

# Opera Mundi **EUROPE**

A WEEKLY REPORT ON THE ECONOMY OF THE COMMON MARKET

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# *Opera Mundi* **EUROPE**

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

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## THE WEEK IN THE COMMUNITY

January 29 - February 4, 1968

## THE COMMON MARKET

Kiesinger to Speak for the Five in Paris

There is nothing for it now, in the present controversy over Britain's bid for EEC membership, but to see what materialises in the "summit" meeting between Kiesinger and de Gaulle on February 15. The cards were dealt last week at the WEU meeting, and when Chancellor Kiesinger makes his first statement, it will be a cue to France to assess the nature of the appeal being made, in both scope and implication.

The WEU meeting, attended by all the foreign ministers of the EEC and Britain, with the exception of Couve de Murville, was somewhat of a "reading between the lines" sort of affair, revolving as it did around the Benelux plan for greater co-operation with the candidate countries (see No 446). The basic concept of the plan, admitting as it does at the one extreme of "other links" between the Six and the candidates, even to the formation of alternative communities, perhaps in technology, but equally interpretable as merely a way of formulating the sort of "arrangement" mooted by de Gaulle at his last press conference, made it possible for all concerned to accept the proposals at this stage. The crucial aspect of the Franco-German heads of state meeting, therefore, will be for an understanding to be reached as to how liberal an acceptance of the plan might be feasible: ways and means of organising consultation and co-operation between the EEC and other countries will be one of the topics discussed - or raised at least.

As far as discussion or consultation is concerned, one feels that the French, despite growing pressure from the Five, will remain cagey about the Benelux idea of an agreement of association for Britain and the other candidates, such a form of "pre-adhesion" having always in the past been brushed aside by them. Again, this might mean the formation of one or more new institutions in the EEC, which could well have the effect of overburdening the Community's legislative machinery - and indeed, this would be tantamount, were the consultations obligatory and systematic, to a system of extended pre-negotiations even more onerous and complex than those that took place, fruitlessly, in 1962-63. Other formulae, however, are open in the consultation field, and one of these is to extend the WEU, with its quarterly meetings of foreign ministers from the EEC and Britain, to take in the other countries involved in the enlargement issue: meetings could be made more frequent, and the Union strengthened structurally. This is an avenue that should be explored, for even in the long term it could prove valuable.

The difficulty, when we come on to co-operation, is in determining what sectors do not come under the scope of the Community Treaties (Jean Rey has made this point, most emphatically), as the aim is always to observe both the spirit and the

letter of these, and they are deliberately phrased in such a way as to give scope for action in almost all economic and political fields. European patents and the European company are a case in point: where do we draw the line? Is it in fact feasible to bring about harmonisation between the Six alone on some points, and between ten or more on others? The problem is even worse with technology, about which the Rome Treaty makes no specific observations whatsoever, and indeed we should recall that at their meeting on October 31, 1967, the Six's science ministers did make provision for co-operation with third countries in this sector. The alternatives, in fact, are to redouble efforts in bilateral and multilateral co-operation, or, as George Brown suggested again at the WEU, to create a European technological institution, which in practice could well prove an unworkable proposition. Moreover, the way is already set, and indeed operative, for co-operation schemes - the aircraft industry being one of the best examples. In fact, it would probably prove more effective to pursue present co-operative patterns than to adopt Herr Brandt's suggestion that Euratom membership and scope be extended, to take in also technology, the European company and patents. One can say this, when we recall how Euratom's powers and scope have been pruned in recent months, and the crisis it has been going through: to allow Britain into Euratom at this stage would be to sabotage, to all intents and purposes, the merger of the Communities, scheduled for 1971.

Despite the recent, out-of-the-blue deflation in Franco-German relations, after Herr Brandt's remarks in Ravensburg (see below) - or perhaps even because of this, in some senses, Chancellor Kiesinger will be going to Paris next week to bargain from strength, having succeeded now in rallying all of the Five to a fairly moderate position, and enlisted the support also of the Rey Commission, which, with provisos (no disruption of the EEC, no hold-ups for consultation, retention of the form of the Community, etc.) has ratified the Benelux Plan.

France is not now faced with a single front from the Five, it seems, but with some far more concrete, something which Rey described a few days ago as a "parallelisme de pensee".

Kiesinger's most likely approach next week will not be to beard the lion in his den, as it were, by trying to get France to make any formal undertakings about British entry, but to persuade her to assume an attitude that will allow her partners to resume the building of the European Community with dignity. If he is successful, the foreign ministers, meeting in Council on February 29, may well be able to launch a new phase in integration, and set the ball rolling for subsequent meetings on March 4 and 5 of the economic and finance ministers, when fiscal harmonisation and economic policy are due to be discussed.

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### A Contrived Crisis?

Herr Willy Brandt's alleged remarks last Saturday to a party meeting in Ravensburg about a "power-obsessed head of government" with un-European ideas were immediately denied by official circles in Bonn, and indeed the two taperecordings of his speech bear no such statement (see below).

Nevertheless, the air seems charged with recriminations, and the meeting next week of Dr. Kiesinger and Herr Brandt with the French Government in Paris is likely now to be difficult for both sides. Since the arrival of the coalition government in Bonn, Franco-German relationships, at least at official levels have undergone a semblance of much closer co-operation, despite their differences on major questions. Dr. Kiesinger has made the strengthening of the Franco-German Treaty of Friendship a major aim and has taken a cautious line in dealing with General de Gaulle. Although this policy has not necessarily been a popular one in Germany - or outside - it is essential for the construction of a viable Common Market - or Europe - since neither can exist effectively without France. Furthermore, the French have responded to this new approach, and it is no doubt the fear of a Paris-Bonn entente within the EEC that has constrained the Benelux countries and Italy to press for British membership.

Despite the Federal Government's denials of the speech and the retraction by the DPA of its version, Paris has taken a strong line, treating the matter as "a serious crisis". The number of guests to an official luncheon at the Elysee Palace for the West German President were suddenly reduced, and those left out included two West German Ministers, a fact headlined in "Die Welt". The whole attitude taken by France is puzzling observers, for she can hardly expect Germany to agree to French proposals, and thus drop her public position of playing the honest broker. The hawk-like reaction of Paris and its effect on West German opinion, if it is aimed at placing the Federal Government in an awkward position during next week's meeting, may well have the opposite result. This might mean a severe blow to France, for the loss of influence in Bonn would make a severe dent in French foreign policy.

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BONN: February 5: With regard to his speech in Ravensburg on Saturday, Willy Brandt, the German Foreign Minister, had the following statement to make: "The report published by the Deutsche Presse-Agentur (DPA) of my speech at the meeting of the SPD Landpartei on Saturday, February 3, 1968, contained a number of contrived passages. In spite of the absurdity that I should ever have uttered such words on the state of Franco-German relations, these false assertions were treated with grave respect on both sides of the frontier - and above all in Paris. I have taken steps to make known the content of the foreign policy statements of my speech so that both the German and the foreign press can be convinced of what I actually said. This unfortunate incident, which the Social Democratic Party will endeavour to clear up with reference to the irresponsible press report, can only be deeply regretted."

"What I really said....": "German-French reconciliation and friendship is rooted deep in the hearts of the people on both sides, and this is a good thing. This is also true of the younger generation. I hope that these feelings are so firmly entrenched that unreasonable governments will no longer be in a position to affect it. In any case I believe that - and the Chancellor and I are in agreement over this point - when we go to Paris in two weeks' time there will be no question of a German policy based on 'cowardice in the face of a friend'. Friendship and co-operation - and for German-French co-operation this is the essence of neighbourliness - does not mean that one must indulge in flattery, but rather that one should advocate what one feels is right, and in the nation's interest ..."

Streamlining the Commission

Brussels has at last been able to achieve its internal reorganisation following the establishment of the single Commission last July. The problem has been an urgent one since January 1, for the Commission has been working on the basis of a monthly budget.

The merger of the staff of the three Communities has obviously caused problems, since it is always much easier to agree that staff will be reduced, than to actually wield the axe. There will now be a total of 25 directorates-general involving a cut in staff from 5,149 to 4,948. Although this reduction of 201 may seem small, most of the cuts have taken place amongst the higher echelons. Amongst grades A1, A2 and A3 the number of directors-general has been cut by 25% from 37 to 27, directors by 18.4% from 114 to 91, and heads of department from 283 to 261 (-7%). However, the lower levels of the executives have suffered less: Grades A4 to A7 have lost only 32, although grades B, C and D have dropped by 84. Even the pool of secretaries has been cut by 72.

To finalise its proposals the Commission had to take differing requirements into account. Although the executives have merged, it is still responsible for maintaining the three Community Treaties. It had also to bear in mind that the Council had decided that a certain number of staff should stay in Luxembourg. Not only did it have to reduce staff in some sections, but it had to supply fresh personnel for those sections which were previously short-staffed - freedom of establishment - or who are working in rapidly-developing sectors such as industrial policy and the medium-term economic programme.

Some observers believe that the Commission has produced quite a feat, especially since some sectors such as agriculture and fiscal problems need every single person they can use. In fact Sicco Mansholt is likely to ask the Council to authorise the admission of new staff to cope with the extra work burden created by the introduction on April 1 of the single dairy products and beef markets. The Commission in its submission to the Council considers that it cannot make any further reductions, but it is now up to the budgetary experts of the Six to discuss the executive's proposals.

The Council will discuss this question during its meeting on February 29, and is expected to agree to the main outlines of the proposals. However, the Commission is still faced with the difficult task of appointing the new heads and dismissing others. Though a tricky problem involving both personalities and nationalities, the Commission is reported to have made considerable progress towards this aim.

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## Italian Tax Changes under Fire

The Commission's experts are at the moment considering the effect of an Italian fiscal regulation increasing import duties and export rebates on steel products. This was introduced late in 1967 and has been criticised by foreign steel producers and users, as well as by some branches of the Italian steel industry.

Under this regulation, which applies exclusively to steel products, the Italian government has raised from 4.8% to 5.5% - and even 6% - the rates at which the two taxes are applied. According to some observers this contravenes the stand-still agreement reached by governments after the Tinbergen Report. During the past few years similar measures have been taken by the Belgian and West German governments. The question is to find out whether - and this is what the Italians maintain - the increases

are in accordance with the standstill agreement, in other words introducing a balance which did not previously exist, or whether the increase must be found to be incompatible with the Treaty of Paris. The latter view is that of the French Association of Steelmasters who, even before the end of last year, raised objections to the then draft - now a legal act - of the Italian government, pointing out that the increase was directly contrary to the 1961 standstill agreement. The French consider that the gravity of the situation is heightened by the selective nature of the tax which applies only to steel products. This means that it virtually introduces a protective tariff for domestic products against imports, whilst acting as a boost to dumping for Italian exports. The French Association believes that it would be an absolute abuse of power to make tax changes with such aims in mind.

Another reason why the French are amazed at the introduction of this change in Italian taxes on steel products, is the fact that the Italian steel industry has grown more rapidly than any of its ECSC counterparts, and that external trade in steel products is far from unfavourable.

The Association of Wiredrawing and Coldrolling firms has protested to the Commission on behalf of its members, as well as for associated steel-processing industries. They have requested the Commission to use all the powers at its disposal to get the Italian government to annul the controversial tax measure.

The chorus of complaints from without has now been taken up by the Italians themselves. Two steel plants, with the backing of the Italian Steel Association - *Industrie Siderurgiche Associate*, have complained that as far as they are concerned the new measures introduced discrimination between producers using Martin plants and those using electricity. Although the new measures affect only steel products, as regards imports and exports, a marked change has also occurred in the economics of production, since imports of pig-iron will now have to pay a duty of 4.5%, whilst previously these were duty-free when being exported or imported. The problem is that 25% of the Martin system's cost comes from the use of pig-iron, whilst the electric process uses virtually none at all. The steel plants which feel that they have been hard done by say that they have made tentative inquiries as to Italian supplies of pig-iron, but these are unlikely to be of any use, since no firm answers were given, and in any case the prices were too high. According to the Italian producers, this is why the new measures directly contravene Article 57 of the Paris Treaty, since it affects the conditions governing freedom of competition.

The Commission's experts have now asked the Italian Government to supply the data on which it justifies the increases contained in the measures in question. Some Italian observers believe that it is in fact just a first step towards an alignment of the rates on those which will then come into force on January 1, 1970, when Italy adopts the TVA - added value tax.

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## TRANSPORT

Leber Plan: Threat to CTP

The Commission has just replied to the request made by the West German Government for its comments on the plan to reshape the transport structure of West Germany. Named after the Federal Transport Minister, the plan's main aims are to revitalise the railways and cut down road traffic by limiting road and marine transport.

In its reply, the Commission's report accepts that the transport situation in West Germany needs remedial action, and that the plan would improve matters. However, it also holds that the measures envisaged would strengthen existing differences between the various national policies of the Six, and make it even harder to reach agreement over the proposed common transport policy. Furthermore, some of the measures would probably affect trading patterns to an unwarranted extent, whilst several others are incompatible with the Treaty of Rome.

The Commission has therefore made a number of "recommendations" to Bonn:

- 1) The proposed special tax on freight transport and the ban on the transport by road of certain special categories of heavy goods should be dropped. According to the Commission these should be replaced - along the lines of the December meeting of the transport ministers - with a road tax proportional to the use made of the road system, as well as by steps aimed at improving the position of the Deutsche Bundesbahn. These would achieve the same effect without creating economic distortion.
- 2) The Commission also believes that the special tariff to be introduced for international inland waterway transport of freight should be dropped. If this were introduced, it would be contrary to the concept of pricing policy accepted by the Council of Ministers in June 1965. Brussels believes that regulations governing capacity offer sufficient grounds for preventing a decline in inland waterway prices.

Observers feel that Bonn is bound to take some notice of the Commission's remarks. If the Leber Plan does not go ahead without any changes - an unlikely event - the tottering foundations of the common transport policy will probably collapse altogether. But if changes are made, it may serve as an example of the dangers which might occur to the Dutch, who have consistently fought against such a common policy.

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## TRADE

The Domestic Appliances Market

Last week the Commission rejected the French government's demand that it should be allowed to impose a quota on the import of domestic appliances. This measure would have allowed France to stem the avalanche of refrigerators, washing machines and cookers from Italy, which is at present overwhelming the French market.

A few figures will put the problem into perspective. Between the first six months of 1966 and the same period in 1967, exports of Italian refrigerators increased from 190,000 to 280,000 units, exports of cookers increased from 38 to 80,000 units, and those of washing machines from 60,000 to 124,000 units.

The French government, basing its argument on Article 226 of the Rome Treaty, which in "cases of serious difficulty, especially those which are likely to last, within a particular sector of the economy" allows for the application of certain measures of self-defence to "redress the balance of the situation and adapt the sector concerned to the economy of the Common Market", had asked for permission to apply quotas for two years at the 1966 level of imports. Paris felt that Italian industrialists were benefitting from abnormal tax advantages and that in addition, her own domestic appliance industry was in the course of being completely restructured.

The administration in Brussels has taken four months to make its decision known on what has become a somewhat delicate subject: it will in addition be of some juridical importance in that it will provide precedence for future decisions on the application of the safeguard clause. The decision by the Commission to reject France's application is based on five considerations:

- 1) France has already taken safeguard action against the importation of Italian refrigerators on two separate occasions, once with the Commission's permission and once without. The Commission feels that if France cannot become competitive after she has been given time and encouragement to rationalise, then she will have to stand up unprotected to the rigours of the market.
- 2) The French domestic appliances industry is not going through a period of crisis. Furthermore, it would even be an exaggeration to say that a crisis is imminent, if the production and export figures are consulted. As for the growth of Italian exports of refrigerators over the last three years, this can be considered largely as the natural outcome of the progressive and natural growth of the Common Market. It is also worth noting that Italian exports not only reach France, but also Germany, Belgium, and even Great Britain.
- 3) Price differentials are not the sole reason for the increase in Italian exports. Differences in the costs of production between French and Italian refrigerators account for only 7% of the price of the finished article. The reason for the fantastic rise in sales of Italian goods in France can be found rather in the shortcoming of the

French distribution system. Distribution costs have a great effect on determining the price of these products in that more than 55% of the selling price is swallowed up in distribution costs.

4) The price differentials that can be attributed to "particular" advantages are not of such significance as to justify the application of Article 226. No final decision has yet been reached as to this matter. However, it has become apparent that Italian industrialists could have benefitted from certain tax allowances, but these would only represent 2.8% of the cost price of the product. The difference between the costs of production in France and the price of Italian products at the frontier varies between 17 and 29%, so it is difficult to be certain whether these factors, which really are peripheral to the viability of the concern, are in fact the determining factors. Moreover, as soon as such anomalies do appear, everything must be done to overcome them. The Commission has now decided to open a special enquiry into the matter in an attempt to throw some light on the problems involved.

5) The safeguards cannot be applied, for the simple reason that the French authorities have decided to go through with a more thorough-going concentration in the sector concerned. The Commission feels that fragmentation of companies, and general structural problems are not merely particular to the French domestic appliances industry, but are unfortunately the bugbear of numerous manufacturing sectors within the Community. Brussels has had to make a decision on general policy here, and do it with a certain amount of prudence, for there is a danger that application of safeguards in this single instance might open the sluice gates to a more general and extensive application, thereby jeopardising the free circulation of goods.

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## FISHERIES

### Common Policy by July?

During its Strasbourg meeting, the European Parliament discussed the basic principles of a common fisheries policy (see Opera Mundi No 365) on the basis of a report drawn up by Herr Kriedmann of West Germany (Socialist). He considered that there was an urgent need for the introduction of a fully-fledged common fisheries policy, accompanied by all the appropriate measures, and that the Commission should make the necessary proposals. The main details of the report are as follows:

Measures aimed at rationalising structures and production with the aim of easing the integration of the fishery sectors of the Six, included the removal of discrimination between fishery zones in favour of members of a single state, and the introduction of the right to land and sell fish at any port of the Six. Common regulations governing deep water fishing and the preservation of fishery resources as well as the co-ordination of national production structures. Other steps envisaged are harmonising regulations to prevent rules in one state creating unfair competition and improved training facilities for the industry.

The European Parliament, which approved the resolution unanimously, also heard the proposals for a common market policy. Steps should be taken to create a single market through the elimination of national differences, and common standards for all fish products should also be introduced with this aim in mind. Community intervention measures for the main products, such as herrings and sardines, should be established. These should be based on an orientation price and community intervention at a minimum price level.

As the Community overall is an importer of fish products it is envisaged that measures to protect its fishing industry should be established. These would be similar to those for agriculture. Steps should also be taken to assist with the training of crews, shipboard regulations and to ensure that questions of social security are adequately dealt with.

The Parliament, which also called for the immediate establishment of a joint committee to advise the EEC on all questions affecting the fishing industry, heard Dr. Sicco Mansholt say "The necessary legislation could be presented during the spring, and enter into force on July 1, 1968." He refused, however, to reveal details of legislation at this stage, although he did add that the various problems seemed no more difficult than those met with in the agricultural sector. In fact, he thought that there was a certain similarity between the regulations governing the fruit and vegetable sector and those to be introduced in the fisheries sector.

In a reply to a question concerning the possibly entry of Norway into the Community, Dr. Mansholt said that the Common Market had even at this stage to bear in mind the interests of future EEC members.

N.B. For latest statistics on the Community's Fishing Industry (see No 404).

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## EUROPEAN TECHNOLOGY

## VIDEOTAPE RECORDERS: AN AMERICAN CHALLENGE

## Part II

When videotape recorders were first launched on the American market some ten years ago, their size, weight and price limited the sales to television companies and other organisations for which the drawbacks were outweighed by the advantages of having an instrument which could record pictures and sound and then reproduce them at will. But today the progressive miniaturisation which has taken place in their construction - as in other electronic equipment - has created an ever-growing market.

In the United States the teaching profession was the first to be attracted by the possibilities created, since with videotape recorders - VR's - many copies can be made of a master lesson and these can then be played back at will. Teaching establishments and educational TV networks were quick to realise that they could dispense with the need for simultaneous transmission and viewing, since once the lesson had been recorded it could be used when required. The use of the VR also allows classes to correct their faults as they happen.

When a television camera, screen and VR are linked together, one has the basis of the closed circuit TV system. This seems now to be replacing the original role of the VR, which was to record the programmes put out by TV networks for their re-transmission at suitable times. Thus the VR system delivers its user from excessive dependence on TV networks. As one would expect, there are now many other fields in which the VR has been adapted as an instrument of education and improvement. Medical schools and hospitals find it invaluable for showing large groups of students the procedure and actual steps taken during operations, as it can be played back later and stills or slow-motion clips can be shown, with none of the difficulties encountered with film. Others interested in the possibilities of the VR system are politicians, sportsmen, actors, singers, etc.

One of the areas in which the VR system has had the greatest impact is in the cinema, but even so its effects here are likely to be more important in the future. To begin with, TV companies were content to buy their films from traditional film producers such as Hollywood since there were no special difficulties involved in transferring films on to magnetic tape. But 35 mm film is expensive, and after a short time the TV companies thought that they would do better to shoot their own films and record directly on to magnetic tape, since this would be much cheaper and have the advantage of being easy to erase and edit without having to throw film away if something was wrong. This in turn led to a counter-attack by the film companies, and today a good number record their films for TV directly on to videotape.

The trends implicit in the videotape principle are fraught with meaning for traditional film companies. It is quite possible that the major obstacle to increases in the number of film production companies - cost - will disappear if it ceases to be essential to ensure vast funds before embarking on a film. One might even expect to see the smallest producer having an equal chance along with the great film combines. The question must also be asked: what will happen to the influence and power of the traditional film distributors if it is possible to make copies of films at very much lower prices. Who will want to go to a cinema - until now virtually the only way - to see a film, if one can see it on the home TV set through use of the VR? In fact there are plans in France for special theatres using VR programmes made by the State-controlled communications network, the ORTF, at much lower prices than those charged by "traditional" cinemas. Already half of the ORTF's colour programme is prerecorded on to tape.

The date seems to be fast approaching when a new consumer market will be opened up: the era of the VR film libraries. One will be able to buy or rent VR tapes to be used with the ancillary equipment at home, in the same way that books are now bought or borrowed. There might even be "limited editions" of quality films, as well as other mass-produced ones, to cater for popular tastes. It seems likely that the growth of the market for this product will be along similar lines to that which has already occurred for gramophone records and prerecorded tapes of music. All the signs are that the age of the third generation VR is here and that it will soon be possible for each household to have all the equipment it needs to have really complete home-made films.

In the field of miniaturisation, the Japanese are ahead of the Americans. Sony is about to launch on to the US market a VR weighing around 2.7 kgs (or around 6 kgs including the camera), although it will be several years before this reaches Europe. Another firm, Matsushita, has similar plans. In Europe, Philips intends to launch a model costing around the same price as a TV set, whilst AEG-Telefunken and Grundig have similar intentions.

But before the VR can become an object as common as the record-player, a number of problems have to be overcome. There is a need for a common standard for speeds at which the tapes are played, as well as for the size of the tapes themselves. These range from 2 inches for those used by TV companies (mainly Ampex) down to 1 inch tapes on portable models ( $\frac{1}{2}$  inch in the case of Sony). Until this question has been sorted out there will be little compatibility between different machines and different manufacturers, although the matter is less pressing for the most-developed models.

The European market is further complicated by the differing line standards used by most of the TV networks, although the aim is now gradually to work towards universal use of the 625 line standard. VR's can only record on the standard they were built for, and this means that in the forthcoming Olympic Games, the ORTF will have to use three different VR's: one for the American NTSC, one for the PAL system for Eurovision, and one for the French SECAM system for use in France and Eastern

Europe. These differences mean that there are considerable complications for firms wishing to port VR's from one line-standard area to another. Furthermore, the cost of the tapes is still somewhat high, and even in the USA a tape for an hour's playing time costs between \$40 and \$50. This is another factor preventing the VR from becoming a true consumer durable.

The question of colour also creates considerable problems for manufacturers since in many countries the public's appetite has been whetted by the thought of colour TV. But the cost of production for VR's capable of reproducing acceptable colour standards is much higher than that for similar black and white film. Will the public be prepared to pay the difference?

The whole aura of uncertainty surrounding the immediate future of the system has been stressed by the announcement made last September that CIBA-ICI and the American CBS are linking to exploit a system of plug-in cassettes or cartridges for home viewing called EVR-Electronic Video Recording and Reproduction. This technique would allow books, films, still pictures and demonstrations to be run at any time of the day or night at home. The special cassettes of film for this new instrument of communication will be made by the British photochemical firm Ilford, which is owned by ICI and CIBA, and the system will work through a special adaptor capable of playing the cassettes on to ordinary TV screens. This will plug into the aerial sockets of existing TV sets. Prices for the cassettes are not yet fixed, but the indications are that they will range from around \$6 for 20 minutes playing time to \$19 for an hour. The special adaptor is being made by Thorn Electrical, and should cost in the region of \$240, very much less than the traditional VR. Live TV viewing is expected to suffer somewhat once the system is well-established, and the aim is to sell one million cassettes by 1971.

One of the major areas in which this new invention is expected to make a considerable impact is that of education, since it is far more flexible for teaching purposes than traditional TV programmes, which have to be transmitted to fit in with school timetables. Not only is the system of the EVR far less cumbersome than even the VR, but as each cassette can hold up to 180,000 frames, it is possible to store a vast quantity of information in a very small space.

However, the EVR cannot reproduce or delete as can the VR system, and it seems likely that in many spheres of application the two will be complementary rather than rival, but there can be little doubt that together they will bring about great changes during the coming decades.

Europe's manufacturers of such equipment must work together to make it at sufficiently low prices whilst maintaining the quality of the product. If they do not, their situation will become serious, in view of the considerable progress and effort already accomplished by their competitors in Japan and the United States.

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AUTOMOBILES
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\*\* The Swedish group SAAB A/B, Linköping (see No 415) has formed a subsidiary in Frankfurt to distribute its manufactures (mainly cars and electronic equipment) in West Germany. The new firm is called SAAB DEUTSCHLAND GmbH, has Dm 20,000 capital, and is managed by Wolfgang Gross of Oberroden.

The Saab group, which also builds aircraft, has more than 14,000 people on its Swedish payroll, having factories at Linköping, Trollhättan, Jönköping and Göthenburg, and a turnover in excess of Kr 1,000 million. Abroad, it is already established in Britain (Saab (Great Britain) Ltd., Slough, Bucks), the USA (Saab USA Inc, New York - controlling Saab Motors Inc, Newhaven, Connecticut), Australia (Saab Industries Australia Pty Ltd) etc.

\*\* DAIMLER-BENZ AG, Stuttgart-Untertürkheim (see No 427) is making a bid to take over the heavy vehicles division of the Essen group FRIED. KRUPP GmbH (formed by the recent alteration of the constitution of BETEILIGUNGS- & PATTENVERWALTUNGS GmbH - capital raised from Dm 3 to 500 million).

The division in question is run by Fried. Krupp Motoren- & Kraftwagenfabriken, Essen: it employs some 1,700 people, but with a 1967 turnover of Dm 130 million it made a loss of 30 million. Since 1966 it has been linked (see No 428) with FIAT SpA of Turin, whose heavy vehicles it sells in West Germany.

\*\* PEUGEOT SA, Paris (see No 430), which last April (see No 407) boosted the finances of its Ixelles, Brussels subsidiary SA Belge des Automobiles Peugeot, raising its capital from Bf 2.25 to 180 million, has now formed a second Belgian subsidiary called PEUGEOT-AUTO-VILVOORDE NV, Vilvoorde, to trade in and rent out cars. The new firm (president Pierre Peugeot) has Bf 100,000 capital, and the parent company's direct interest stands at 11%, the balance being shared between five affiliated companies: Ste Financiere & de Portefeuille SA, Paris (49%); Automobiles Peugeot SA, Paris (10%); Ste Lyonnaise d'Industrie & d'Automobile SA, Lyons (10%); Ste Industrielle Automobile de l'Ouest SA, Nantes, Loire-Atlantique (10%), and Ste Industrielle Automobile de Normandie SA, Rouen (10%). At the same time, the group is extending its own direct interests in Belgium, and its Malines factory will now produce "204" and "404" pick-up models.

Elsewhere, a new Peugeot assembly line is due to come into operation before the end of the year in Malaysia; in Peru, the 404 saloon has been in production since January 1967, and assembly of 404s in South Africa and Nigeria (pick-ups and open trucks) began this year.

BUILDING & CIVIL ENGINEERING
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The Chicago group U.S. GYPSUM CO, as part of its industrial expansion in the Common Market, has set up a subsidiary at Saint-Josse-ten-Noode near Brussels called EUROPAGOUSTIC SA (initial capital Bf 1 million) with Mr. Ray Douglas of Walworth, Wisconsin as managing director. A few months ago U.S. Gypsum started building a sound-proofing materials factory at Ghlin, Mons (see No 440). Gypsum started sound-proofing materials factory at Ghlin, Mons (see No 440).

\*\* The Rome civil engineering and technical consultant agency EDILTECNO SpA, Rome (a member of the Rome group Sta Generale Immobiliare-S.G.I. see No 443) has made over its Paris branch (since 1961) as well as its interest in STE IMMOBILIARE RESIDENCE BUGEAUD SA, Paris to another company in the same group IMMOBILIARE FRANCE SA, Paris (see No 416) whose capital has thus been increased to F 11.4 million.

A minority shareholder in COGIFRANCE -Cie Generale Immobiliere de France SA (see No 406) - part of the Edmond de Rothschild group through Cie Financiere SA, Paris - whose own president M. Aldo Samaritani is also a director, Immobiliare France was formed in March 1967. The backers were a subsidiary of the Rome group S.G.I. International Co, Monrovia, Liberia (majority shareholder) and a number of banking groups including Banco di Roma (France) SA, Paris, Banca d'America & d'Italia SpA, Milan and Hambros Investment Co Ltd, Zurich and Sudameris SA, Paris.

\*\* The West German engineering consultants XAVIER DORSCH oHG, Munich, whose principal interests lie in the field of highway programming control half the capital of the newly-formed DORSCH IBERICA SA (capital Ptas 1.5 million). The remainder is held by local interests.

\*\* The Düsseldorf building company, A.H.I. - BAU ALLGEMEINE HOCH- & INGENIEURBAU AG (see No 249) has opened a branch in Antwerp under M. Gillion, who also directs the Belgian firm of FERNAND GILLION & FILS SA, Forest-Brussels. The latter is linked with A.H.I. and a number of other Belgian companies, in the building of the Antwerp chemicals complex of B.A.S.F., which is represented in the venture by its subsidiaries B.A.S.F. Antwerpen NV and Badische-Phillips Petroleum - Badphill NV (linked for the balance with Phillips Petroleum Co) which are concerned respectively with setting up a caprolactam and a nitrate fertilizers plant (see No 362) and some PVC manufacturing shops.

A.H.I. Bau's main shareholders (37.5% each) are Commerzbank AG, Düsseldorf, and Strabag Bau AG, Cologne, itself controlled mainly by the Linz firm of Basalt AG (of the Oppenheim group). Its main German interests are Bauer-Bau GmbH, Bauges. Für Tiefgründungen mbH, Gleitschnellbau GmbH and Unterstützungseinrichtung der A.H.I. - Bau GmbH.

\*\* RADEX INTERNATIONAL SA, Paris (formerly Radex Keraklith SA - capital F 1.5 million - president H. Zahorka) has formed KERAKLITH FRANCE Sarl in Paris, to import and sell building materials: basic refractory bricks, plastic insulating panels etc (manager M. P.R. Quartier). Minority interests of 2% in the new venture are held by Herren Kurt Wiek and Hans Samitz, president and director respectively of the Austrian refractories concern, OESTERIECHISCHE-AMERIKANISCHE MAGNESIT AG, Pradentheim, Kärntern, subsidiary of GENERAL REFRACTORIES CO, Philadelphia.

Radex is exclusive French agent for the Austrian firm, and for the German Zimmerman & Jansen GmbH, Düren (which has a Luxembourg subsidiary called Usine de Wecker Sarl). It has a 50% Paris subsidiary, Ste Technique Industrielle Generale - T.I.G. Sarl, specialising in metal furnace lining refractories and acting as exclusive French agent for the following German firms: Maerz Ofenbau GmbH (Düsseldorf subsidiary of Deutsche Magnesit AG, Munich, member of the General Refractories group) and Heinrich Reining GmbH, Düsseldorf.

CHEMICALS
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\*\* MIDLAND SILICONES LTD, Reading, Berks (see No 310), joint subsidiary of the chemical groups ALBRIGHT & WILSON LTD, London (60% - see No 334) and DOW CORNING CORP, Midland, Michigan (itself a joint subsidiary of Dow Chemical Co, Midland, and Corning Glass Works Co, New York: 40% - see No 405) has formed an almost wholly-owned subsidiary in Brussels called Midland Silicones (Belgium) SA. The new firm has Bf 400,000 capital and M. Willy Huybrechts as director: it will extract, refine, process, import, export and trade in all types of silicones. A token interest is held by the parent company's first (wholly-owned) Common Market subsidiary, Midland Silicones (Nederland) NV, Rotterdam.

The British firm (branches in Birmingham, Glasgow, Leeds, Manchester, and a factory in Barry, Glamorgan) produces silicon fluids, lubricants, rubber, resins and water repellants. It has a wholly-owned subsidiary in Copenhagen called Midland Silicones A/S, formed in 1964.

\*\* KONINKLIJKE INDUSTRIEELLE MIJ v/h NOURY & VAN DER LANDE NV, Deventer (see No 438), a member of the Amsterdam group KON. ZOUT ORGANON NV, through its synthetic chemicals division, has made an agreement with the French MELLE-BEZONS SA, Paris (see No 391) to set up a joint subsidiary to examine the possibility of co-ordinating their manufacturing interests in the citric acid sector. The new firm will start as a study company, and its main function will be to regroup this side of its founders' activities, in order to produce a European-scale production unit.

Melle-Bezons (capital F 25.99 million) is a member of the group PRODUITS CHIMIQUES PECHINEY-SAINT-GOBAIN SA (see No 443), and stems from the concentration of two of the latter's subsidiaries: Les Usines de Melle SA, Paris, and S.P.C.S. - Ste de Produits Chimiques de Synthèse SA, Bezons, Val d'Oise (see No 389).

\*\* KONINKLIJKE ZWANENBERG-ORGANON NV, Oss (see No 418) - a subsidiary holding company for the Ernhem group Koninklijke Zout-Organon (see this issue) has extended its detergent and washing powder interests within the Common Market by forming a Belgian sales subsidiary, KORTAN BELGIE NV, Molenbeek-St-Jean. With Mr. H. van Doodewaerd as president and run by Mr. J. Vander Poorten, this has a capital of Bf 1 million shared between the founder and six other companies in the group, especially Kortmann & Schulte NV, Rotterdam.

The latter makes "Biotex" and "Drietex" and was acquired in 1965 by the Oss group (see No 295). For the past two years it has had a Brussels office under Mr. H. van Doodewaerd (see No 356).

\*\* The Dutch KEY & KRAMER NV, Maasluis (see No 419) which makes tar-based chemicals for insulation and waterproofing, has gained control of the Rotterdam paint and varnish firm OFFERS & VEDER-HEYME VIS & ZONEN NV. This is a family concern formed in 1775 and has some 45 persons on its payroll. Run by Messrs. T.C. Dyxhoorn and C. Reymer it took over a similar firm in 1959, Heyme Vis & Zonen, Zaandam.

\*\* The West German coal-tar processing firm RUETGERSWERKE- & TEERVERWERTUNG AG, Frankfurt, has sold to the holding company SQUIBB MATHIESON INTERNATIONAL CORP, Panama (part of the New York group Olin Mathieson & Chemical Corp) its 25.24% shareholding in the Munich CHEMISCHE FABRIK VON HEYDEN AG (see No 429). The American group is now the majority shareholder with over 75%, whilst the other main shareholder is DRESDNER BANK AG, Frankfurt (see No 444). With a capital of Dm 12,054 it has around a thousand employees and an annual turnover exceeding Dm 70 million. There is a 50% Spanish subsidiary based in Barcelona, Medicamentos & Productos Quimicos SA.

The American group has two other West German subsidiaries: Olin Mathieson Chemical GmbH and Winchester GmbH, both based in Düsseldorf.

\*\* The Danish maker of paint emulsions and wood preservatives A/S LARCO, Hvidovre, Copenhagen has begun negotiations with a Dutch firm with the aim of appointing a local representative to boost its sales.

#### COSMETICS

\*\* The Dutch producer of cosmetics and toiletries for use in hair-dressing salons, CHEMISCHE FABRIEK INDOLA COSMETICS NV, Voorburg (see No 403) has extended its interests to Spain with the formation of LABOR QUIMICO INDOLA IBERICA SA (capital Ptas 5 million). The founder is a member of the Indoheem NV group, based in The Hague.

#### ELECTRICAL ENGINEERING

\*\* The servicing and maintenance activities in France of the Dutch PHILIPS'GLOEILAMPENFABRIEKEN NV, Eindhoven, have been reorganised and are now centred on its subsidiary SERVICE SA, Bobigny, Seine-St-Denis, formed in 1963. The F 100,000 capital of this has now been raised to F 6 million, and the company has taken over the activities in this field of three other firms in the group: Philips E.R.M. SA, Paris (gross assets of F 12.11 million), Laden SA, Fontenay-aux-Roses, Hauts-de-Seine (F 3.07 million) and La Radiotechnique SA, Suresnes, Hauts-de-Seine (F 2.39 million).

#### ELECTRONICS

Joint directors of the West German company CONTROL DATA GmbH, Frankfurt, Herren Hellmuth Schakl of Worms and Fred Freese of Frankfurt, are also the directors of the Austrian concern CONTROL DATA GmbH, Vienna, a company recently founded with a capital of Sch 5 million. The German parent company (capital Dm 4 million) is a wholly-owned subsidiary of the American electronics group Control Data Corp, Minneapolis (see No 440).

One of the most recent moves of this company, whose coverage of Europe is quite considerable, has been a tender for the absolute control of the electronic instrumentation company Electrofact NV of Amersfoort, Holland.

\*\* The French company CLAUDE SA (president M. Marc Schmitt - formerly Claude, Paz & Visseaux SA - see No 384) which has been a 54% interest of the New York group I.T.T. - International Telephone and Telegraph (see No 426) since late 1966, has linked with another Paris subsidiary of the American group Laboratoire Central de Telecommunications- L.C.T. SA (see No 385) to form Laboratoire Central de l'Eclairage Sarl (capital F 500,000). Under M. H. Tander - general manager of L.C.T. - this will carry out research and development of industrial applications of light and sound waves.

L.C.T. is controlled by the American group directly and through its various subsidiaries in Antwerp, Stuttgart, Milan and Paris (see No 253). A few months ago it began building a research laboratory at Velizy-Villacoublay, Yvelines. This will employ 800 researchers working on lasers, space and telecommunication projects.

\*\* Continuing their expansion in the measuring instruments sector, CIE DES COMPTEURS SA, Paris (see No 445) has taken control of S.A.I.P. - STE D'APPLICATIONS INDUSTRIELLES DE LA PHYSIQUE SA, Malakoff, Hauts-de-Seine (see No 345) and also of its wholly-owned subsidiary NUCLEOMETRE SA, St-Denis, Seine-St-Denis. S.A.I.P. (capital F 1,304 million) which until now has had M. Denis Dayonnet as president and M. Louis Kaluszyner as director, specialises more in the fields of nuclear instrumentation, data processing equipment and radio-isotope equipment for medical use. Its subsidiary, which is also directed by M. Kaluszyner, specialises in radio-isotopes for industrial applications. With 120 and 50 people on the payroll respectively, their joint turnover is in the region of F 17 million.

The interests of Cie des Compteurs in nuclear instrumentation have been centred until now in a 97% subsidiary, Constructions Radio-Electriques & Electroniques du Centre SA, St-Etienne, Loire, whose activities include remote control equipment, protective clothing against radiation, comptometers and data processing equipment etc. In the other sectors of instrumentation its interests include the recently acquired "Mesure" department of COGELAM - Cie Centrale d'Electronique & d'Appareils de Mesure SA, Montrouge (see above) as well as a substantial holding in SA des Ets Jules Richard, Paris (see No 440).

\*\* The New York company PICKER X-RAY CORP, White Plains (see No 399) has just formed its fifth West German subsidiary called PICKER NUCLEAR GmbH, Espelkamp (Dm 1 million) to manufacture and sell electronic instrumentation for the nuclear industry. The manager is Herr Johannes Siebenmorgen.

The existing subsidiaries of the American company - whose products range from X-ray to radiography equipment - include Picker GmbH Werk Für Röntgentechnik & Elektronik (75%) with the rest held by its holding company Picker International Corp, White Plains, Deutsche Picker GmbH and Picker Export GmbH, all in Espelkamp as well as Strahlentechnik GmbH, Hamburg. Its other European subsidiaries include Picker Nederland NV, Utrecht, and Picker X-Ray & Electronics SA, St-Gilles, Brussels, whilst its British representative is Electronic X-Ray Application Ltd, Basingstoke, Hants.

\*\* The agreement in principle (see No 436) made recently in Paris between C.G.E.-GENERALE D'ELECTRICITE SA (see No 441) and the investment companies LEBON & CIE Sca (see No 441) and STE LYONNAISE DES EAUX & DE L'ECLAIRAGE SA (see No 439) with the aim of regrouping their radio and TV set production, has now taken place with CIE CONTINENTALE EDISON SA, Paris taking over COCELAM-Cie Centrale d'Electronique & d'Appareils de Mesure SA, Montrouge. The former now becomes the third French firm in this sector (around 14% of the market) after Thomson-Houston-Hotchkiss-Brandt and Philips.

Continente Edison has a turnover of around F 135 million and its factories are at Puteaux and St-Ouen. Its products include TV sets, "Continental Edison", "Sonora", car radios "Radioen", and "Cegerec" radio and TV accessories. It is a direct interest of C.G.E, which also has a 20.4% shareholding through Cie Generale d'Electro-Metallurgie-C.G.E.M. SA (its 61.8% subsidiary) and the latter's almost wholly-owned subsidiary Ste Nouvelle Sonora SA, Puteaux.

Cocelam is a 35.6% interest of both Lebon and Lyonnaise des Eaux and it has an annual turnover of around some F 165 million. Its products are sold under the following names: "Sonneclair", "Ribet-Desjardin" and "Grammont".

\*\* Further to the recent negotiations (see No 444) between GENERAL TELEPHONE & ELECTRONICS CORP and the West German radio and RV receivers and tape recorder concern SABA - SCHWARZWÄELDER APPARATEBAU ANSTALT AUGUST SCHWER SOEHNE GmbH, Villingen, Schwarzwald, the former has now taken a majority interest in SABA. The German firm (capital Dm 16 million), which will retain its manager, Herr Hermann Brunner-Schwer, will channel part of its production into making colour TV sets, in co-operation especially with the American group's Brussels subsidiary, SYLVANIA BENELUX SA (see No 409), the new Tienen works of which will immediately go over to production of TV colour tubes.

SABA has a payroll of about 4,000, and its turnover in 1967 was Dm 160 million. It has for two years been a licensee (see No 357) of the Swedish business machines group Addo A/B, Malmö, for manufacture of its "Addo-Sabatronic" calculators.

\*\* The American nuclear electronics firm NUCLEAR DATA INC, Schaumburg, Illinois, has set up a sales subsidiary in Frankfurt called NUCLEAR DATA GmbH with Dm 20,000 capital and Herr Ralph Andreas as manager. The parent company is represented in France by Prana SA, Montgeron, Essonne, and in 1967 its turnover was \$4 million.

#### ENGINEERING & METAL

\*\* The Swedish manufacturer of tools and machine tools for the wood, metal and plastics industries GOMEX VERKTYG A/B, Kalmar, is continuing to expand its Common Market sales network with the formation of a wholly-owned subsidiary in Belgium, GOMEX SA, Zwijndrecht. With a capital of Bf 500,000 this is headed by Messrs. Nils, Jan & Bo Danielson & Gunnar Wikner. The Swedish firm recently formed a subsidiary in Amsterdam (see No 446).

\*\* GEVEKE & GROENPOL NV is to be formed in Amsterdam as a holding company, to cover the merger of GEVEKE TECHNISCHE ONDERNEMINGEN NV (see No 410), which imports and trades in heavy machinery, and GROENEVELD VAN DER POLL & CO'S ELECTROTECHNISCHE FABRIEK - GROENPOL, a similar company, specialising in electro-technical equipment.

Geveke (annual turnover around Fl 120 million) controls some twenty companies in the Netherlands, mainly through four trading companies formed under a recent reorganisation (see No 388): 1) Geveke Werktiugbaow NV (equipment and tools for the building industry); 2) Geveke Intern Transport NV (materials-handling equipment and second-hand plant); 3) Geveke Warmtetechniek NV (heating installations); and 4) Geveke Motoren & Grondverzet NV (civil engineering plant and machinery). Abroad, the company's Common Market interests are borne by Geveke Technische Handels GmbH, Düsseldorf, and Metraco NV, Brussels (formerly Technische Bureau Metraco NV), and in the USA by Geveke Co International Inc, New York.

Groenpol, with an annual turnover of around Fl 87 million, trades mainly in shipfitting and special electrical equipment, but also makes signalling and control devices. It has branches in Rotterdam, Groningen, Wormermere, Ijmuiden, Sittard, Hengelo and Eindhoven, and recently gained control of Electrotechnisch Bureau Suyver & Roosen NV (about 300 on payroll). It has two Common Market subsidiaries: Multi-technic SA, Brussels, and Multi-Elektrik GmbH in Düsseldorf, with a branch in Aix-la-Chapelle.

\*\* The German engineering concern M.A.N. - MASCHINENFABRIK AUGSBURG NUERNBERG AG, Augsburg (see No 444), has granted a licence to the American GENERAL DYNAMICS CORP, New York (see No 438), to make and sell industrial and marine diesel engines.

M.A.N., the capital of which is being raised from Dm 105 to 150 million, is a 64.8% subsidiary of the group GUTEHOFFNINGSHUETTE AKTIENVEREIN, Nuremberg. It has over 35,000 people on its payroll, and turnover was Dm 1,372 million in the financial year 1966-67. The American concern (93,000 payroll and \$1,800 million worth of sales in 1966) has several of its own subsidiaries in Europe, the West German one being General Dynamics Corp GmbH, Düsseldorf.

\*\* The Swedish machine tool manufacturer LINKOEPINGS MEKANISKA VERKSTADS A/B, Linköping, has formed a subsidiary in Düsseldorf called LINKOEPING WERKZEUGMASCHINEN GmbH to co-ordinate its West German sales.

The founder (Kr 3 million) has some 900 workers on its payroll, and belongs to the Göttenburg group SKF-Svenska Kugellagerfabriken A/B (see No 445), whose West German manufacturing interests are centred on SKF-Kugellagerfabriken GmbH and its subsidiary J. N. Eberle & Co GmbH, Augsburg.

\*\* The West German manufacturer of equipment for the container industry, MAFI FAHRZEUGWERK GmbH & CO KG, Korntal, intends to expand its interests with the opening of a factory in Vienna. In 1967 it employed around 500 people and had a turnover exceeding Dm 20 million, and there are two sister companies, Mafi Geratebau GmbH & Co KG and Mafi Schwertransporter GmbH (formed in January 1966 - Dm 20,000). The firm belongs to Herren Martin, Winfried and Helmut Fiala.

\*\* KLEIN, SCHANZIN & BECKER AG, Frankenthal, Pfalz (pumps, compressors and precision castings - see No 411) has backed the expansion of its Luxembourg subsidiary FAM-FONDERIES & ATELIERS DE MERSCH SA, by raising its capital to Lux F 50 million. This company was formed in 1947 to take over the activities of Ateliers de Construction & Fonderies de Mersch SA, Mersch, Gare, and has a sales branch in Luxembourg. Its president is M. E. Maroldt, and its director M. V. Pirsch, and it produces industrial plumbing sections and pumps.

Its parent company (capital Dm 25.2 million, controlled by Klein Pumpen GmbH, Frankenthal) holds a 20% interest in the Luxembourg firm of Hydramac SA (see No 354). It has subsidiaries or affiliates in a number of foreign countries, notably in France, Belgium, Switzerland, Britain, Canada, etc.

\*\* Under the reorganisation of the ferrous alloys activities of the Paris group UGINE KUHLMANN SA (see No 444), STE FRANCAISE DE FONDERIES & ACIERIES ELECTRIQUES SA, Paris (capital F 1.78 million - see No 350) has absorbed its 97% subsidiary STE ELECTROMETALLURGIQUE DE SAINT-LEGER SA, Paris and St-Leger, Savoie (capital F 1 million).

\*\* The London engineering group FIRTH CLEVELAND LTD has wound up its Cologne subsidiary, Deutsche Firth Cleveland GmbH, which was formed in 1958 with Dm 40,000 capital and Mr. Harold Browne as manager. In West Germany, the group retains two manufacturing subsidiaries, Deutsche Firth Cleveland Laing GmbH, Stuttgart, and Mecano-Sommonds GmbH, Heidelberg.

In the Common Market, its other subsidiaries are in the Netherlands (Firth Cleveland Fastenings (Europa) NV, Amsterdam) and Italy (Simmonds Italiana Costruzione Aeroaccessori SpA, Milan).

\*\* HUNTER DOUGLAS INC, New York (see No 439 - aluminium strip and coated steel for shutters, blinds, cladding etc) has decided to close down its Milan subsidiary Hunter Douglas SpA (see No 375), and has placed Sig Vittorio Guerrieri in charge of the operation.

The Milan company (controlled by Hunter Douglas International Ltd, Montreal) has been linked since 1966 by a distribution and licensing agreement with Siepi SpA of Rome. The American group is well established in the Common Market, with sales subsidiaries in Paris, Düsseldorf, Brussels and Rotterdam, and a factory at Oudenbosch in the Netherlands.

\*\* The Dutch NV PERROGAS INGENIEURS-BUREAU & CONSTRUCTIEBEDRIJF, Rotterdam, has formed an almost wholly-owned subsidiary in Antwerp called TECHNOGAS NV (capital Fl 500,000) to carry out technical projects and supervise installation of plant in the gas, chemical and water industries. It is to be run by Messrs. Popovici, Klein and Payens. The parent company is joined in the venture by three of its affiliates, holding token interests: NV Petrogas Machinefabriek, NV Transport-Handel- & Hagentuur Mij "Transcom" and Technogas NV, all in Rotterdam.

\*\* The German/Swiss group METALLGESELLSCHAFT AG, Frankfurt (see No 444) has bought up half of the 58.04% interests held by OTTO WOLFF AG, Cologne (see No 422) in the Aachen company STOLBERGER ZINK AG FUER BERGBAU & HUETTENBETRIEB (lead, zinc, copper, etc. sheet and zinc strip production, etc. - see No 384).

Stolberger (capital Dm 21, 875, 000 - 2, 100 people on payroll) has the following main interests abroad in the Netherlands, NV Billiton-Stolberg Metaalhandel, The Hague, 50-50 with the group Billiton Mij, The Hague; in Spain, Cia Minero-Metallurgica "Los Guindos" SA, Madrid; in South Africa, Minex (Pty) Ltd, Johannesburg; in the Bahamas, Improved Metallurgy Ltd, Nassau, in association with the South American Hochschild group.

\*\* STIEBER ROLLKUPPLUNG AG, Heidelberg, Pfannengrund (ball bearings, junctions, motor parts - see No 389), has been taken over by the 'Spring Division' of the Chicago, Illinois group BORG WARNER CORP (see No 330), having been until now its European licensee and distributor (see No 284). Its name has now been changed to Borg-Warner-Stieber GmbH, and it continues to employ 300 people, having achieved a turnover in 1967 of Dm 15 million. It has had a subsidiary in London since December 1964, Stieber (Great Britain) Ltd (capital £2, 000).

In West Germany, the American group's only majority interests to date were Borg-Warner International GmbH, Hamburg, and Marbon Deutschland GmbH & Co KG, Bielefeld.

\*\* WESTFALIA GEREEDSCHAPPEN COMPAGNIE NV has been formed at Wassenaar in the Netherlands (capital Fl 50, 000) to trade in machine tools. It was formed by German investors, headed by Herren Richard W.P. Weil and Paul Herlinghaus of Hagen, Westphalia.

\*\* WERKSPoor-AMSTERDAM NV (boilers, machinery, marine turbines and engines, tools and refrigeration equipment - capital Fl 30 million - see No 363), a member of the Dutch heavy engineering group V.M.F. - VERENIGDE MACHINEFABRIEKEN NV, The Hague (see No 445) has opened a branch in Hull, Yorks to represent it in Britain (director Mr. Richard M. Warner).

\*\* A 51-49 link up between the leading West German vacuum processes firm LEYBOLD-HERAEUS GmbH & Co KG, Cologne (see No 423) and the Belgian ETS HENKART, VAN VELSEN & LAOUREUX SA, Evere, Brussels, has resulted in the formation of LEYBOLD-HERAEUS NV, (capital Bf 3 million). This is based on the premises of the Brussels company.

The German partner was formed in early 1967 following the acquisition of Heraeus Hockvakuum GmbH, Hanau (a subsidiary of W.C. Heraeus) by E. Leybolds' Nachfolger KG. With some 2, 400 employees it had a 1967 turnover of Dm 127 million, and exports account for 42% of this figure.

The Belgian firm was until now the representative of the Cologne concern, and since 1963 it has been an affiliate of Rockefeller Bros, New York (see No 390) as well as having ties with Allied Research Associates Inc, Concord, Massachusetts (electronics). Through its holding company Eucofi SA, Geneva, the latter has an interest in International Dental Industry-Identi SA, Brussels.

\*\* The largest French manufacturer of lifts, ASCINTER-OTIS SA, Paris (turnover F 200 million - see No 444), has formed a 97.3% subsidiary in Paris called Cie Generale des Ascenseurs - C.G.A. SA, with an initial capital of F 100,000. The new firm will be run by M. Edmond Gille, and it has taken over the "lifts" division, long in difficulties, of GENERALE DES ASCENSEURS & ETS HAMM REUNIS (C.G.A.M.) SA, Levallois-Perret, Hauts-de-Seine, which still retains its telephone and cinema divisions.

Ascinter Otis is a 60% (app.) subsidiary of the New York group Otis Elevator Co, which is linked in it with the holding company Revillon Freres SA (see No 331) and Ets Baudet-Donon-Roussel SA, Paris (see No 362), which each hold about 18%.

\*\* HEWITT ROBINS INC (industrial materials-handling equipment - see No 409), a division of the Beverly Hills, California, group LITTON INDUSTRIES INC (see No 435), has formed another company in Europe, this time in Frankfurt, called Hewitt-Robins-Europa GmbH (capital Dm 40,000), to be managed by Herr Rheinhold Abee of Egelbach.

Subsidiaries of the same name already exist in Paris, Amsterdam (see No 403) and Milan (see No 343).

\*\* INDUSTRIE-COMPAGNIE KLEINWEFERS KONSTRUKTIONS- & HANDELS GmbH, Krefeld (machinery for the paper, plastics and textile industries - see No 436) has linked with the Frankfurt financial company INDUFINA - INDUSTRIE- & FINANZIERUNGSBETEILIGUNGS GmbH & CO KG (formed in January 1966 - capital Dm 20,000) to take control of the maker of plastic processing machinery INDUSTRIE-TECHNIK PLASTIC-MASCHINEN GmbH & CO KG, St-Tönis.

The Krefeld company is owned by Kleinewefers family, which also controls J. Kleinewefers Söhne GmbH & Co KG as well as Kleinewefers GmbH (capital raised in July 1967 from Dm 20,000 to Dm 4 million). Outside West Germany, the group's interests cover Austria, Britain, France, Japan, Switzerland and the USA.

FINANCE
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\*\* BANQUE PARISIENNE DE CREDIT AU COMMERCE & A L'INDUSTRIE SA, Paris, Nanterre, Hauts-de-Seine (see No 441), which recently gained control of BANQUE MIRAMON & CO SA, Saint-Lere, Lot (capital F 1 million) has now wound the latter up.

Banque Parisienne de Credit au Commerce & a l'Industrie is an affiliate of the Paris group Centenaire Blanzly SA, and recently took over a subsidiary, Banque Saint-Salvi SA, Poissy, Yvelines.

\*\* A link-up between the Dutch food group ALBERT HEIJN NV (see No 442) of Zaandam and the insurance concern NV LEVENVERSEKERING MIJ VAN DE NEDERLANDEN VAN 1845, The Hague (see No 403), a member of the Delft group NATIONAL NEDERLANDEN, has been implemented with the formation in Zaandam of a company called NV BEEHORN (and not NV B-HORN, as originally planned). Heijn's interest in the Fl 12 million capital of the new company, which is for all types of property transaction, is 83.3%. The Delft group has crossed shareholdings with the London ORION INSURANCE CO LTD.

\*\* The Cologne banque d'affaires BANKHAUS SAL. OPPENHEIM JR & CO KG (see No 432) has gained 100% control of BANKHAUS KIRCHHOLTES & CO KG (see No 403), in which previously it only held a minority interest. Kirchholtes (share capital of Dm 5.5 million), which was also an affiliate of BAYERISCHE HYPOTHEKEN- & WECHSELBANK, Munich (see No 442), and the Rohbraken firm of OPRIBA HANDELS KG HARTMANN & CO, holds shares notably in the Luxembourg Ste d'Etudes pour le Developpement Economique a l'Etranger SA (see No 327) and in Intervalor SA (see No 367).

Oppenheim's most recent move before this was the acquisition of an interest in the Swiss Greyhound Financial & Leasing Corp AG, Zurich, a 50% subsidiary of the Chicago Greyhound Corp transport group. Oppenheim has stakes in many sectors of industry.

\*\* BANCA D'AMERICA & D'ITALIA SpA, Milan (see No 434), which is controlled by the Bank of America International Inc, New York (itself a subsidiary of Bank of America National Trust & Savings Association - see No 432), has formed the Luxembourg finance company FINABAI SA (capital \$2 million), whose directors are Signori A. Tonello, V. Polli and G. Laura. The founder company (capital Lire 2,600 million) has offices and agents in some 90 Italian towns, as well as minority shareholdings in many Italian and foreign firms, in most sectors of industry and commerce.

Bank of America overseas interests cover 61 countries, with 63 branches, 11 representatives and shareholdings in 41 banks and financial establishments. In 1967 its total assets amounted to \$21,450 million, with \$1,210 million in its own funds and deposits worth \$19,090 million.

\*\* The Zurich insurance group "ZURICH" VERSICHERUNGSGESELLSCHAFT (see No 420) has acquired an 11% shareholding in the Paris discounting company CAISSE DE GESTION MOBILIERE SA (see No 344), and it will now be represented on the latter's board by M. Louis P. Bodmer. The move has been carried out on the occasion of Caisse de Gestion Mobilier raising its capital to F 4.5 million.

The latter is a 56% subsidiary of Union des Mines-LA HENIN SA (see No 444) and its other shareholders include Banque de Suez & de l'Union des Mines SA (see No 438), B.N.P.-Banque Nationale de Paris SA (see No 444) and Credit Chimique SA (through the 1967 acquisition of its 80% subsidiary Cie Financiere & Industrielle-Cofi SA (see No 409), which had a minority shareholding.

\*\* Three leading Italian banks, BANCA COMMERCIALE ITALIANA (see No 444), BANCO DI ROMA SpA, Rome (see No 417), and BANCA NAZIONALE DEL LAVORO SpA, Rome (see No 416), have acquired a minority shareholding in one of the country's oldest capital goods and machinery leasing firms, LOCATRICE ITALIANA SpA, Rome (see No 331).

The latter was formed in 1963 and its capital has just been raised to Lire 1,350 million. It is affiliated to the Luxembourg holding company Interlease SA (see No 411), but is controlled by FINANZIARIA ERNESTO BREDA SpA, Milan, Rome and Bari (see No 425), which in turn belongs to the state group E.F.I.M. SpA, Rome (see No 438). During 1965, Locatrice Italiana signed contracts worth some Lire 4,000 million.

\*\* The Anglo-South African mining group, DE BEERS CONSOLIDATED MINES LTD, London and Kimberley (see No 444) has backed the formation in Luxembourg of a new portfolio company, BENEFACT SA (capital \$100,000). Amongst its directors it can name Messrs. E.T. Brown of Johannesburg, J.B. Nichols of London, and O.B. Bennet of Shannon, Ireland. Drill Tools Inc. of Caracas and Boart International Luxembourg SA Holding (an indirect subsidiary of the De Beers group through Boart & Hart Metal Products SA Ltd, of Johannesburg - see No 392) share the control of this new venture.

Represented in Luxembourg by several other subsidiaries, both direct and indirect (De Beers European Holding SA whose capital was increased in June 1967 to \$1 million and ICECO -International Civil Engineering & Construction Co. SA), the South African diamond company has a number of manufacturing subsidiaries in Ireland, and in particular Shannon Diamond & Carbide Co. Ltd. (see No 391) and Irish Abrasive Products Ltd, formed recently in Shannon for the pulverisation and processing of natural diamonds imported from South Africa.

\*\* An important amalgamation is taking place in the banking sector in Italy. One of the biggest Lombardy banking concerns, BANCA POPOLARE DI NOVARA Sarl, Novara (see No 411), is to absorb two co-operative banks from Piedmont, the BANCA DI TRINO S.C. Trino nercelli, and the BANCA POPOLARE DE TORTONA S.C., Tortona, Alessandria.

Banca Popolare di Novara (assets Lire 19,240 m at the end of 1967) had already absorbed in 1967 a bank in Tuscany, the Banca Popolare di Firenze S.C.rl., Florence (see No 384).

\*\* The Panama finance group I.O.S-INVESTORS OVERSEAS SERVICE LTD (see No 433) which had a 1967 turnover of Dm 450 million in West Germany (25% of total world turnover) intends to boost its business with the formation of an insurance and a property development subsidiary.

The group's existing West German interests include Orbis Bank GmbH (capital Dm 4 million), Investors Fonds Kapitalanlagen GmbH (Dm 1 million), Investors Overseas Services in Deutschland GmbH (capital Dm 500,000) and Altersinvest-Beratungsgesellschaft Für Anlageplanung & Altersversorgung mbH (capital Dm 100,000). All of these are based in Munich.

\*\* A 50-50 agreement between two Dutch concerns MIJ. TOT.VERHUUR & FINANCIERING VAN BEDRIJFSMIDDELEN "LEASE PLAN NEDERLAND" NV and RIVA NV has resulted in the formation of AUTO LEASE PLAN NV (capital Fl 50,000). This is to subsidise purchase and lease cars and machinery.

The first founder was itself formed in 1963 by an agreement between Nederlandse Oversee Bank NV, Amsterdam (see No 440) - directly and through its subsidiary Nederlands-Overzee Beleggings- MIJ. NV, Amsterdam, as well as its affiliate R Mees & Zonen and the Pension Fund of the Royal Dutch-Shell group. The second founder is run by Mr. Nicolaas Kikkert, who is also director of Dirkse's Automobielbedrijf NV, Amsterdam - linked on a 10/90 basis with the Riva NV group in Riva Voorburg NV, Amsterdam and Riva Amstelveen NV, Amsterdam - as well as NV Haags Automobiel Bedrijf H.A.B. The Hague - also linked on a 10/90 basis with the Riva group within Riva Amsterdam NV, Amsterdam.

\*\* The Cologne merchant bank BANKHAUS I. D. HERSTATT KGaA (see No 396) has formed on its own premises KAPITALFONDS-KAPITALANLAGE GmbH to manage the investment trust it is to form called "Kapitalfonds". The founder (share capital Dm 22 million) is a 90% interest of Herr Hans Gerling, who also runs the insurance group Gerling Konzern (see No 445).

\*\* The New York bank DONALDSON, LUFKIN & JENRETTE INC (see No 383) has opened a branch to its subsidiary DONALDSON, LUFKIN & JENRETTE INTERNATIONAL INC, Wilmington, Delaware, on the premises of Donaldson Lufkin & Jenrette Europe SA, Brussels (branch made into subsidiary called Donaldson, Lufkin & Jenrette SA in May 1965 - see No 311).

The new branch will be headed by Mr. Richard H. Jenrette - shortly to take up residence in Brussels - and its main purpose will be to supply the group with all the necessary economic information needed for the development of its interests.

\*\* LLOYDS BANK (CANNES) SA, Cannes, Alpes Maritimes, French subsidiary of LLOYDS BANK LTD, London (see No 420), through its London subsidiary Lloyds Bank Europe Ltd, has opened a branch in Cannes under its own manager, M. J. S. Sabatier.

Lloyds Bank Europe has French branches in Paris, Biarritz, Bordeaux, Nive, St-Jean de Luz, Monte-Carlo, Le Havre, Lille, Roubaix and Calais, the last-named having been formed only recently.

\*\* M. Pierre de Vomecourt, who has until now acted as the New York representative for the second French bank CREDIT LYONNAIS SA (see No 444), will take over the post of president of the newly-formed wholly-owned subsidiary CREDIT LYONNAIS CORP. Run by M. F. F. Jedlicka, the new company will act as an investment company, as well as giving advice to American and Canadian firms wishing to operate abroad and foreign firms wishing to extend their interests to the North American continent.

Credit Lyonnais is associated with other banks in Africa, the Near East and South America, with subsidiaries in Portugal and Reunion. It also has agencies in London, Brussels, Antwerp, Ghent, Liege, Luxembourg, Sarrebrücken, Geneva, Madrid and Barcelona.

FOOD & DRINK
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\*\* The Dutch company NV ZUIDEREL (formerly NV KOELHUIS ZUIDEREL), based in Broek op Langedijk, has become a holding company called NV BELEGGINGSMIJ. ZUIDEREL. Its subsidiary, NV ZUIDEREL v/h MOUTFABRIEK I. MEUWISSEN-VAN KEMPEN, Echt, has been dissolved and its malt production business has been transferred to a new firm called NV MOUTERIJ ZUIDEREL, Broek op Langedijk, with 40% of its Fl 500,000 capital paid-up. The parent company's potato wholesaling (45,000 tons sold annually) refrigerated depot interests have been made over to another new firm called NV HANDELMIJ. ZUIDEREL, Broek op Langekijk (authorised capital Fl 500,000 - 65% paid-up). The new holding company has received in return a 49% interest in SMITH'S POTATO CRISPS HOLLAND NV, Broek op Langedijk. However the majority interest (51%) in the latter still remains in the hands of GENERAL MILLS' British food firm Smith's Food Group Ltd (see No 444).

The GIOVANNI BASSETTI SpA group of Milan (see No 275) has extended its brewing interests, by having PORETTI SpA, Milan, gain outright control of BRAS SpA, Milan, and then absorb it.

Poretta, best known for its "Splügen Bräu" and "Coppa d'Oro" beers, brewed Induno Olona, Varese, has Lire 900 million capital, and is headed by Sig Aldo Bassetti. It has two subsidiaries in Milan, Spluga SpA (plant at Piuro, Sondrio) which specialises in carbonated drinks and "Frisia" mineral waters, and Sta Imbottigliamento Bevante S.I.B. SpA (factory in Florence and Rimini, Forli), which under franchise produces "Fanta" and "Coca-Cola" beverages for the Coca Cola Export Corp, Wilmington, Delaware and Milan (see No 398).

\*\* The American-controlled West German wholesaler of agricultural and food products BAUER INTERNATIONAL (EUROPA) GmbH, Frankfurt (see No 422) has appointed the Turin concern CONTINENTALE PER IL COMMERCIO SpA (see No 390) as its exclusive Italian representative. The latter already acts as the distributor for similar concerns - dealing mainly in dairy products - based in France, the Netherlands, West Germany and Finland.

Bauer International is run by Mr. John Peter Bauer, New York, which controls the American B.N.S. International Sales Corp, New York, J. Bauer Transcontinental Packing Corp - which has recently acquired a Frankfurt subsidiary Transcontinental Packing - Europa GmbH, Bauer International Corp, and Poultry & Dairy International Sales.

\*\* The determined effort by the British brewing industry to capture the markets of the Common Market countries was continued last week with the announcement that WATNEY MANN (brewers of "Red Barrel" - see No 393) has acquired an 83.5% interest in ANCIENNES BRASSERIES VANDENHEUVEL & CIE, BRASSERIE SAINT-MICHEL SA, Molenbeek-St-Jean. The remaining 16.5% will be held by the Belgian company's president Baron Emile de Beco. Watney's will now be able to start selling Red Barrel through the 1,750 outlets of the Belgian group in Belgium, the Netherlands and France (240 including 120 in Paris). The British brewery will also acquire a controlling stake in Brasseries de Koekelberg & d'Ixelles -Ixelberg SA, Koekelberg (and its subsidiary Nouvelle Brasserie Fauconnier SA, Chatelet, Charleroi) with whom it shares control of the soft drinks manufacturer Top Bronnen NV, Nederbrakel, Oost Vlaanderen.

Other similar moves by British brewers include the agreement recently signed between Young & Co's Brewery Ltd, London and Brasserie Piedboeuf SA, Jupille, Liege (see No 434) and the acquisition by Allied Breweries Ltd., London of the Rotterdam group Verenigde Nederland e Brouwerij d'Oranjeboom NV (see No 438).

Watney's will now become the third largest brewery in Belgium but it already has considerable interests in other Common Market countries. In 1966 it acquired Brasserie Belbruyere SA, Chatelet, Charleroi (see No 346) through the Luxembourg holding company Watney Mann SA: this is now known as Watney SA and brews Red Barrel for sale in Italy, West Germany, and Spain as well as supplying the NAAFI in Europe. The overall production capacity of Watney SA (Delbruyere) and Vandenneuvel is some 380,000 barrels annually. Watney's will continue to provide financial backing for the opening of British style pubs on the Continent: in Paris (the Winston Churchill, the London Tavern), in Düsseldorf (the Victorian) Cologne, Berlin, Stuttgart, Munich, Florence, Rome.

\*\* The West German businessman, Herr Willy Maurer - who has considerable interests in the Rio de Janeiro firm Rei-Chemie Do Brasil SA - has raised from 10% to over 25% his stake in the West German KAISER'S KAFFEE - GESCHAEFT AG, Viersen. This deals in coffee, cocoa, tea and biscuit products, and the other main shareholder is THEODOR WILLE KG, Hamburg (26%). The latter, which has over 9,000 people on its payroll (capital Dm 20 million - turnover exceeding Dm 700 million), has four wholly-owned subsidiaries: Quack & Fischer GmbH, Kommissions- & Handels GmbH, Viersen, and Heida-Werk Müller & Co GmbH, as well as Koloniale Produkten Import GmbH, Hamburg.

\*\* SIAS - RAFFINERIE FRANCOIS SA, Paris (see No 413), and another French sugar firm, SUCRERIES & DISTILLERIES DE CHEVRIERES, DE FROYERES & DE PORT-SALUT - VERBERIE, DUCHENE, PETERS & CIE SA, Chevrieries, Oise, have decided in principle partially to merge their interests, with the former making over to the latter its sugar and refining activities, which account for some 65% of turnover, and 165,000 quintals of sugar.

SIAS-Raffinerie Francois, which has its refineries at Goussainville, Val d'Oise and Tergnier, Aisne, is a member of the Belgium group EVENCE COPPEE & CIE (see No 442), both directly and through Cie de Développement Industriel SA, Brussels. The firm retains its interests in: 1) paper (see No 400); 2) raw materials for aromatics (Produits Organiques du Sancerre SA and its affiliate Fermentation SA, Paris - see No 393 - wherein shares are also held by the Belgian Raffinerie Tirlemontoise SA); 3) food (Produits Alimentaires Garbit SA, Marseilles - see No 398). It will become a major shareholder in Sucrerie & Distillerie de Chevrieries (about 240,000 quintals of sugar in 1965-66, and some 18,000 hl of beet alcohol), a subsidiary since 1963 of the group Raffineries & Sucreries Say SA (see No 414).

After a struggle for the acquisition of the majority, the latter in 1966 came under the control (over 50%) of C.E.I.S. - Cie Européenne de l'Industrie Sucrière SA (see No 413), the shareholders of which are: Ste European Sugar France - 51% (itself controlled 56.7 - 43.3% by Raffinerie Tirlemontoise and the British Tate & Lyle group - see No 408); Ste F. Beghin SA - 33.4%, and Ste Eridania Zuccherifici Nazionali SpA (15.6%). Two other French groups, Sucreries & Raffineries Bouchon-Pajot (see No 433) and Ste des Raffineries de Sucre de Saint-Louis SA (see No 436) together hold an interest in it of 10%. The group, which produced 1.66 million quintals of sugar during the 1966-67 season, has increased its interest in Sucrerie d'Attigny SA to 53.9%, and has purchased several interests in France, in particular, 23.7% in Cie Nouvelle des Sucreries Reunies SA, Paris (see No 436), and 27.9% in Ste Industrielle des Raffineries de Sucre de Saint-Louis SA, Marseilles.

\*\* FROMAGERIES BEL-LA VACHE QUI RIT SA (see No 439), the French dairy products group, has reorganised its various portfolio and sales companies into two subsidiaries: 1) STE NOUVELLE DU COMMERCE & DE L'INDUSTRIE Sarl and STE INDUSTRIELLE & COMMERCIALE DE L'ALIMENTATION SA (both of Paris - see No 414) have been taken over by STE FRANCAISE DE PARTICIPATIONS & D'EXPLOITATIONS Sarl, Paris (gross assets increased to F 12.72 million); 2) Fromageries Romanaises Sarl and Ste Fromagere de la Cote d'Or (both at Paris - see No 358) have merged with Ste Nouvelle d'Entreprises & de Participations Sarl, Paris, whose capital was thereby increased to F 3.13 million.

\*\* The Dutch milling group MENEBA-MEELFABRIEKEN DER NEDERLANDSCHE BAKKERIJ. NV, Rotterdam (see No 443), has made into a wholly-owned subsidiary, the holding company SITOS NV, Rijswijk (see No 288), in which it became a 60.79% majority shareholder when it gained control of NV Meelfabriek "De Sleutels" v/h de Koster & Co, Leyden.

Sitos controls directly or indirectly a large number of companies: 1) NV Mij.Tot Exploitatie Van Levensmiddelenbedrijven "Rotterdam" (Van Der Meer & Schoep), which controls Chocoladefabriek Beukers & Rijnken NV, Paul C. Kaiser NV (both in Rotterdam), and its wholly-owned subsidiary NV Biscuitfabriek Patria (acquired in 1963 from the Zaandam food group), as well as Arie P. Versluysrzn's Broodfabriek "De Standard" NV, Rotterdam. 2) NV Meel- & Broodfabrieken "De Zeeuw" B. Hus, The Hague, which itself controls Kon. Luxe Brood- & Banketbakkerijen. Lensvelt Nicola NV with its subsidiaries NV Restaurantbedrijven Lensvelt Nicola, NV Electriche Luxe Broodfabrieken v/h Heri J. Carels, The Hague (ancillary production facilities in Amsterdam and Haarlem), Zuidhollandasche Broodfabriek NV, NV Willems Simons, Scheveningsche Luxe Broodfabriek NV, NV Americana and Ulrich NV (both in The Hague).

The Rotterdam group controls some twenty Dutch firms mainly through its subsidiaries "De Sleutels" and NV Bovemo Fabriek van Bakkerijgrondstoffen, Rotterdam.

\*\* Another concentration is about to take place in the French pasta industry, between ETS LUSTUCRU SA, Grenoble, Isere, and PATES ALIMENTAIRES RIVOIRE & CARRET Sarl, Marseilles, which plan to work in close co-operation, and jointly run a 250 tons per day factory at Noyon, Oise.

Lustucru is controlled by the Cartier-Millon family, and is the largest French producer of egg pastas. It has links with the semolina milling concern, Ets Charles Pinatel, Marseilles, the poultry-breeding firm of S.O.D.A.V. Sarl, Grenoble, and Ets Chiron SA, Chambéry.

Rivoire & Carret is owned by the Carret family, and has factories at Marseilles and Lyons (plus the one being built at Noyon). Its turnover is around F 130 million, which is more than twice as much as that of Lustucru. It has two subsidiaries, S.I.P.A. - Ste Industrielle de Pates Alimentaires SA, Lyons, and Rivoca, Paris and Alfortville, together with two "tied" semolina mills, Grands Moulins Maurel SA, and La Semoulerie Nouvelle SA (with their joint subsidiary, Cocipal Sarl, Marseilles).

This move follows closely upon the recent absorption (see No 442) of Pates Alintaires Alibert SA, Marseilles, by Ets Milliat Freres, Nanterre, Hauts-de-Seine, which is due also very soon to absorb Alibert's main shareholder, Magneville SA, Marseilles.

\*\* The Chicago food group, BEATRICE FOODS CO (see No 437) has rationalised a part of its interests in Belgium in the milk products, frozen and deep frozen products industry. The result has been the formation of a single company, ARTIC SA, the Forest-Brussels subsidiary (see No 424) which has M. Max Willick as president. This company has in effect taken complete control of the two former Brussels subsidiaries, Frisko SA (capital F 4 million) and IGEL-Ste d'Industrie Glaciere & Laitiere SA (capital Bf 46 million).

\*\* The Italian interests of the American animal feedingstuffs group RALSTON PURINA CO, Saint-Louis, Missouri (see No 406), have been rationalised. The Milan subsidiary PURINA ITALIANA SpA (see No 279) has taken over another concern in the same sector, MOLINO SILE SpA, Milan, and raised its capital to Lire 650 million. With Mr. Kent Stevens as president, it controls two factories at Treviso and Borgoratto Alessandrino.

Purina Italiana was formerly Globo Purina, and was established in 1961 as a 50-50 venture with the New York group Corn Products Co.

\*\* A new link-up in the West German brewing industry involves BRAUEREI CLUSS AG (capital Dm 2.1 million) and ROSENAU-BRAUEREI ECKERT GmbH (capital Dm 370,000). Both are based in Heilbronn, and Cluss has taken a minority interest in Eckert.

Cluss is a more than 50% subsidiary of Handels- & Gewerbebank Heilbronn AG, Heilbronn (see No 361), whose main shareholders are Robert Bosch GmbH, Stuttgart, and two banks, Bayerische Vereinsbank, Munich, and Württembergische Bank, Stuttgart.

#### OFFICE EQUIPMENT

\*\* OLYMPIA WERKE AG, Wilhelmshaven (see No 437) - the wholly-owned subsidiary of the Berlin group AEG-TELEFUNKEN (see No 441), which makes office and data-processing equipment, typewriters and calculating machines, has opened a Johannesburg branch. This will set up a sales network covering the main towns of South Africa.

\*\* The London-based manufacturer of office equipment, copying and duplicating machinery GESTETNER HOLDINGS LTD, London, has set up a Munich sales company OMNIA-DEUTSCHE GESTETNER VERTRIEBS GmbH (capital Dm 600,000), whose managers are Herren Karl Krauss, Friedrich Kühn-Weiss and Friedrich Ziffer, Munich. They also run the duplicating firm Omnia KG Krauss, Weiss & Co, Hamburg.

The British firm has some fifteen overseas subsidiaries - mainly in the Commonwealth - whilst on the continent it controls A. Senti & Co Srl, Milan, and Gestetner A/B, Sweden. In France it is represented by Gestetner SA, Vitry, Val-de-Marne.

#### PAPER & PACKAGING

\*\* As a prelude to a complete merger, the German paper companies of MORITZ J. WEIG, PAPIER- & PAPPENFABRIK, Bergisch Gladbach, Cologne, and HIMMELMANN & CO GmbH, Frödenberg, Ruhr, have signed an agreement giving the first a majority holding in the second. Himmelmann has Dm 1.35 million capital, and specialises in card manufacture, on which are employed some 350 people, for an annual turnover of Dm 20 million. The other company is owned by the Weig family, and with 550 on its payroll it has a turnover of around Dm 35 million a year.

\*\* The German packaging group SCHMALBACH-LUBECA-WERKE AG, Brunswick (see No 413), has, through its Vienna subsidiary J. A. Schmalbach GmbH, gained 68% control of the wrapping materials concern KRONENKORKEN-FABRIK PERRY & MOLIN GmbH, Baden.

The German group, which results from the concentration of J. A. Schmalbach with Lubecawerke GmbH (see No 408), is chiefly an interest of the Schmalbach family (28%), the Continental Can Co Inc of New York (25%), the Deutsche Bank AG, Frankfurt (10%), and the Commerzbank AG, Düsseldorf (8%). In 1967, its turnover was Dm 670 million.

\*\* The British group ELECTRIC & MUSICAL INDUSTRIES LTD, Hayes, Middlesex (see No 406), has a new subsidiary in Italy, by dint of converting the branch set up in August 1967 to represent the music publishing interests of Electric & Musical Industries Italiana - E.M.I. Italiana SpA, Caronno Pertusella, Varese.

The new company is directed by Charles Alexander, and is called Edizioni Musicali la Voce del Padrone Srl (capital Lire 500,000), and is under the direct 100% control of E.M.I. Italiana (Lire 350 million capital). This was formed in 1965 (see No 318), and in 1967 took over the assets of a former Milan subsidiary, La Voce del Padrone - Colombia Marconiphone SpA (see No 407), specialising in record releases, magnetic tape publishing, etc.

#### PLASTICS

\*\* The French fabric, felt and plastic floor- and wall-coverings firm, SOMMER SA, Paris, has now formally registered in Peruweltz and Frankfurt its two subsidiaries for exclusive representation of its goods in Belgium and West Germany (see No 431).

The first of these, Sommer Belgium SA (capital Bf 15 million) is a 29% affiliate of Vinybel SA, Peruweltz (formerly Le Caselith National SA), which until now has been the group's exclusive agent for Belgium. The second, Somer Produkte GmbH (capital Dm 2 million) will take over the business managed hitherto by a company of the same name in Frankfurt (formerly Plastik Textil GmbH - branches in Stuttgart and Garstedt, Hamburg - see No 391), which was the group's representative, but subject to German control.

#### PHARMACEUTICALS

\*\* The German LOHMANN KG, Fahr üb Neuwied (bandages, dressings and gauze - see No 406), has formed a sales subsidiary in Lyons called Lohmann Sarl (capital F 100,000).

The new company is added to a network already comprising subsidiaries in Belgium (Lohmann Pvba, Borgerhout, Antwerp); the Netherlands (Brocades-Lohmann NV, Amsterdam, jointly with Kon Pharmaceutische Fabrieken v/h Brocades Steehman & Pharmacia NV, Meppes); Italy (Da-Fa-Gum SpA); Austria (Lohmann GmbH, Vienna) and Switzerland (Lohmann GmbH, Hombrechtikon, Zurich). In West Germany, Lohmann (share capital of Dm 9.5 million) employs over 1,200 people, and has branches in Essen, Hamburg, Nuremberg and Berlin.

\*\* B.A.S.F. - BADISCHE ANILIN- & SODA-FABRIK AG, Ludwigshafen (see No 445), is now fully inscribed as a new shareholder of the Berlin and Bergkamen chemicals and pharmaceuticals company SCHERING AG (see No 439).

Schering is one of Germany's largest producers of pharmaceutical specialities (1966 turnover of Dm 407 million), and has over 40 foreign sales and manufacturing subsidiaries. One of its most recent moves was to buy up its former Milan subsidiary, Soc. Italiana Prodotti Schering SpA (see No 436), control of which was ceded after the war to the Milan Lepetit group.

\*\* The West German JUST & THIELE KG, Süchtein, Viersen (formed in May 1967 - share capital Dm 5,000), has extended its sales interests to Switzerland with the opening of a branch in Zollikon under Herr Harald Just to boost sales of bandages and dressings.

\*\* The Evanston, Illinois, group AMERICAN HOSPITAL SUPPLY CORP (also in Long Island, New York - see No 409) has linked 50-50 with the French COOPERATION PHARMACEUTIQUE FRANCAISE SA, Melun, Seine-et-Marne, to form Cooperation Europeenne de Fournitures Hospitalieres Sarl, Paris (capital F 1.25 million). The new company is to make, pack and distribute equipment for hospitals and clinics, for surgical, therapeutic and dietary use. It is managed by Doctor Jean Roux, who holds 5% of the French interest. The French founder (capital F 30 million) is linked with Laboratoires Meram SA, Paris and Melun.

Hospital Supply specialises in the above-mentioned items, and has several agents and licensees in Europe, together with a West German subsidiary, Baxter GmbH, Baierbrunn (see No 285), through its Glendale, California, affiliate, Don Baxter Inc.

\*\* A member of the brewing group, PRIPP-BRYGGERIERNA A/B, Gothenburg (see No 405), the Swedish chemical and pharmaceutical company KABI A/B, Stockholm, has concluded an agreement with its opposite number in Milan, DOTT. C. LANG SpA, to manufacture and sell its products in Italy. Lang Frazioni Ematiche SpA, Milan, with a capital of Lire 1 million, has been formed especially as a vehicle for this association and is a 10% affiliate of the Swedish company. It is presided over by Professor Carlo A. Lang and has Sig. M. Ilario Girardi as its main shareholder (he holds 50% of the shares).

The Stockholm company has a number of interests in the Common Market countries, including subsidiaries in West Germany (Deutsche Kabi GmbH) and in the Netherlands (Kabi NV and Kabipharm NV).

RUBBER

\*\* The New York group UNIROYAL INC (formerly U. S. Rubber Co - see No 412) has rationalised its Belgian interests around its subsidiary UNIROYAL ENGLEBERT BELGIQUE SA, Herstal-lez-Liege; the capital of this subsidiary was recently increased to Bf 500.65 million, and it has been entrusted with the technical and administrative control of the group's activities in Europe.

The new headquarters at Liege will co-ordinate the activities of the subsidiaries in Belgium, France, Germany and Turkey with regard to the manufacture of tyres, as well as those of the Luxembourg subsidiary, which produces canvas and bonded textiles for the rubber industry (see No 332).

SHIPBUILDING
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\*\* Having negotiated a form of concentration with SA DES ATELIERS & FORGES DE L'OUEST, St-Nazaire, Loire Atlantique, DUBIGEON-NORMANDIE SA, Nantes, Loire Atlantique (see No 432), is to make over to the other its ship-repair interests. This will then change its name to Ateliers Francais de l'Ouest SA, and will have yards and dry-docks in St-Nazaire, Donges, and Brest, capable of accomodating vessels of up to 200,000 tons. The company also builds tugs, trawlers and auxiliary craft, and produces castings, spares, boilers, steam generators, etc. Its main shareholders are Cie Generale Transatlantique SA, Paris, and Cie Navale des Petroles SA, subsidiary of the Paris group C.F.P. - Cie Francaise des Petroles SA.

Dubigeon-Normandie, which has some 2,500 on its payroll (1966 turnover F 133 million - managing director Raymond Crenn), is under the 72% control of Cie Industrielle & Financiere des Ateliers & Chantiers de la Loire SA, Paris, with a further 20% held by Cie Industrielle & Financiere des Chantiers & Ateliers de St-Nazaire (Penhoet) SA, Paris, which has an 18% stake in the former. It recently backed the formation in Paris of Yachting-France SA (capital F 120,000) to market pleasure craft and accessories built by this firm's three founders: Ets Paul Jouet & Cie SA, Sartrouville, Yvelines, subsidiary of Dubigeon-Normandie, and specialising in plastic cabin cruisers; Lucien Lanavarre SA, Bordeaux (racing dinghies), and the "Arcoa shipbuilding" division of Ste des Moteurs Couach SA, Arcachon, Gironde, which makes cruising and fishing sailcraft and cabin cruisers.

\*\* A.B.R. -ATELIERS BELGES REUNIS SA, Petit Enghien, Mons (see No 386), a member of the EMPAIN group through the Brussels investment company ELECTRRORAIL SA, will now make and market in Belgium and elsewhere "Ecofiber" sailing boats and motor driven pleasure craft. Until now these were made in the "Ecofiber" division of Cie Generale de Travaux, d'Industrie & de Commerce SA - Cogetic, Brussels.

The latter was formerly called Cogetic SA, and adopted its present name - with capital raised to Bf 15 million - following the acquisition of the Ecofiber and Ecoplast divisions (see No 417) of the Cie de Developpement Industriel SA (part of the Evence Coppe & Cie Scs) of which it is a 47.5% subsidiary.

TEXTILES
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\*\* The Italian CORISIA DI G. CORONA & CO Sas, Milan (share capital of Lire 60 million) has formed a 75% sales subsidiary in Paris called STE PIERRE BRESSON Sarl. The parent company makes poplin and gabardine showerproof fabrics, carded wool coating material, plain and printed silk, rayon and synthetic fabrics for ladies wear.

\*\* Having gained control recently of one of the largest manufacturers of tufted carpets in the Netherlands (see No 428), LAROS TAPIJFABRIEKEN v/h JAN WILLARD NV, Oss, the American manufacturer of tufted carpetware E. T. BARWICK MILLS INC of Chamblee, Georgia, has formed an Amsterdam subsidiary. In this venture it has gone into association (10%) with the holding company, ALGEMENE COMMERCIELE ASSOCIATIE (A.C.A.) NV of Amsterdam (see No 407). The new company, E. T. Barwick Mills (Nederland) NV, with a capital of Fl 500,000 (20% of which is paid-up), is directed by Messrs. Stanley N. Lister, Bowden, Cheshire, and Joseph L. Sigrist, Lucerne, Switzerland.

In the Common Market, the American company already had a sales subsidiary in Frankfurt and a distributor in France, C. N. A. Tapis SA, Paris. In Great Britain it has a manufacturing subsidiary in Bolton, Lancashire, in which it shares an equal holding with William Goodacre & Sons Ltd of Kendal (of the Beautility group of London), and a sales office in London. In Switzerland it has a sales subsidiary in Lucerne. The holding company A.C.A. is controlled by the Hambros Bank Ltd, London, and is affiliated to the Nederlandse Overzee Bank through its subsidiary Nederlands-Overzee Beleggings mij NV (both of Amsterdam).

\*\* The Paris textile group DOLLFUSS-MIEG & CIE SA (see No 419) has carried out another step in its diversification programme. It has gained control of ETS. CHAMUSSY, GRENOT & FOUILLAND Sarl, Roanne, Loire (capital F 3.3 million), which specialises in cotton for men's and women's clothes, as well as in rayon yarn and nylon. Turnover is some F 20 million and over 350 people are employed in its factories at Roanne and Gueure, Seine-Maritime.

The group's recent moves around Roanne - one of France's leading textile towns - include the absorption of Ste Emile Grosse & Fils as well as the acquisition of a larger interest in Dechelette-Despierres SA, Ste des Tissages A. Brechard SA and Ets F. Dupuis, Merle & Cie SA, Thizy, Rhone. All these specialise in cotton and synthetic fibre cloths for men's and women's clothing, as does Ste des Tissages Roannais - S.T.R. SA, formed in 1967 by the group to administer a number of manufacturing facilities it acquired - mainly from Ste Descamps l'Aine SA. The latter has since been taken over.

## TOURISM

\*\* An equal link-up between the Rotterdam charter and shipping group WM. H. MUELLER & CO (see No 444) and NV REDERIJ. J. A. BERGMANN, Amsterdam, and HOYMANN & SCHUURMAN'S SCHEEPAGENTUUR NV, Rotterdam, has resulted in the formation of AMSTERDAM TRANSFER SERVICE NV (authorised capital Fl 60,000). This will be run by M. Hendrik Overbeek and will be responsible for the organisation and reception of tourists visiting the Netherlands.

The third partner amongst the founders has already backed the formation of Reiseorganisatie Railtour Holland NV along with Reisbureau-Lissone-Lindemann NV, The Hague, Nederlandsche Reisvereniging, The Hague, and Agence Havas Belge SA, Brussels (a subsidiary of the Paris group Agence Havas), as well as with Wm. H. Müller. The same companies also took part in the formation of Airtour-Holland NV, The Hague, in 1963.

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\*\* SAMFAL - STE D'AMENAGEMENT FRANCO-ALLEMAND DU LITTORAL Sarl has been formed at Neuilly, Hauts-de-Seine, to establish permanent liaison between all public authorities, mixed constitution companies, promoters, banks and investors from both France and Germany involved in the scheme to provide tourist facilities in the Languedoc-Roussillon area of France.

The F 100,000 capital of the new company is shared between MM. Hans Wolf and Pierre Bebin, who have furnished it with contracts they have made with the Association of German building promoters and agents, VERBAND DEUTSCHEN MAKLER FUER GRUNDBESITZ & FINANCIERUNGEN, Hamburg, and a company recently formed by this body, called Immobilien Marketing GmbH, Hanover (see No 415), with the aim of attracting private German capital to this sector.

\*\* TOUROPA-SCHARNOW-HUMMEL-TIGGES, the Munich tourist consortium formally established at the beginning of 1968 (see No 438) intends to extend its interests to Austria and France, where it will form two subsidiaries.

The Munich venture groups a number of West German travel agencies: Touropa GmbH & Co KG, Ruppolding, Scharnow Reisen GmbH & Co KG, Hanover, Hummel Reise GmbH & Co KG, Hanover, as well as Dr. Tigges Fahrten KG, Wuppertal. It is the leading group in West Germany and the four partners had a combined 1967 turnover of Dm 450 million.

\*\* A 50-50 link up between French and Lebanese interests to promote tourism in the Near East has resulted in the formation of the Paris agency COSMOVEL-NEAREAST SA. The capital of F 100,000 is shared equally (25%) between MM. R. Bacci and J. Schneider, Paris, and M. Hakim and E. Kazan, Beirut.

#### TRADE

\*\* Having acquired control in December 1967 of the West German mail order company for women's clothes - MEDAILLON MODE GmbH, Frankfurt, the British group LITTLEWOODS MAIL ORDER STORES LTD., Liverpool, is about to extend the market of this firm to cover France and Switzerland. Formerly controlled by the Chicago company SPIEGEL INC., the German company had a turnover of Dm 58 million in 1967. Along with its parent company it has interests in Hansen KG (of Offenbach, with factories for making up in Niedermittlau, Bldingen and Würzburg) and Mode-Magazin GmbH, Frankfurt, which has shops in Offenbach, Mannheim, Karlsruhe and Marburg.

The British concern is the biggest mail order company in the country. Its turnover, which also includes the activities of a chain of retail outlets, was in excess of £220 million in 1967. Its first subsidiaries in the Common Market were set up in 1962: International Import- & Export Italiana SpA, Milan and Markterschlissungs Gesellschaft der International Import & Export Co. GmbH, Düsseldorf.

\*\* A number of French firms engaged in shopfitting and interior decoration of business premises such as ETS M. DENICOURT, Clichy and Asnieres, Hauts-de-Seine, and OFFICE FRANCAIS D'EXPANSION ECONOMIQUES-OFICO, Paris, which fits out self-service restaurants, have linked with M. Jacques Gattegno, Paris - pioneer of "Drugstores" in France and elsewhere - as well as with the Belgian EMPAIN group (see No 441) to form PROMOSTORE SA, St-Josse-ten-Noode, Brussels.

With the aim of developing drugstores in Belgium, the new company (capital Bf 1 million) has MM. L.Coulon (architect), E.P.Marchal and G.H.Collart as directors. Its main backers are Baron J.L. Empain (majority shareholder) and M. Marcel Denicourt of Paris.

\*\* Two Belgian international trading concerns linked with the Brussels group C.C.C.I. - Cie du Congo Pour Le Commerce & L'Industrie SA, Brussels, SOCOMABEL NV, Antwerp (see No 392) and PRODOUMER SA, Brussels (see No 386) have merged. The latter has taken over Socomabel and changed its own name to STE COMMERCIALE ANVERSOISE -S.C.A.NV, Antwerp, whilst its capital has been raised in two stages to Bf 145.5 million.

Apart from C.C.C.I., the other main shareholders in S.C.A. are Cie d'Anvers NV, Antwerp, Cotonco SA, Cie Lambert Pour L'Industrie & La Finance SA, Agriges SA, Agricom SA, Interfor SA, (all in Brussels), as well as Financial & Investment Co., Luxembourg.

## TRANSPORT

\*\* The Belgian shipbroking firm of SCALDIA MERCANTILE NV, Antwerp, has opened a branch in Bremen under M. Jimmy Raya. The parent company was formed in December 1966 with Bf 1 million capital, and its own managers are MM. Oen Giok Co., Eugeen de Smet and Hugo Boliaw.

\*\* The Dutch transport group NV GELDERSCHE TRAMWEG MIJ, Doetinchen (see No 299), which is reorganising, has placed in the hands of ACON - AUTO CENTRALE OOST NEDERLAND NV, Doetinchen, the second-hand car sales business hitherto run by NV NATIONAL VEEM, Leyden, which came under its control in 1964, and that of its subsidiary GELDERSCHE AUTOMOBIEL MIJ NV, Doetinchen, formed in 1965 with Fl 250,000 capital to run service stations and road transport services.

Geldersche Tramweg's main concern is transport between Deventer, Enschede, Arnhem and Nijmegen, and another link across the frontier with Bocholt in West Germany, where it has a branch. In Doetinchen itself, it also controls NV OP & Overslag- & Handelsbedrijf de Achterhoek: a number of other transport companies have come under its control since 1959.

\*\* D.C. ANDREW INTERNATIONAL Sarl (capital F 10,000), formed in Paris in July 1964 on the premises of Ste des Transports Roland Pernet & Cie, by the New York freighting concern D.C. ANDREW INTERNATIONAL (see No 268), which is the latter's agent in the USA, has been wound up, the operation being supervised by M. Pierre Imbault-Huart, its manager.

\*\* KLEVENBERG TRADING CO ANTWERPEN NV has been formed in Belgium by the Swedish and German investors who a few months ago formed in Rotterdam the freighting, ships' chandlers and supply concern, Klevenberg Trading Co NV (see No 426). The new company has Bf 300,000 capital: its president is Mr. O.R. Grunstad of Oslo, and the managing director is Mr. M. Myklebust. The capital is held by the Dutch firm (66.6%) and its own parent companies, in particular Winge & Co A/S, Oslo; Norse Products Ltd A/S, Oslo, and Louis Tact, Hamburg.

\*\* The Paris motor group SA ANDRE CITROEN (see No 442) has regrouped some of its interests in the regional haulage sector around STE DE TRANSPORTS URBAINS & RURAUX - S.T.U.R. SA, Drancy, Seine-St-Denis, the capital of which it has raised to F 4.4 million. The companies regrouped are Transports Francais SA, Clermont-Ferrand; Transports Urbains Ruraux du Midi SA, Drancy and Tarbes, Hautes Pyrenees, and Ste de Camionnage Automobile Routier Sarl, Briode, Haute Loire.

VARIOUS
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\*\* The biggest manufacturer of skis in the United States, HEAD SKI CO. INC. of Timonium, Maryland, which until now had only one foreign subsidiary - in Canada, has decided to approach the European market, and is launching a large scale sales campaign to this end. Having made a turnover of \$ 9 million in 1966, the company expects to sell some 325,000 pairs of skis in 1968, of which more than a third will be of plastic.

\*\* CIE DES SALINS DU MIDI & DES SALINES DE DJIBOUTI SA, Paris (see No 404), in reorganising, has absorbed its Paris subsidiary Ste Saliniere de l'Est & du Sud-Ouest (capital F 25,690,000 - see No 390). This company, formerly called Ste Saliniere de l'Est SA, Varangeville, Meurthe-et-Moselle, took its present name after absorbing Cie Saliniere du Sud-Ouest SA, Bayonne, Basses Pyrenees, and Ste Bayonnaise de Cartons & Papiers SA.

Salines de Djibouti has a turnover of around F 35 million, from production of rock salt, manufactured and brine salt. In September 1967 it formed Cie Commerciale des Sels Marins Sarl in Paris with an initial capital of F 100,000, and M. H. Bainville as Manager (its own director). Abroad, its main interests are in Africa (Cie Saliniere de Madagascar SA), where it also is linked in Ethiopia with Ste des Salines d'Assab SA, and in Tunisia with Cie Generale des Salines de Tunisie SA.

\*\* The American financial and management consultancy H.B. MAYNARD & CO INC., Pittsburgh, Pennsylvania (see No 361) intends to expand its Common Market interests with the formation of a subsidiary in the Benelux countries.

The Pittsburgh concern already has two subsidiaries within the Six: H.B. Maynard & Co GmbH, Düsseldorf, and the other in Milan, Maynard & Co SpA (formed in May 1966 - capital Lire 10 million). It also controls H.B. Maynard & Co Ltd., London, H.B. Maynard & Co AG, Schaffhausen, Switzerland, Svenskamec A/B, Sweden, and Mec de Espana SA, Spain.

\*\* The French manufacturer of lighters and smokers' requisites ETS GENOUD & CIE SA, Venissieux, Rhone (400 people on payroll) intends to launch its "Feudor" products in West Germany. It has therefore formed FEUDOR DEUSTCHLAND GmbH (capital Dm 40,000) with M. Jean Genoud - its own president - and Pierre Chevalier as manager.

\*\* THE ASSOCIATED PRESS INC., New York, which recently acquired complete control of THE ASSOCIATED PRESS (BELGIUM) SA before dissolving it, has now formed a new subsidiary bearing the same name. With a capital of Bf 250,000 this has Messrs. Gallagher, New York, Montgomery, Riverside, Connecticut, and O'Reagan of London as directors.

\*\* Finnish interests (60%) held by Mrs. Philp and Messrs. Jan and Bengt Rosenquist, Helsinki, linking with Belgian interests, held by Mr. Andre Smits, Leignon, have formed a new company in Belgium - FINNCONTACT PvbA, of Watermael-Boitsport. With an authorised capital of Bf 1 million (50% of which is paid up), the company is in the import-export business and also does some general trading in Scandinavian products - fish, agricultural produce, textiles, ceramics and glass etc.

\*\* A 50-50 agreement between two Belgian businessmen M. Joseph van Bumel, Antwerp, and M. Modeste van den Bogaert, Deurne, has resulted in the formation of a new Dutch drinks trading company: DRANKEN-CENTRALE BRABO NV, Putte, (capital Fl 20,000). M. Van den Bogaert is director of the Willebroek brewery BROUWERIJ VAN DEN BOGAERT NV.

\*\* The Swiss office management consultancy ATOR AG FUER UNTERNEHMENSBERATUNG, Berne (see No 404) has decided to close down the branch it opened during 1966 in Milan (see No 377) under M. F. Welter and Signor A. Alberghini. Run by Herr Hans-Muller, ATOR opened its first West German branch two years ago at Essen (see No 379). This has since been joined by another in Frankfurt.

\*\* JIFFY POT SALES ORGANISATION SA, Zug (see No 281) set up in Switzerland by Norwegian interests in 1964, has gone into association (25%) with the Belgian company CL. MUNSTERHJELM Sprl, Woluwe-St-Piere, to found JIFFY-POT NEDERLAND NV, Ouderkerk, Amstel, in the Netherlands. With a capital of Fl 50,000, this company will sell all sorts of products for agriculture, horticulture and silviculture.

The same companies had already backed the formation (in association with another Belgian company, Profac Sprl, Woluwe-St-Pierre) of Jiffy Pot Benelux SA, which specialises in the sale of the peat pot "Jiffy Pot". The Swiss company also has a sales subsidiary in Zurich, Joffy-Pot AG.

\*\* S.V.P. ITALI A SpA, Milan and Rome, has backed the formation of the personnel selection firm SEL-PE Sas, Milan (capital Lire 1 million) with Signor Gianfranco Lanza as managing partner. The founder has been controlled since 1962 by the French temporary staff concern S.V.P. SA, Paris, and the Swiss SA Investimenti Fiduciari Industriali, Basle.

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