EU. These trade figures displayed the structural imbalance in Japanese trade relations with the EU.

In the 1988-1993 period exports to Japan from the EU showed higher growth rates than imports from Japan into the EU. This was however not enough to improve the balance of trade significantly. The situation in 1993 served well as an illustration of the structural situation. The trade deficit totalled over 25 billion ECU.

The most important EU export sectors to Japan were chemicals and man made fibres, motor vehicles and parts and mechanical engineering (see Table 10). Strong average annual growth in the value of exports over the period 1988-1993 was obtained by computer and office equipment (34.2%), footwear and clothing (11.0%), motor vehicles and parts (10.3%) and electrical engineering (10.0%). On the import side electrical engineering, motor vehicles and parts and computer and office equipment were the most important sectors. Average annual growth rates were limited with the exception of other means of transport (13.7%).

### US exports to Japan

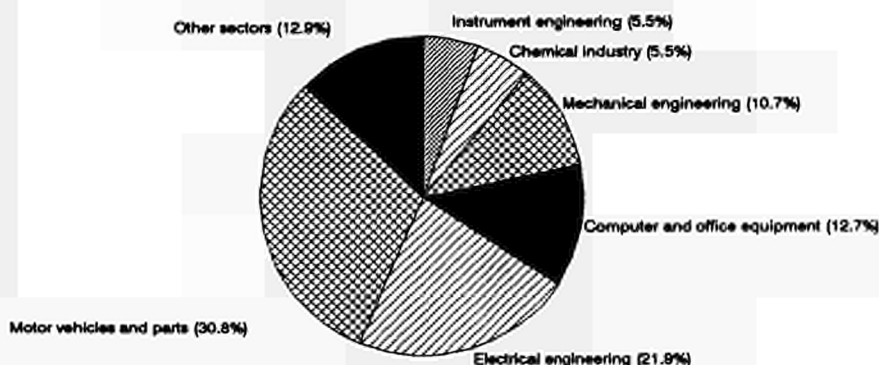
Graph 3



Source: Eurostat

### US imports from Japan

Graph 4



Source: Eurostat

### EUR 12 trade with Japan by sector, 1993

	Mio ECU	Share in total manufacturing exports/imports	Average annual growth rate 1988-1993
<b>Manufacturing exports to Japan</b>			
Electrical engineering	1540	7.4	9.1
Food drink and tobacco	1950	9.4	5.2
Mechanical engineering	1964	9.5	4.5
Motor vehicles and parts	3355	16.1	10.3
Chemicals and man made fibres	4076	19.6	7.3
Other sectors	7895	38.0	5.6
<b>Manufacturing imports from Japan</b>			
Chemicals and man made fibres	3698	7.9	3.6
Mechanical engineering	5188	11.0	2.7
Computer and office equipment	5450	11.6	3.9
Motor vehicles and parts	10414	22.1	3.6
Electrical engineering	11182	23.7	-0.2
Other sectors	11179	23.7	5.5

Source: Eurostat



## METHODOLOGICAL NOTES

### Industry Classification System

The industry groupings used in this publication are based on the NACE classification system. This classifies economic activity in terms of the nature of goods and services produced or by the nature of the production process employed. It is arranged on the decimal system and is subdivided into divisions (1-digit codes), classes (2-digit codes), groups (3-digit codes), sub-groups (4-digit codes) and items (5-digit codes). More information is contained in the General Industrial Classification of Economic Activities within the European Community published by Eurostat (1985 reprint of the 1970 edition). This publication is available from the usual outlets for Community publications. A major revision to the NACE classification has been incorporated in a Council Regulation (OJ L293 24th October 1990) and will start being used for data collection over the next few years.

The broad groups used in Section 1 of this publication have the following definitions in terms of NACE:

#### Total industry

1, 2, 3, 4

#### Intermediate goods industries

1, 211-246, 247, 2474-2476, 2481-2485, 2488, 2489, 251-256, 26, 311-313, 3161-3164, 3167-319, 353, 422, 431-435, 437, 439, 441, 461-466, 471, 472, 481, 483

#### Capital goods industries

314, 315, 32, 33, 341-344, 347, 348, 352, 361, 362, 364, 365, 371, 372

### Consumer goods industries

2472, 2473, 2477, 2486, 2487, 257-259, 3165, 363, 373, 374, 411-421, 423-429, 436, 438, 442, 45, 467, 473, 474, 482, 49

### Statistical Sources

Most of the data in this publication is harmonized data supplied to Eurostat by Member States. The exceptions are:

1) The capacity utilisation series which come from the business surveys carried out on behalf of the Directorate General for Economic Affairs of the Commission.

2) The estimates for the latest years' structural data, which are supplied by the DEBA European Economic Interest Group.

3) The OECD has supplied the indices of industrial production for the USA and Japan.

Data sources are indicated for each statistical table.

Every effort has been made to include data for all 12 Member States. The indices from 1991 onwards are on a post-unification basis and include East-Germany. However the structural data is still on a pre-unification basis unless otherwise stated.

### Short term indicators

The index of production measures changes in the volume of the gross value added created by industry, the branch indices being aggregated by means of a system of weighting according to gross value added (in prin-

ciple, at factor cost). The indices are adjusted in two stages; firstly to take account of the varying number of working days in the month (except for Spain and Japan) and secondly by seasonal adjustment. The other short term indices in this publication are not adjusted for working days.

The index of producer prices shows (in the national currency of the Member State in question) changes in the ex-works selling prices of all products sold on the domestic markets of the various countries. The Community indices (EUR11, since there are no producer price indices for Portugal) refer to overall weighted price changes. No seasonal adjustment is carried out on them.

For the indices of imports and exports, external trade data of industrial products were grouped according to the industrial NACE branch to which they belong. The value indices are all in ECU terms. The indices for EUR12 refer only to extra Community trade. The indices are seasonally adjusted.

The capacity utilization series come from quarterly European Community business surveys, and are not seasonally adjusted.

The changes which are given in the tables for the latest three months on the corresponding period of the year before, are calculated from non seasonally adjusted series.

### Structural data

Data for value added at factor cost, turnover, investment, labour costs, and employment come from annual enquiries conducted by Member States involving all enterprises with

20 or more employees. The exceptions to this are Spain and Portugal where the coverage is for local units of all sizes. The employment data relates to persons employed excluding home workers. The definitions are standardized and so the figures are comparable across industries and countries.

Estimates are not supplied to Eurostat by Member States for the smaller firms not covered by the enquiries, and the figures under-report the actual values. Where this is particularly significant, a note is made in the commentary.

Gaps in Eurostat's data have been filled by estimates supplied by DEBA.

Thus EU totals often contain estimates for missing countries.

Data in the structural tables are in current ECU unless otherwise stated. The productivity measure used is based on value added at factor cost in 1985 prices per person employed.

### **Signs and abbreviations**

EUR 12:	Community of 12
B/L:	Belgo-Luxembourg Economic Union
ECU:	European currency unit
Mio:	millions
Mrd:	thousand million
N/A:	not available
0.0:	Figure less than half of the chosen unit
%:	percent
1990 = 100:	reference year
Φ:	moving average
	External trade indicators: 07/08/09.93 (Partner: Extra-EU)
Δ:	growth rate

## Methodological notes 6.94

### **Nace 1-4: Index of production**

Φ = 01/02/03.94, B = 10/11/12.93

Growth rate moving average: change in % for three months compared with previous three months (seasonally adjusted)  
3 months ending 03.94

### **Nace 1-4: Producer Price Index**

Φ = 02/03/04.94

Growth rate moving average: change in % for three months compared with previous three months  
3 months ending 04.94

## **Chapter 3.1 Short-term indicators (Nace 41 + 42)**

### **Index of production**

Φ = 01/02/03.94, B = 10/11/12.93

Growth rate moving average: change in % for three months compared with previous three months (seasonally adjusted)  
3 months ending 03.94

### **Producer price index**

Φ = 02/03/04.94, DE: 10/11/12.93, B, IRL : 01/02/03.94

Growth rate moving average: change in % for three months compared with previous three months  
3 months ending 04.94

### **External trade indicators**

Nace 41 + 42: E = - Nace 429 Tobacco industry

Φ = 10/11/12.93

Growth rate moving average: change in % for three months compared with the same period of the previous year: 3 months ending 12.93

### **Graphs**

Consumer goods = Non-durable consumer goods







**Venta y suscripciones • Salg og abonnement • Verkauf und Abonnement • Πωλήσεις και συνδρομές  
Sales and subscriptions • Vente et abonnements • Vendita e abbonamenti  
Verkoop en abonnementen • Venda e assinaturas**

**BELGIQUE / BELGIË**

**Moniteur belge / Belgisch staatsblad**  
Rue de Louvain 42 / Leuvenseweg 42  
1000 Bruxelles / 1000 Brussel  
Tél. (02) 512 00 26  
Fax (02) 511 01 84

**Jean De Lannoy**  
Avenue du Roi 202 / Koningslaan 202  
1060 Bruxelles / 1060 Brussel  
Tél. (02) 538 51 69  
Télex 63220 UNBOOK B  
Fax (02) 538 08 41  
Autres distributeurs/  
Overige verkooppunten:

**Librairie européenne/  
Europese boekhandel**  
Rue de la Loi 244/Wetstraat 244  
1040 Bruxelles / 1040 Brussel  
Tél. (02) 231 04 35  
Fax (02) 735 08 60

**DANMARK**

**J. H. Schultz Information A/S**  
Herstedvang 10-12  
2620 Albertslund  
Tlf. 43 63 23 00  
Fax (Sales) 43 63 19 69  
Fax (Management) 43 63 19 49

**DEUTSCHLAND**

**Bundesanzeiger Verlag**  
Breite Straße 78-80  
Postfach 10 05 34  
50445 Köln  
Tel. (02 21) 20 29-0  
Fax (02 21) 202 92 78

**GREECE/ΕΛΛΑΔΑ**

**G.C. Eleftheroudakis SA**  
International Bookstore  
Nikis Street 4  
10563 Athens  
Tel. (01) 322 63 23  
Telex 219410 ELEF  
Fax 323 98 21

**ESPAÑA**

**Boletín Oficial del Estado**  
Trafalgar, 27-29  
28071 Madrid  
Tel. (91) 538 22 95  
Fax (91) 538 23 49

**Mundi-Prensa Libros, SA**  
Castelló, 37  
28001 Madrid  
Tel. (91) 431 33 99 (Libros)  
431 32 22 (Suscripciones)  
435 36 37 (Dirección)  
Télex 49370-MPLI-E  
Fax (91) 575 39 98

**Sucursal:  
Librería Internacional AEDOS**  
Consejo de Ciento, 391  
08009 Barcelona  
Tel. (93) 488 34 92  
Fax (93) 487 76 59

**Librería de la Generalitat  
de Catalunya**  
Rambla dels Estudis, 118 (Palau Moja)  
08002 Barcelona  
Tel. (93) 302 68 35  
Tel. (93) 302 64 62  
Fax (93) 302 12 99

**FRANCE**

**Journal officiel  
Service des publications  
des Communautés européennes**  
26, rue Desaix  
75727 Paris Cedex 15  
Tél. (1) 40 58 77 01/31  
Fax (1) 40 58 77 00

**IRELAND**

**Government Supplies Agency**  
4-5 Harcourt Road  
Dublin 2  
Tel. (1) 66 13 111  
Fax (1) 47 80 645

**ITALIA**

**Licosa SpA**  
Via Duca di Calabria 1/1  
Casella postale 552  
50125 Firenze  
Tel. (055) 64 54 15  
Fax 64 12 57  
Telex 570466 LICOSA I

**GRAND-DUCHÉ DE LUXEMBOURG**

**Messageries du livre**  
5, rue Raiffeisen  
2411 Luxembourg  
Tél. 40 10 20  
Fax 49 06 61

**NEDERLAND**

**SDU Overheidsinformatie**  
Externe Fondsen  
Postbus 20014  
2500 EA 's-Gravenhage  
Tel. (070) 37 89 880  
Fax (070) 37 89 783

**PORTUGAL**

**Imprensa Nacional**  
Casa da Moeda, EP  
Rua D. Francisco Manuel de Melo, 5  
1092 Lisboa Codex  
Tel. (01) 387 30 02/385 83 25  
Fax (01) 384 01 32

**Distribuidora de Livros  
Bertrand, Ld.ª**

**Grupo Bertrand, SA**  
Rua das Terras dos Vales, 4-A  
Apartado 37  
2700 Amadora Codex  
Tel. (01) 49 59 050  
Telex 15798 BERDIS  
Fax 49 60 255

**UNITED KINGDOM**

**HMSO Books (Agency section)**  
HMSO Publications Centre  
51 Nine Elms Lane  
London SW8 5DR  
Tel. (071) 873 9090  
Fax 873 8463  
Telex 29 71 138

**ÖSTERREICH**

**Manz'sche Verlags-  
und Universitätsbuchhandlung**  
Kohlmarkt 16  
1014 Wien  
Tel. (1) 531 610  
Telex 112 500 BOX A  
Fax (1) 531 61-181

**SUOMI/FINLAND**

**Akateeminen Kirjakauppa**  
Keskuskatu 1  
PO Box 218  
00381 Helsinki  
Tel. (0) 121 41  
Fax (0) 121 44 41

**NORGE**

**Narvesen Info Center**  
Bertrand Narvesens vei 2  
PO Box 6125 Etterstad  
0602 Oslo 6  
Tel. (22) 57 33 00  
Telex 79668 NIC N  
Fax (22) 68 19 01

**SVERIGE**

**BTJ AB**  
Traktorvgen 13  
22100 Lund  
Tel. (046) 18 00 00  
Fax (046) 18 01 25  
30 79 47

**ICELAND**

**BOKABUD  
LARUSAR BLÖNDAL**  
Skólavörðustíg, 2  
101 Reykjavík  
Tel. 11 56 50  
Fax 12 55 60

**SCHWEIZ / SUISSE / SVIZZERA**

**OSEC**  
Stampfenbachstraße 85  
8035 Zürich  
Tel. (01) 365 54 49  
Fax (01) 365 54 11

**BÄLGARIJA**

**Europress Klassica BK  
Ltd**  
66, bd Vitosha  
1463 Sofia  
Tel./Fax 2 52 74 75

**ČESKÁ REPUBLIKA**

**NIS ČR**  
Havekova 22  
130 00 Praha 3  
Tel. (2) 24 22 94 33  
Fax (2) 24 22 14 84

**HRVATSKA**

**Mediatrade**  
P. Hatza 1  
4100 Zagreb  
Tel. (041) 430 392

**MAGYARORSZÁG**

**Euro-Info-Service**  
Honvéd Európa Ház  
Margitsziget  
1138 Budapest  
Tel./Fax 1 111 60 61  
1 111 62 16

**POLSKA**

**Business Foundation**  
ul. Krucza 38/42  
00-512 Warszawa  
Tel. (2) 621 99 93, 628-28-82  
International Fax&Phone  
(0-39) 12-00-77

**ROMÂNIA**

**Euromedia**  
65, Strada Dionisie Lupu  
70184 Bucuresti  
Tel./Fax 1-31 29 646

**RUSSIA**

**CCEC**  
9,60-letiya Oktyabrya Avenue  
117312 Moscow  
Tel./Fax (095) 135 52 27

**SLOVAKIA**

**Slovak Technical  
Library**  
Nm. slobody 19  
812 23 Bratislava 1  
Tel. (7) 5220 452  
Fax (7) 5295 785

**CYPRUS**

**Cyprus Chamber of Commerce and  
Industry**  
Chamber Building  
38 Grivas Dhigenis Ave  
3 Deligiorgis Street  
PO Box 1455  
Nicosia  
Tel. (2) 449500/462312  
Fax (2) 458630

**MALTA**

**Miller distributors Ltd**  
PO Box 25  
Malta International Airport  
LQA 05 Malta  
Tel. 66 44 88  
Fax 67 67 99

**TÜRKIYE**

**Pres AS**  
İstiklal Caddesi 469  
80050 Tünel-Istanbul  
Tel. 0(212) 252 81 41 - 251 91 96  
Fax 0(212) 251 91 97

**ISRAEL**

**ROY International**  
PO Box 13056  
41 Mishmar Hayarden Street  
Tel Aviv 61130  
Tel. 3 496 108  
Fax 3 648 60 39

**EGYPT/  
MIDDLE EAST**

**Middle East Observer**  
41 Sherif St.  
Cairo  
Tel/Fax 39 39 732

**UNITED STATES OF AMERICA /  
CANADA**

**UNIPUB**

4611-F Assembly Drive  
Lanham, MD 20706-4391  
Tel. Toll Free (800) 274 4888  
Fax (301) 459 0056

**CANADA**

**Subscriptions only  
Uniquement abonnements**

**Renouf Publishing Co. Ltd**

1294 Algoma Road  
Ottawa, Ontario K1B 3W8  
Tel. (613) 741 43 33  
Fax (613) 741 54 39  
Telex 0534783

**AUSTRALIA**

**Hunter Publications**

58A Gipps Street  
Collingwood  
Victoria 3066  
Tel. (3) 417 5361  
Fax (3) 419 7154

**JAPAN**

**Kinokuniya Company Ltd**

17-7 Shinjuku 3-Chome  
Shinjuku-ku  
Tokyo 160-91  
Tel. (03) 3439-0121

**Journal Department**

PO Box 55 Chitose  
Tokyo 156  
Tel. (03) 3439-0124

**SOUTH-EAST ASIA**

**Legal Library Services Ltd**

Orchard  
PO Box 05523  
Singapore 9123  
Tel. 73 04 24 1  
Fax 24 32 47 9

**SOUTH AFRICA**

**Safto**

5th Floor, Export House  
Cnr Maude & West Streets  
Sandton 2146  
Tel. (011) 883-3737  
Fax (011) 883-6569

**AUTRES PAYS  
OTHER COUNTRIES  
ANDERE LÄNDER**

**Office des publications officielles  
des Communautés européennes**

2, rue Mercier  
2985 Luxembourg  
Tél. 499 28-1  
Télex PUBOF LU 1324 b  
Fax 48 85 73/48 68 17

Price (excluding VAT) in Luxembourg: ECU 10  
Subscription: ECU 50



OFICINA DE PUBLICACIONES OFICIALES DE LAS COMUNIDADES EUROPEAS  
KONTORET FOR DE EUROPEISKE FÆLLESSKABERS OFFICIELLE PUBLIKATIONER  
AMT FÜR AMTLICHE VERÖFFENTLICHUNGEN DER EUROPÄISCHEN GEMEINSCHAFTEN  
ΥΠΗΡΕΣΙΑ ΕΠΙΣΗΜΩΝ ΕΚΔΟΣΕΩΝ ΤΩΝ ΕΥΡΩΠΑΪΚΩΝ ΚΟΙΝΟΤΗΤΩΝ  
OFFICE FOR OFFICIAL PUBLICATIONS OF THE EUROPEAN COMMUNITIES  
OFFICE DES PUBLICATIONS OFFICIELLES DES COMMUNAUTÉS EUROPÉENNES  
UFFICIO DELLE PUBBLICAZIONI UFFICIALI DELLE COMUNITÀ EUROPEE  
BUREAU VOOR OFFICIËLE PUBLIKATIES DER EUROPESE GEMEENSCHAPPEN  
SERVIÇO DAS PUBLICAÇÕES OFICIAIS DAS COMUNIDADES EUROPEIAS



CA-CV-94-006-EN-C