

PRIME MINISTER

PORTUGAL

I attach the briefing.

There is ~~also~~ a useful memorandum on the historical background prepared by Dr. Richard Robinson of the University of Birmingham. But I also think the historical note in Brief 2(c), prepared by the Foreign Office Research Department, is excellent.

The main speech has been sent to Lisbon for translation. We can look at it on the 'plane. But I attach a copy in case you wish to refresh your memory of it before you do the media interviews on Portugal on Monday.

I also attach the speech to the British Portuguese Chamber of Trade. Since this is very much in line with an earlier draft, I have told them to get on with the translation of it too. But we can of course adjust it if you wish.

The third speech - to the Oporto Industrial Associations - is less far advanced. But I attach it nevertheless.

A.S.C.

13 April 1984

cc PC
7/4 JP
PRIME MINISTER

PORTUGAL

We have a meeting at 1015 tomorrow to consider your visit to Portugal.

I have a few administrative questions to put to you. I should then be grateful if we could have a first discussion of the speeches. I attach FCO drafts. If you can give me your first reactions to these, I will then produce drafts of my own.

A. J. COLES

26 March 1984

Subject
in Speech
Folder
(Oporto Industrial
Assess.
19.4.84)



10 DOWNING STREET

From the Private Secretary

2 March 1984

Prime Minister's Visit to Portugal

see PM Tours "Portugal (Admin)"

As you know from my last letter on this subject, the Prime Minister has agreed to make a speech at the Banquet which will be offered to her by the Portuguese Government.

BF

I should welcome fairly early advice on the themes which the Prime Minister might attempt to cover in the speech. I think that she will be looking for interesting and eye-catching ideas rather than, for example, a routine speech about our bilateral relationship with Portugal.

Roger Bone, Esq.,
Foreign and Commonwealth Office

MR

BRITISH-PORTUGUESE CHAMBER OF COMMERCE

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Lisbon, 30th April 1984

A. J. Coles Esq.,
Private Secretary,
Prime Minister's Office,
10, Downing Street,
LONDON S.W.I.
ENGLAND

Dear Mr. Coles,

I am enclosing a copy of our April issue of the Chamber Magazine, which I just thought might be of interest to the Prime Minister, as it contains a report on her speech at the lunch held at the Ritz Hotel. The May issue will cover the lunch in Portuguese.

I take this opportunity to ask you to kindly convey the appreciation of this Chamber to the Prime Minister on her decision to honour us as our Guest, and for delivering such an interesting and important speech. The lunch will long be remembered,

Yours sincerely,

B.E. DAWSON

CHAIRMAN



10 DOWNING STREET

From the Private Secretary

8 May 1984

Thank you so much for your letter of 30 April enclosing a copy of the latest issue of your Chamber's Magazine. I shall show this to the Prime Minister and will also convey to Mrs. Thatcher the message in your second paragraph.

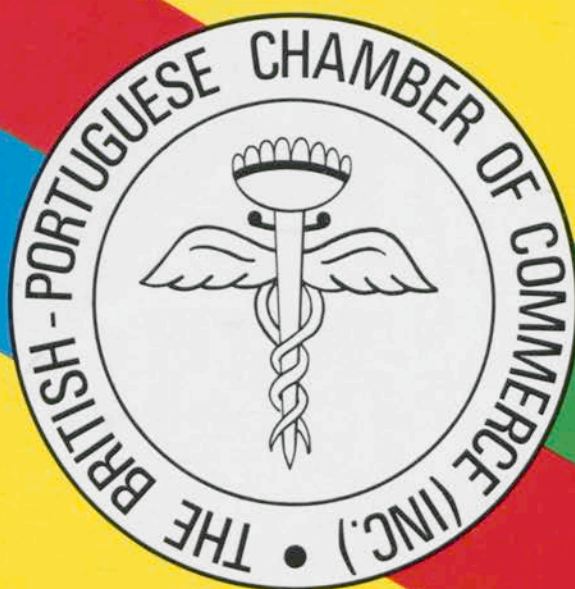
The Prime Minister greatly enjoyed her visit to the Chamber and will long remember it.

A. J. COLES

B.E. Dawson, Esq.

ls

British - Portuguese Chamber of Commerce
magazine



APRIL 1984

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The Chamber exists to promote Anglo-Portuguese trade relations in general and to provide for its members a variety of services, including the supply of information concerning imports and exports, as well as providing assistance in locating sources of supply in the United Kingdom and in Portugal. Full details and application forms for membership can be obtained from the General Secretary.

300 members hear Britain's Prime Minister

WEDNESDAY April 18, 1984, will undoubtedly be looked back upon in coming years as one of the great occasions in the Chamber's history. And Mrs. Margaret Thatcher, Britain's Prime Minister, certainly made it an occasion to remember.

As one of the most important engagements in her crowded three-day visit to Portugal - the first by an incumbent British Prime Minister this century - Mrs. Thatcher was the guest of honour and chief speaker at a special Chamber luncheon at the Hotel Ritz, Lisbon.

An audience of about 300 members, packing the hotel ballroom, were privileged to hear Mrs. Thatcher at her sparkling best. It was a relatively short speech - she told members at the outset that she had decided to limit herself to 14 or 15 minutes. But in that brief space of time, she treated her audience, composed largely of Portuguese and British businessmen from all parts of the country - Oporto and the Algarve, as well as Lisbon,

Chamber Activities

were widely represented - to a brilliant analysis of trade between Britain and Portugal: what it had been, what it is, what it could be in the future.

As always, she demonstrated not only an awesome grasp of her subject matter but also that she has that rare ability to articulate it in words which seize and hold her audience's attention: lucid, pungent and, here and there, with pleasing wit.

Several times she veered from her preparatory text - as when she scolded those present for not working hard enough, or again when she teased Prime Minister Mario Soares that one day he would agree that even 5 percent inflation was too high.

But she was at her most impressive - and witty - in fielding a batch of questions after her speech. On whether Britain could do more to help international British-run schools abroad, came the quick riposte "We're not talking about a hand-out, are we?" On being asked to agree with a strong criticism of the increase in duty on a bottle of Port in the recent Budget - "10p on a bottle of Port - come off it."

Members listened to her with rapt attention throughout and gave her a warm and enthusiastic ovation at the end. On a personal note, many like me, remembering her soubriquet as "The Iron Lady", must have been struck by how inappropriately this fits her physically: smaller than I expected, very attractive and essentially feminine, she would be a striking personality in any company. When one adds an intellect that is powerful, wide-ranging and sharp as a lance, one recognises one is in the presence of a very exceptional lady.

The Editor.

MRS. THATCHER EARNS THE ADMIRATION OF ALL

"I AM DELIGHTED to be with you today - delighted to be in Portugal, delighted to be in Lisbon. Tomorrow I shall be in Oporto. They tell me there is a traditional rivalry between the two cities - so tomorrow I shall be delighted to be in Oporto.

"At the splendid banquet given for me by the Portuguese Government in Sintra last night, I spoke about the ancient Alli-

will soon - and it cannot be too soon - enter the European Community. I am firmly convinced that membership will bring benefits not only to Portugal but to Europe as a whole.

"The population of the Community is already bigger than that of the United States and Canada combined - 271 million against 257 million. The accession of Portugal and Spain will bring the figure to 319 million. The largest area of democracy in the world will be further expanded, strengthening the roots of democracy in the individual member states, strengthening the Community as a force for democracy across the globe.

TRADE IS INFLUENCE

"Portugal will bring to Europe its special historical experience, its special knowledge of the world. This country was the great pioneer of European overseas discoveries and expansion. The age has passed. But your experience of parts of Africa and South America is still unrivalled in Europe. And more of the world's people speak Portuguese than either French or German. You, like we, will wish to draw on our overseas experience to keep the Community outwardlooking, to make it a stronger force for good in the world.

"Those population figures for the European Community tell us something else which everyone at this luncheon will have noticed long ago. Portugal will be entering the largest market, the largest trading unit in the world. Trade is influence. But trade is also responsibility. The Community was

NEW SECRETARY-GENERAL

Mr. RALPH VAZ has been appointed as the new Chief Executive/Secretary-General of the Chamber. He takes over from Mr. A. M. Adam, who is retiring, on May 2.

Mr. Vaz was born in 1927 in Cardiff where his father was, at the time, Portuguese Vice-Consul for the South Wales ports. He is an only son.

He was educated at St. Illtyd's and then Cardiff Technical Colleges and served with the Royal Ulster Rifles from 1945 to 1948, having married Emily Gladys Porter in the latter year. They have no children.

After a short career in banking and commercial accountancy, he joined the auditing firm of Barton Mayhew and Co. (as it was then called) and, in 1952, came to Lisbon with his wife. After three years in this city and one in Oporto, he went to join the same firm as manager in Luanda in 1956 and, four years later, moved to the East coast of Africa to open their first office in Mozambique. In 1966, he became a partner in a new practice created in that country as the result of a link-up between Barton Mayhew and Co. and Hemphill Anderson and Co., but reluctantly decided to withdraw from Africa in 1969 and thus



returned to Portugal and Barton Mayhew and Co. (later Turquands Barton and Co. and, after 1979, Ernst and Whinney), where he has since been involved in the administrative side of the firm's activities.

Ralph and Emily Vaz live on a small quinta near Bucelas, to which they moved at the beginning of 1974. His main recreation is reading, but he is presently also Hon. Treasurer of both the British Hospital in Lisbon and the British Historical Society of Portugal.

never meant to be a protectionist area. It was to seek to reduce the barriers to trade. I want it to be - and I hope Portugal will help make it be - a force for freer trade the world over. Peoples whose whole history has been built on enterprise, creativity and adventure cannot be content with a world where there are so many forces at work to constrain those qualities.

"On my overseas visits I always try to meet as many as possible of the businessmen who trade with Britain. My aim, like yours, is to promote trade between Britain and Portugal and I am of course particularly interested in increasing British exports to Portugal.

"Trade between Britain and Portugal has a remarkable history. It began at least 630 years ago, when the merchants of Lisbon and Oporto signed a Treaty with King Edward III of England. By the beginning of the twentieth century the United Kingdom was taking an astonishing three-quarters of Portuguese goods. In the cut-throat world of twentieth century trade, that could not last. Nor I suspect, would it be right today for one country so to dominate another's trade. But Britain still remains Portugal's chief export market, taking half a billion pounds worth of Portuguese goods in 1983. Even if the income from the tourist trade is excluded, that left a balance of trade in Portugal's favour. I believe that British exporters can and will bridge the gap."

SECOND TO NONE

Mrs. Thatcher said that Britain's inflation at 5 per cent was still too high but it would come down further this year. Countries, like companies, had to live within a strict budget.

"So, having run our own financial affairs in a sound way, I think we have helped industry to run its own affairs better and encourage enterprise and profitability. The key to the future of sound industry is profitability.

"I said that trade between Britain and Portugal had a remarkable history. It also has a flourishing future. British share of the Portuguese market has declined in recent years. I believe that decline is about to stop. British industry is emerging from the world recession much more efficient and productive than ever before. Our exports in February were at a record level. I give you fair warning: the new Portugal as a full member of the European Community will be a prime target for British industry. As no doubt Britain will be an even more tempting market for your exporters.

"We are already beginning. Let me give you some examples.

"Last month a team from the British nuclear industry, led by a British Minister, were here to show you what they can do. We were the first country in the world to build a nuclear power station, and our expertise in this field is second to none. We want to share that expertise with the new generation of Portuguese engineers.



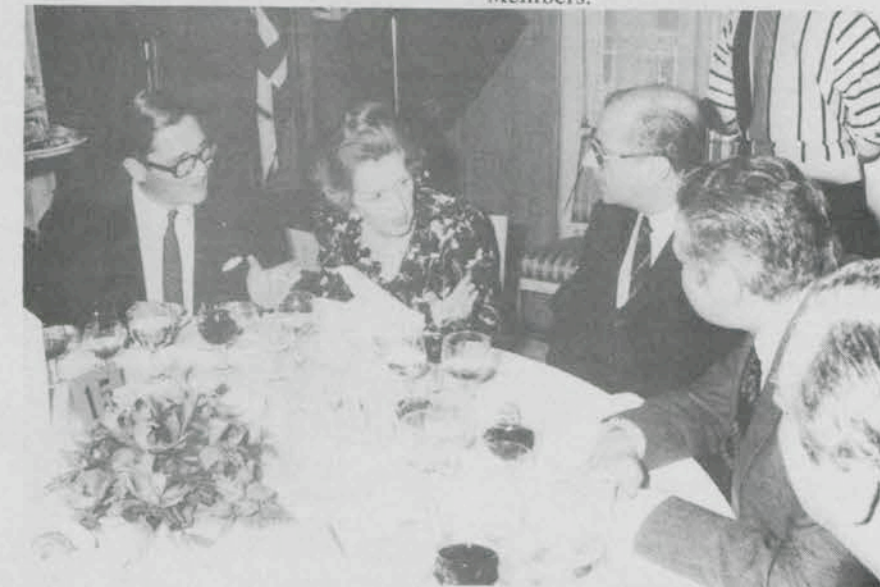
Mrs. Thatcher at the microphone: a sparkling performance, pointed, pungent, laced with wit. Photograph, and below, by Alberto Frias.

I am delighted that a group of them will soon be visiting Britain.

"A number of British firms are investing in Portugal's future. Tate and Lyle are now actively involved in the Portuguese sugar industry. A major pharmaceutical company, Beechams, has made another significant investment. Bradbury Wilkinson who are one of two traditional British

suppliers of banknotes in Portugal, are keen to join with the Bank of Portugal to set up banknote printing here in Lisbon, which would have considerable export (continued on page 32)

• MORE Chamber Activities on pages 32 and 33: Trade Mission to U.K., Oporto Appointment, New Members.



Flanked at the luncheon table by the Chamber's Chairman Bruce Dawson (left) and President, Dr. Jacinto Nunes, Mrs. Thatcher makes a point to fellow Prime Minister, Mario Soares.

We hope to carry more pictures of the Prime Minister's visit in our May issue. Prints of all the pictures taken at the luncheon can be seen at the Chamber and ordered from there.

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OVER 12m. JOBLESS

REGISTERED unemployment in the nine European Community countries excluding Greece rose to a record 12.8 million last month - the highest level recorded since the creation of the EC in 1958.

In January another 400,000 people signed on to bring the average rate of unemployment for the Community as a whole to 11.5 per cent of the workforce.

Young people remain the hardest hit and measures to help unemployed youngsters have only had a limited effect. Unemployment amongst men under 25 rose by 3 per cent in 1983, compared to 4.3 per cent for men as a whole. But the figure for both younger and older women was the same at 6 per cent.

At the moment almost one in two unemployed women and a third of all unemployed men in the European Community are under 25, according to the EC Statistical Office.

But forecasters say that rates could be stabilising in most EC member states. In the Federal Republic of Germany seasonally-adjusted figures have shown a fall in recent months, but in France rates have started to rise. Over the past year the biggest percentage increases were recorded in the Netherlands, Ireland and Luxembourg.

Year of youth will help

THE UNDER-25s in Europe have a rough deal. 4.8 million of them are unemployed and many others are the victims of social, sexual or racial discrimination.

European Commission President Gaston Thorn says that the EC's contribution to the United Nations International Year of Youth in 1985 should be to help them actively and not just to organise artistic, sporting or cultural events.

EC efforts should focus on increasing links with young people, he says. Amongst the concrete proposals already adopted, he lists the EC programme for the exchange of young workers, the joint study programmes in higher education and vocational training schemes.

New proposals include plans for European voluntary service and special schemes to train youngsters in the use of new technologies.

COUNTDOWN to the COMMUNITY

Entry into the Common Market, an organisation with many faces, will have widespread repercussions for the business community in Portugal. In this regular series of articles we attempt to throw light on some of the serious - and some not-too-serious - facets of what will be involved as Portugal moves towards keeping her date with destiny.

TV advertising: cable will pose problems

THE SATELLITE and cable TV of tomorrow will not just increase viewers' choice. It will also let loose a flood of advertising and concern is growing about how to control it. The European Bureau of Consumer Unions (BEUC) has just published a report on the problem.

When one talks about the perspectives opened by Direct Broadcasting By Satellite (DBS) and cable TV, one usually thinks in terms of technical achievement and a breakthrough for the industry. People are less concerned about the interests of the viewers and the quality of programmes, says the BEUC. However the European

Broadcasting Union (EBU) and the European Commission have expressed urgent concern.

DBS will provide television with an international dimension and in technical terms will allow stations to broadcast across national borders. But to avoid a "war of the wavelengths", in 1977 the World Conference on the Administration of Radio Communications fixed certain limits. So if a country does not want to receive a particular foreign satellite it is entitled to occupy the satellite's wavelength.

But there remains a risk of supranational advertising making a mockery of national legislation, if commercial objectives supercede public interests. In its interim report on television in Europe, the European Commission said that it was "not difficult to imagine the kinds of pressure to which small countries could be subjected by powerful commercial interests".

"In our eyes the freedom to advertise cannot be equated to freedom of expression and advertising rules in receiving countries must be respected until they are harmonised", says the BEUC. At the moment no agreement is in sight between EC countries and rules on ads vary widely.

Neither Danish nor Belgian TV allow any advertising. All channels in EC countries are limited in the amount of time they can

allot to adverts. In Britain the IBA allows 80 - 90 minutes a day, in Ireland RTE is limited to 10 per cent of transmission time, in the Federal Republic of Germany ARD/ZDF are allowed 20 minutes a day, France allows 18 - 24 minutes, Luxembourg 20 per cent of airtime, in Italy RAI is allowed 5 per cent, Greece has 30 minutes a day and the Netherlands allows 3 hours a week.

Toughest controls exist in the Federal Republic of Germany, where no ads are allowed at peak times between 6 - 8 in the evening. There are none on Sundays and public holidays in the Federal Republic or the Netherlands. Only purely commercial stations like RTL and ITV allow ads to interrupt programmes. Tobacco ads are banned in France, Italy, Luxembourg and the Netherlands, but are allowed in the United Kingdom, Ireland and the Federal Republic of Germany.

Legislation also varies widely on issues like pharmaceutical products, treatments and paramedical products. Dozens of products and services are banned for reasons of health, morality or competition. For example marriage bureaus are not allowed to advertise in the United Kingdom, Ireland or Italy, loan agencies are not allowed ads in Italy, employment agencies cannot advertise in France, Italy, Ireland or the United Kingdom and if you want to advertise a war toy in the Federal Republic - think again.

The variety of legislation in operation testifies to the need for closer cooperation. The BEUC says that an EC directive designed to establish international advertising standards could be the guarantee needed. In the meantime the European Court of Justice has already backed the maintenance of existing legislation.

TUNA FROM SEYCHELLES

WHEN you next sink your teeth into a tunafish sandwich, it may be the result of a deep sea fishing deal just struck between the EC and the sunny island republic of the Seychelles in the Indian Ocean.

The deal, which will mainly benefit the French deep sea fleet, will allow eighteen refrigerated ocean-going EC tunny boats li-

cences to fish in Seychelles waters over the next three years.

Under the agreement, licensees will pay the Seychelles government 11.40 pounds sterling per tonne fished and the Community will pay an additional 171,500 pounds a year plus a 143,000 pounds scientific cooperation grant.

COUNTDOWN to the COMMUNITY

Plan to save drivers' time at frontiers

ACTION BY European lorry drivers fed up with administrative red tape at frontiers has paralysed Europe and illustrated two things: firstly the need to liberalise trade within the European Community and secondly the need to introduce a common transport policy.

"If Commission proposals to the Council of Ministers aimed at opening up frontiers had been accepted in their entirety, the situation could have been avoided", European Internal Market Commissioner Karl-Heinz Narjes and Transport Commissioner Giorgios Contogeorgis told Italian Ministers in February, as heavy loads blocked most of Europe's major road arteries.

The creation of a unified internal market

has been the subject of dozens of Commission proposals over the years. Currently at least ten proposals put forward in 1982 are still waiting for approval by the Council of Ministers. Whether the events of the past month will speed up their adoption remains to be seen.

Amongst the proposals put forward by the Commission is a single customs document to replace the numerous forms that exist at the moment. This has already been

accepted by the Benelux countries and will come into effect in July 1984. Another proposal designed to speed up the flow of traffic involves shifting VAT payments from frontier posts to points inside the country.

One of the most positive developments to date has been the decision reached at the Transport Council of December 1 1983. Ministers adopted a proposal put forward by the Commission in 1981 to speed up cross-frontier transfers. Under the new directive member states will have to centralise the various controls and formalities at a single location, replace systematic controls with spot checks and increase cooperation between different national customs services as regards the running of frontier posts, a harmonisation of opening hours and so on.

The new arrangements will have the double merit of saving lorry drivers' time and tax-payers' money. According to EC estimates, they will reduce the time spent by drivers at frontiers by between 30 per cent - 50 per cent, which in money terms represents over 570 million pounds sterling.

In a report to the Council of Ministers in 1982, the Commission claimed that the cost of maintaining internal frontiers was running at about 6.84 billion pounds sterling a year in terms of administration and time wasted in queues and offices - not to mention the hassles and aggravation to which lorry drivers and ordinary travellers are regularly subjected.

Nuclear power will increase

ENERGY consumption in the European Community could increase slightly this year for the first time in five years, according to a European Commission report.

The forecast, which was published in February, is based on expected economic growth rates of 1.7 per cent. Demand for oil, which accounts for nearly half of the total, will remain unchanged, but the production of nuclear power will increase by about 12 per cent, it claims.

Last year Europeans were using about 11 per cent less energy than in 1979. Oil consumption was 27 per cent lower than a decade before and energy imports continued to fall.

Coal imports also fell as Europe continued to become increasingly self-sufficient in energy. Last year oil imports only provided Europe with 32 per cent of her energy requirements, compared to 62 per cent in 1973.

Nuclear energy has played a key role in cutting imports. Since 1979 it has replaced the equivalent of 30 million tonnes of oil or 16 per cent of the total reduction in oil and gas imports over the period. EC oil and gas production has also risen and a wide variety of energy-saving measures have been introduced.



news about Portugal

PORTUGAL hosted a major conference on North-South dialogue, which took place in the Assembly of the Republic from April 9-11. In his speech to mark the opening of the conference, the President of the Republic, General Ramalho Eanes, said that colonial rule of the past century had been replaced in many cases by neo-colonialism. He described the world as marked by contrasts and differences. Portugal, due to its historical experience, its errors, and teachings, is a particularly appropriate place to debate the questions planned in this conference.

The Prime Minister, Mário Soares, emphasised that the North-South dialogue involved Europe, where there was an industrialised North and a poor and underdeveloped South. A dialogue means international solidarity and implies the need to overcome the imbalances in international society.

Among other speakers at the opening session were the President of the Parliamentary Assembly of Europe, Karl Ahrens, the Prime Minister of Cape Verde, Pedro Pires, representing Portuguese speaking African countries, the Indian Foreign Minister, Narasimha Rao and the President of Socialist International, Willy Brandt.

Mr. Brandt stressed that the very differences between the countries of Europe meant that they had an important role to play in bringing together the North and the South and in helping the developing nations of the Third World through a policy of co-operation.

The Portuguese Foreign Minister, Jaime Gama, in his speech, stressed the urgent need for Europe to assume a more dynamic role within Africa, and to adopt immediate measures to increase co-operation. It is in Africa that the situations of need and hunger are most alarming, and where Europe has the greatest responsibilities. Despite its commitment to helping other countries, Portugal's low level of development and the economic crisis have prevented it from participating in certain moves in support of these countries.

The North-South Conference was attended by representatives of more than 21 countries, and has been described as the year's most important forum on relations

between the two hemispheres.

Key points adopted in the final document, to be known as the Lisbon Declaration, include a resolution that each European country channel 0.7 per cent of their gross national product to developing nations for the next six years together with a call for the World Bank and the IMF to play a more important role in the North-South dialogue.

The text of the Declaration is considered as "the most progressive and comprehensive political statement on the relationship between rich and poor countries". There were, however, some difficulties in obtaining a consensus on the final form the Declaration should take. Conservative British delegates were particularly active in moderating some of the views of the more left-wing participants.

The Declaration stands as a clear statement of acceptance by the rich countries that the economic crisis cannot be overcome efficiently from within: the problems are global, and any imbalance in the Third World has immediate repercussions in the countries of the industrialised North.

W. Germany supports accession

The West German Chancellor Helmut Kohl, spent a 24-hour official visit to Portugal at the end of March. During his stay he was received by the President of the Republic and had talks with the Portuguese

Government. In a press conference, Kohl reaffirmed that the West German Government would try to do everything it could in support of Portugal's accession to the EC. He emphasised that the calendar for accession would have to be met, and should be completed by September. Portugal needs Europe but Europe also needs Portugal.

The Chancellor also expressed the interest of both the German and Portuguese Governments in promoting investment. A significant increase in investment was expected following Portugal's accession to the EC. Among the issues discussed in the talks in Lisbon was the creation of "tripartite" companies for investments in Africa, with the participation of Portuguese speaking African countries. These would be financed by West Germany and would have Portuguese technology.

Interest rates down: Soares

During a dinner to mark the 30th anniversary of the Portuguese/German Chamber of Commerce, the Prime Minister, Mário Soares, announced that interest rates would go down during the second half of this year. He said that there should then be fewer difficulties for the Portuguese people. Negotiations are being held with the IMF to fix the reduction of interest rates. The Portuguese economy is expected to revive from after July.

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NEWS about PORTUGAL

IMF: no agreement yet

The IMF delegation left Portugal on April 5 without any agreement on the revision of the Letter of Intent. The lack of clarification concerning the accounts of leading State owned companies, especially the Supply Fund, has prevented an agreement from being reached with the IMF. It is expected that the IMF delegation will return to Lisbon within two weeks in the hope that the Portuguese Government will have succeeded in clarifying these accounts. This is necessary in order to fix the limit of credit to the public sector. The complicated network of debts among the companies and between the State and the companies and vice versa, is due in part to the failure on the part of the State to pay subsidies.

The major problems for the Portuguese Government lie with the State owned sector. Under the agreement signed with the IMF, the Government also undertook to reduce the deficit of the "Fundo de Abstemimentos" (Supply Fund) from 16 million contos in 1982 to a surplus of 18 million contos in 1983 and 35 million in 1984. To achieve this the Government would have to reduce or withdraw subsidies to certain essential goods, which would result in a rise in their prices. The alternative would be an increase in the price of goods, such as fuel, so as to compensate for other subsidised goods. It is claimed that the Supply Fund has now reached an accumulated deficit of 100 million contos.

PSD President dies

The honorary President of the PSD, Nuno Rodrigues dos Santos, died on April 5 in Lisbon at the age of 74, after a long illness. Rodrigues dos Santos was an outstanding figure of the Opposition to the former regime who had dedicated his whole life to the ideals of freedom and democracy. He joined the PSD shortly after the 1974 Revolution.

UN forecasts more unemployment

A report from the UN Economic Commission, released recently in Lisbon, forecasts that unemployment in Portugal will rise sharply in 1984. Portugal's GNP is expected to drop by one per cent, as a result of the stabilising policies which are being implemented. Inflation in Southern European countries is likely to remain at high levels.

Better figures

According to figures from the Bank of Portugal, the deficit of the Portuguese Balance of Current Accounts dropped from 3.3 billion to 1.7 billion U.S. dollars in December 1983. This improvement was due to a large extent to a 20 per cent increase in exports and a 5 per cent reduction in imports. This resulted from a marked drop in investment which could exceed 8 per cent in real terms. The Institute for Foreign Investment has also made public that direct foreign investment went up by 27 per cent, totalling 16.2 million U.S. dollars in 1983, compared with 9.8 million in 1982.

A further bulletin states that Portugal's external debt totalled 14,160 million U.S. dollars in September 1983, which is lower than the figures released in March and June 1983. These were respectively 14,403 million dollars and 14,510 million dollars. This improvement in the external debt was principally due to the reduction in the Current Accounts deficit.

No change in economic team

Speaking at S. João da Madeira during a recent seminar promoted by the Council of Businessmen of the North, the Prime Minister, Mário Soares, said that the medium term problems of the Portuguese economy would not be solved if there were constant changes within the Government. He said the Government's economic team was not likely to be changed. It was important to have the confidence of the social partners, employers and workers who wished to give an efficient contribution to the development of the country. There has been much speculation about a Government reshuffle at the end of this month.

Mota Pinto meets Pope

The Defence Minister, Mota Pinto, was received by Pope John Paul II on April 8 after a special religious ceremony at St. Peter's Square attended by members of the Armed Forces of 24 different countries. Mota Pinto was also received by the Italian President, Sandro Pertini. They are reported to have discussed Portugal's accession to the EC and relations with Africa. President Pertini said he could not understand why a decision on Portugal's accession to the EC had not yet been made. He emphasised the strategic importance of Portugal in the defence of the West.

Encouraging EC document

A document prepared by the EC Commission emphasises that enlargement of the Community should not affect other Mediterranean countries. They would be allowed to maintain their existing agricultural exports to the EC after the accession of Portugal and Spain, although they should not expect their trade to be increased.

Meanwhile, the Italian Minister for Economic Planning, Luigi Longo, has announced that he will make an effort to try and achieve a consensus within the Italian Government to overcome the difficulties concerning Portuguese tomato pulp and Port wine exports to the EC.

Soares: deadlock will end

The Prime Minister, Mário Soares, said in Oporto recently that the present deadlock in negotiations for Portugal's accession to the EC would end soon. The dates for the end of negotiations and for accession, respectively September 1984 and January 1986, would be fully met. Soares was speaking to journalists after a meeting with the EC Commissioner, Ivor Richard, who attended a seminar in Oporto on Employment and Professional Training. Soares emphasised that unemployment was not exclusively a Portuguese problem, but rather a European one.

Government criticises media

The Government have issued a statement criticising the campaign of speculation by the media about alleged increases in the price of essential goods. This was aimed at alarming the public and at destabilising the economy. The Government was aware that the Portuguese people had shown courage and patriotism in coping with the country's great economic difficulties. The Government was determined to do everything in its power to minimise these.

Loan from Japan

A consortium of Japanese banks is to grant Portugal a loan of 65 million U.S. dollars (approximately 8,540,000 contos). The agreement is expected to be signed this month during the visit to Japan by the Finance Minister, Ernani Lopes. The visit is promoted by the Industrial Bank of Japan, which is the leading bank of the consortium.

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NEWS about PORTUGAL

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Shipyard for Mauritania

The Mauritanian Director-General of Fisheries, Amani Simboli, was in Lisbon recently for talks with the Portuguese authorities. Amani Simboli wants to encourage Portugal to build a naval shipyard in Mauritania, and to enlarge the airport in the capital.

Government to help newspaper firm

A joint despatch by the Minister of State, the Finance and the Labour Ministers, published in *Diário da República*, has announced a number of measures to enable the economic recovery of the State-owned company EPNC, which owns the newspapers *Diário de Notícias* and *A Capital*. This Government bill provides for the donation of EPNC property and its shares in the Oporto newspaper *Jornal de Notícias*, to settle outstanding debts to the State, to the Social Security, to the Unemployment Fund and to the banks.

The value of the EPNC property (which includes its premises in the centre of Lisbon) has been estimated at around 2.1 million contos. Since its debts do not exceed 1.6 million contos, EPNC will receive an immediate grant of 200 thousand contos in four shares. This will help the company to meet urgent expenditure.

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Need for more jobs

The Labour Minister, Amândio de Azevedo, has said that a successful employment policy would have to be based on social consensus and a greater flexibility of the labour market. It was important to increase the existing work which was economically justified and to promote its distribution by a greater number of workers, in order to increase employment. The Minister was speaking at the opening session of a conference on employment and professional training.

Private TV rejected

A CDS draft bill aimed at ending the State monopoly on television broadcasting and giving access to private companies, was yesterday rejected for debate in the Assembly of the Republic, on the grounds of unconstitutionality. Only the PSD and the CDS voted in favour, following the earlier line taken by the PSD deputy, Rebelo de Sousa, in support of a television channel for the Church.

Cabora Bassa discussions

Portuguese and South African delegations met recently in Lisbon for talks on the revision of tariffs for the power supplied from Cabora Bassa. A 100 per cent increase in tariffs had been agreed at the meeting in Cape Town. The Portuguese delegation is led by the Secretary of State for Treasury, António Almeida, and the South African delegation by the Vice Minister for Foreign Affairs, Louis Nell.



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NEWS about PORTUGAL

U.S. military aid programme

The U.S. Secretary of State, George Schultz, said recently in Washington that the military facilities granted to the U.S. by the Portuguese Government in the Azores, were vital if the United States was to be able to respond effectively in the event of military problems in Europe, or to threats to Western security coming from outside the NATO area. Schultz was addressing the External Relations Commission of the U.S. Senate, on his proposed programme of military aid to Portugal, Greece, Tunisia and Spain. Portugal is reported to receive the smallest portion of this aid - 208 million U.S. dollars - which, it is claimed, is half of the aid for Spain.

The U.S. Budget for the 1984/85 fiscal year, starting in October provides for 26 million contos military assistance to Portugal, in the context of NATO. U.S. military aid to Portugal is justified by the serious economic difficulties of a NATO member country and the need to modernise its Armed Forces in order to enable it to fulfil its role in the Alliance.

Portugal and Morocco

The Foreign Minister, Jaime Gama, paid a three day official visit to Morocco recently. He said on his return that the outcome of the visit had been very positive. Sr. Gama announced that an important general cooperation agreement had been signed, and that it would now be followed up by meetings between officials of the two countries. According to a report from the news agency *Notícias de Portugal*, Portugal might be involved in the building of a major shipyard in Morocco.

Increased exports to U.S.

Speaking during a meeting with Oporto businessmen, U.S. Ambassador to Portugal, Allen Holmes, said that there were substantial opportunities for the enlargement of commercial relations between Portugal and the United States. Ambassador Holmes said that the U.S. was very much interested in increasing Portuguese imports. *Expresso* has reported that at least three of the five American banks which already have liaison offices in Lisbon would like to open branches in Portugal.

Trade balance improves

According to figures released by the National Institute of Statistics, the deficit of the Portuguese trade balance dropped by 28.7 per cent in January, as compared with the same month in 1983. The deficit was 31.8 million contos, whilst in January 1983 it had reached 44.6 million contos.

More bomb attacks

In a statement sent to ANOP, the "FP-25" revolutionary movement claimed responsibility for four bomb explosions on March 17 in Cascais, Estoril, Beja and the Algarve. The attacks, which were intended to destroy property belonging to the Vilhena de Andrade family, did not result in injury to any individuals. "FP-25" claimed solidarity with workers of the *Lutar é Viver* cooperative and with the principle of agrarian reform. The attacks followed the opening of a court case between the Vilhena de Andrade family and the Beja Cooperatives.

Problem-solving Council

The Permanent Council for Social Consensus was sworn in on March 20 by the Prime Minister, Mário Soares. This new body comprises representatives of the Government, trade unions, and employers' associations. The CGTP, however, has refused to take part in the Council. Mário Soares said that the Government relied on dialogue as a way of solving problems. Speaking on the same occasion, the Finance Minister, Ernani Lopes, said there were good conditions for successful dialogue and understanding. He announced that the Government would release a programme for economic and financial recovery in July.

Barreto is critical

The new President of the Institute for External Trade, José Ferraz, was sworn in by the Minister for Trade and Tourism, Álvaro Barreto on March 26. Speaking on this occasion, the Minister described as "ambitious" the objective of a 7 per cent increase in Portuguese exports in 1984. He criticised the negative factors in Portugal's external trade, particularly the geographical concentration.

Inflation now 35 per cent?

According to figures from the National Institute of Statistics, the inflation rate in Portugal reached approximately 30.3 per cent during the first two months of 1984, compared with 21 per cent during the same period last year. The Institute expects that inflation will have risen to approximately 35 per cent by the end of the first quarter of 1984.

More money from tourism

Figures released by the Bank of Portugal show that tourist receipts from January to October 1983 reached Esc. 76.4 million. This represents a 31 per cent increase on the same period in 1982. However, when calculated in dollars tourist receipts dropped by 5 per cent to 689.93 million US dollars in 1983, compared with 726.37 million dollars in 1982. During the month of October 1983 receipts were 52 per cent more than in October 1982.

Changes in labour laws

In an interview with *O Tempo*, the Labour Minister, Amândio de Azevedo criticised the rigidity of the law regulating the suspension of working contracts. He announced that dismissals would be liberalised. The Government is preparing a package of bills which will introduce profound changes in the present labour legislation.

Police disperse demonstration

Six workers of Sorefame had to be taken to hospital for treatment, following riot police intervention to disperse a demonstration, in Lisbon last month. The Sorefame workers had decided to go ahead and stage the demonstration, despite a warning by the authorities that it had not met the legal requirements. The workers wanted to put pressure on the Management and the Government to pay arrears of salaries and to provide assistance to enable the financial recovery of the company.

Taxes in instalments

Taxes that fell before 1983 may be paid in instalments, according to a recent decree-law.

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NEWS about PORTUGAL

Portugal opens US\$5 million credit line to Bissau

The Minister for the Economy and Finance of Guinea-Bissau, Vitor Freire Monteiro, who was in Lisbon recently on a private visit, has announced that a five million U.S. dollar credit line to Guinea-Bissau had been made available by the Portuguese Government. He emphasised that Guinea-Bissau urgently needed to import 3.4 million dollars worth of consumer goods from Portugal.

President Eanes has invited the President of the Republic of Guinea-Bissau to pay an official visit to Portugal during the first week in June.

Call for national recovery

The President of the Portuguese Industrial Association, Rocha de Matos, has urged businessmen, trade unions and political forces to commit themselves without further delay, to a project of national economic recovery whether or not Portugal joined the European Community. Without this commitment, accession to the EC could even be a failure. An industrial policy required an atmosphere favourable to investment.

Lopes expects improvement

During a lunch given by the Portuguese Industrial Association in Lisbon, the Finance Minister, Ernani Lopes, claimed that a slow but progressive change in the Portuguese economy was expected to start at the end of June. He announced that the programme for the recovery of the national economy would be made public before then. It will provide for the rationalisation of the State-owned companies, the economic recovery of specified firms, the definition of a regional policy and the reform of the tax system. He said that the Portuguese people would have to live another two years under an austerity policy before the country's economy could be re-launched.

Trade with UK favourable

In the course of her visit to Britain, the Secretary of State for External Trade, Raquel Bettencourt Ferreira, announced that the bilateral trade balance between the UK and Portugal was in Portugal's favour. Raquel Ferreira, who was the guest of honour at the annual dinner of the Portuguese Chamber of Commerce, emphasised the fact that Britain was still the largest customer for Portuguese goods. It is expected that accession to the EC will further reinforce links between the two countries' economies and peoples.

Unpaid salaries complaint

The trade union GTPP/IN has decided to make an official complaint to the International Labour Organisation over the non-payment of salaries in Portugal. The CGTP claims that this situation is a violation of several conventions which have been signed by Portugal.

According to a recent report in *Tempo*, the amount of unpaid salaries to Portuguese workers has reached 5 million contos. This situation applies to 316 firms affecting 50,552 workers. These companies' debts to the *Caixa* medical scheme and to the Unemployment Fund exceed 16 million contos.

Island regions

The 2nd Conference of European Island Regions took place last month in Ponta Delgada, Azores. A "Declaration of the Azores" was issued at the end of the conference which emphasised the need for Europe to think about its island areas. In order to enable a successful European integration, the island regions of the member countries, which were an essential political part, would have to be fully associated with European institutions. The participants stressed the need for these institutions and national governments to solve the specific problems of the islands. ←

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MATERIALS HANDLING. A company based in Essex which specialises in materials handling equipment, whether for sale, hire or export, would like to make its services known in Portugal. The company are the sole UK and Eire concessionaires for the Belotti range of front loading container handlers and straddle carriers, and can handle from 1 to 42 tons. A price list is available at the Chamber. Contact: Alan Barlow, Euro Lift Plant (UK) Ltd., Euro House, 5-13 River Road, Barking, Essex IG11 0HE, UK. Tel: (01) 591 0913. Telex: 8954216.

COACHES FOR SALE. Two 1983 Executive coaches, fitted with reclining seats, toilets, PR system, coffee machine and Nomad drivers bunks. Leyland chassis, coachwork built by Portuguese company, Utic, with left-hand drive. Sellers are willing to meet any interested party at a Channel port or a UK airport, and take them to inspect the coaches. Asking price: 20,000 pounds sterling or any reasonable offer. Contact agents: Mr. W.J.M. Bridge, Walton and Hipkiss Auctioneers, 13 Hagley Road, Stourbridge DY8 1HQ, Worcestershire, UK. Tel: 38439 2371.

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To the forefront will be the most recent advances in unmanned machines from full scale flexible manufacturing systems (FMS) to machining cells, together with CNC robots for automated handling, assembly, welding and surface treatment. Also prominent will be the latest in machining techniques, automated inspection, developments in laser technology and many sophisticated new peripherals.

For further information, contact the Machine Tool Association, 62 Bayswater Road, London W2 3PH. Tel: 01 402 6671. Telex: 27829.

A three-day conference from June 26 - 28 at the Metrople Hotel, NEC, will present and debate all aspects of machine tools and management, in particular, the changing role of machine tools in manufacturing. Details are available from IFS (Conferences) Ltd. Tel: Bedford (0234) 853605

DISPLAY COMPETITION AT SHOPEX

Shopex 84 is being held at Olympia, London from June 10 - 14. The organisers, jointly with the Shop and Display Equipment Association, sponsor an annual British Display Society's National Student Window Display Competition, to encourage students to demonstrate their skills in display in open competition.

"The competition is valuable as a way of airing fresh ideas from students, who will be the people influencing retail display design in future years", said Bernard Brandham, FBDS, Chairman of the British Display Society. Winning entries will be displayed throughout the exhibition.

For further information, contact Mike Birch or Gillie Grey at: AGB Communications Ltd., Highway House, 87 Blackfriars Road, London SE1 8HB. Tel: 01 928 8641.

NEARLY 50,000 VISIT ELECTREX '84

Electrex '84, the international electrotechnical exhibition, at the National Exhibition Centre, Birmingham, closed on March 2 with a record-breaking attendance of nearly 50,000 visitors over five days.

The general consensus of exhibitors' views on the exhibition was that it was "an excellent shop window for the industry". They said that "the number of visitors and the quality of enquiries exceeded all expectations".

Visiting the exhibition on the final day, Mr. Kenneth Edwards, Deputy Director-General of the CBI, congratulated Electrex on a "fatter and healthy" show organised against a background of recession.

"There are signs of recovery spreading from the consumer side across industry, although some sectors need encouragement. A growth of three per cent is assured in the coming year," he said.

"The electrotechnical industry is in the vanguard of the recovery and Electrex focuses attention on modern industry. Electrex should be proud of the role it plays informing engineers of the modern technical processes," declared Mr. Edwards.

There were other favourable comments from many exhibitors, all of whom agreed that the show had been a huge success.

The provisional total attendance was 49,270 which was more than a 15 per cent increase on the previous exhibition in 1982. Overseas visitors numbered 1,768 - up 27.2 per cent.

The dates for Electrex '86 are February 24 to 28, 1986, also at the National Exhibition Centre.

INTERIOR DESIGN INTERNATIONAL

The International Contract Furnishing and Interior Design Exhibition, Europe's largest annual exhibition of interior design, is being held at Olympia, London, from May 13 - 17. Following a record number of visitors in 1983, IDI is expected to be equally well attended this year. The exhibition covers all aspects of interiors, from flooring to ceilings, and everything in between.

For further information or travel and accommodation advice please contact Joan Turner, Promotions Department, IDI, Audit House, Field End Road, Eastcote, Ruislip, Middlesex HA4 9XE. Tel: 01 868 4499.

Próximas Feiras

ABRIL

Reino Unido

Abril: Exposição Internacional de Artigos Domésticos - Birmingham.

Portugal

7 - 15: CAMPISPORT '84 - Exposição de Material para Campismo, Caravanismo e Desporto - Porto.

22 - 1/5: TURI-XIRA - III Salão de Campismo e Tempos Livres - Vila Franca da Xira.

28 - 6/5: AGRO'84 - Feira Internacional da Agricultura, Pecuária e Alimentação - Braga.

28 - 6/5: SIEMO - Salão da Iluminação e Mobiliário - Porto.

28 - 6/5: HABITAT '84 - Porto.

MAIO

Reino Unido

Maior: Feira das Indústrias da Carne - Londres.

1 - 3: Exposição da Electrónica para a Produção Eficiente - Birmingham.

13 - 15: Feira Britânica do Artesanato - Harrogate.

13 - 16: Exposição do Móvel - Londres.

13 - 17: Exposição da Decoração Interior - Londres.

15 - 18: Salão Internacional da Manutenção - Birmingham

23 - 25: Feira do Vinho - Londres.

29 - 1/6: Salão Internacional de Vinhos Espirituosos - Londres.

Portugal

9 - 13: BRINCA/DUAS RODAS - Salão Internacional do Brinquedo e do Veículo de Duas Rodas - Lisboa.

9 - 13: Feira Internacional de Lisboa - Lisboa.

31 - 3/6: PORTEX - Semana Portuguesa de Têxteis, Malhas e Vestuário (Primavera/Verão) - Porto.

CARS, FRIDGES, BRAIN-SCANNERS: THE MICROCHIP IS SO VERSATILE



In PART 8 of his series of articles on computers, JOHN TWINAME looks at where silicon chips are made and at some of their applications.

IN THE LAST article I made a brief survey of the silicon chip, and how it developed into what it is today, having millions of circuits on a single chip. The kinds of applications are constantly expanding and it is at these applications that I want to look this time.

It is true to say that there is hardly any human activity at this moment which has not been affected by this new technology. It is further probably true to say that those areas unaffected will shortly be taking advantage of the technology available. From the idea to the realisation there is always a time lag — many uses are already envisaged, but have yet to be realised.

When you think about it you will recall that a silicon chip is nothing more nor less than a highly condensed circuit, which after all could be anything from a very advanced computer to an elaborate type of switch. So wherever there is a system which uses electronics it is capable of being condensed into a smaller space, using less power and being more efficient, the idea of removing moving parts and placing the whole system into a 'solid state' device creates a more reliable system.

For the repair man the new technology represents a change in the method of work. First, if a chip is wrong then nobody is going to repair it — they cannot, it has to be replaced. Chips do fail for one reason or another, usually because too much current has been allowed to get into the circuit, or because the temperature of the chip has risen more than it should. These effects are very often caused either by bad design or by a failure of another component in a

system.

Today the repair man is more involved with the diagnosis of which Integrated Circuit (IC) or which Printed Circuit Board (PCB) or what part of the current supply has failed, and he then replaces it. The tremendous reliability of the solid state device has, along with its other advantages, created a huge demand for the products, to such an extent that there is now a world shortage.

The production of the silicon chip is clearly one of the fastest expanding industries of all time. The kind of expansion plans that companies such as Intel, Zilog, Plessey, GEC, Ferranti, Inmos, and the Japanese companies Mitsubishi, Hitachi, Nec — to name just a few — are participating in, show that this industry is one of explosive growth rates. Examining the profitability and total sales of one or two companies is one way of getting a glimpse of the market as it is.

Intel, one of the American giants, producing predominantly chips, has just reported sales for 1983 of 1.12 billion dollars, with profits of 116.1 million dollars. This represents an increase in sales over the previous year of 25 per cent, but profits rose from 30 million, representing an increase of more than 300 per cent. Intel stated that "the financial results re-

flected the high demand for the company's components and board products. The deluge of orders that hit us in June shows no sign of abating in 1984", Intel's expansion plans for the UK involve a doubling of its presence by the end of 1986. Last year they doubled turnover in their UK production at Swindon.

Inmos, which is 75 per cent Government owned and the British answer to Intel, has done well, without actually reaching expectations. They are producing large numbers of 64K and 16K memory chips. They have an interesting new processor chip with linked memory, which they are expected to release soon. The profits forecast for 1984 is 7 - 10 million pounds sterling, so the Government should have no difficulty in recouping over 100 million pounds of taxpayers' money.

ONE MEGABYTE CHIP

The Japanese, who have been putting a lot of effort into developing their electronics industry, have been active in the manufacture of chips. Mitsubishi, for example, had annual sales of more than six billion dollars, 36 per cent of which is related to electronics. Their overall profit last year was 145.9 million dollars. They planned to invest 148 million in that year in the semiconductor division alone. They currently produce 256K memory chips and have recently announced a forthcoming one megabyte memory chip, sufficient to store about 75 pages of text.

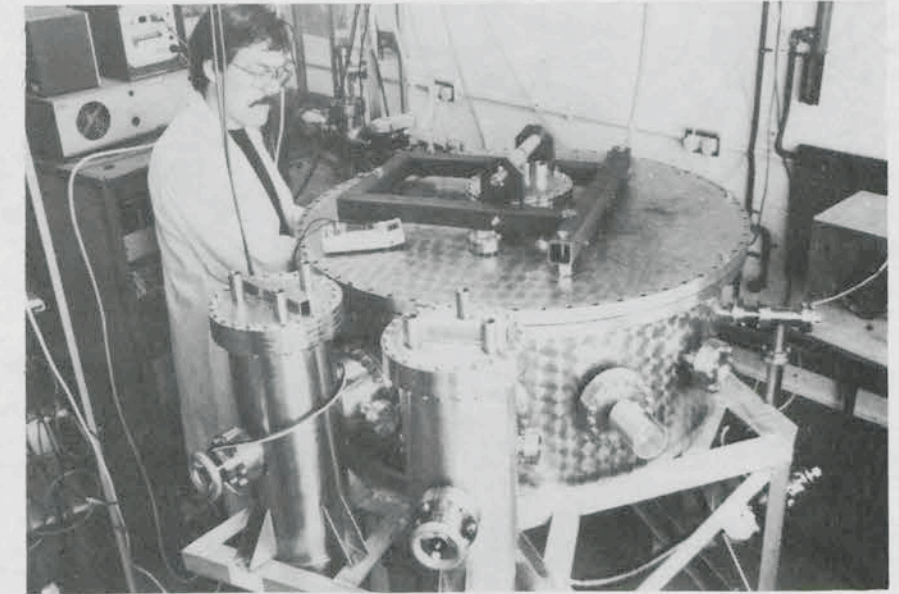
Where do all these chips go? The applications are increasing every day, but the largest single market is that of memory devices. If we think of a chip in terms of the functions it has within its circuitry, then an average processor chip will usually support anything from five to 100 times as many functions of memory. The majority of applications are invisible to the user,

since most people do not think of their new washing machine or car having inside them small microprocessors which perform all kinds of operations, from controlling washing cycles to regulating the petrol-air mixture within a computerised ignition system.

Lucas in Britain has performed extensive research in the applications of microprocessors to the car industry. Part of this research is evident in the new Austin Maestro. Even timepieces are being based more and more on microchips, causing the near collapse of the Swiss watch industry, which to survive has had to follow suit. Personal computers and calculators are a considerable market, along with computer games and toys.

There are areas in which the use of microchips has made possible applications which were simply too complex to be tackled without their help. The example in the photograph is of a system used in the logging of data, and the control of an experimental refrigeration system. The system allows the simultaneous monitoring of 35 temperature points, 7 pressure points, 14 fluid flows, and 4 electrical measurements, by the computer system shown. As a result of his research Dr. J.T. McMullan, who is a Physicist at the New University of Ulster and head of the Energy Study Group was able to show ways of making savings of around 20 per cent in energy utilisation of almost any type of refrigerator. Dr. McMullan was appointed as Advisor on energy research and development to the Commission of the European Community.

There are innumerable examples of applications where the chip has helped gain new knowledge. It is significant that the knowledge of the working of the human brain is only now being fully investigated through the use of systems which allow simultaneous readings to be taken with en-



Dr. Graham next to a decompression chamber which produces the kind of vacuum approaching that of outer space. A piece of very pure semiconducting material is placed in the chamber where it can be bombarded with different molecular particles.

cephalograms or the more elaborate computerised scanning techniques now available. It may be true to say that in almost every human endeavour the chip is going to be, or has already become, a very valuable servant.

RESEARCH PROJECT

The rate of change in the microelectronics industry has led to the need for heavy involvement in research. The leaders in the world are the USA and Japan, both countries who have invested large amounts in research and are continuing to do so. Where does this leave Britain? Any country that wants to manufacture chips can do it. The only requirement is the need to purchase the equipment to manufacture the chips and, of course, the design knowledge. The best production machines are presently only available from the USA and Japan. These are the machines that can etch lines which are about 2 microns (millionth of a millimetre) wide, and will only be available after they have been well used at home.

The British Government is giving great importance to their microelectronics in-

dustry and have recently established a research programme aimed at giving Britain the "knowhow" to make production machines with the capacity to etch lines 1 micron wide within 5 years, with a 2-year target of 1.5 microns. This programme is referred to as the ALVEY Directorate, and is a government body set up especially to coordinate research. The programme is impressive and represents a commitment by the Government to boost research in this area.

The projects envisaged are extremely interesting. One example involving surface physics is being carried out at the New Ulster University by Dr. Bill Graham and his team. "What we discover about surface physics will help our understanding of what is happening and so pave the way for more precise cutting methods" said Dr. Graham. This research is being half paid for by the Government and half by an industrial sponsor, who will then be able to take advantage of what is learnt. The present trends in both applications and discoveries indicate that the "micro future" will be very interesting, and that is a subject I will deal with in a later article.



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INDÚSTRIA AUTOMÓVEL BRITÂNICA



Desenhos de carros e veículos de carga para o ano 2000

Está aberta no Centro de Desenho de Londres até 12 de Maio uma exposição da indústria automóvel mostrando algumas das inovações correntemente oferecidas pela indústria.

Entre os desenhos exibidos conta-se um projecto novo da Ogle Design, uma firma especializada em projectos automotriz e aeroespaciais. A contribuição da Ogle para a exposição no Centro e denominada 'Para avante' é o 'Projecto 2000', o conceito da companhia para um salão familiar nos fins deste século.

O estudo da Ogle é constituído por um carro de quatro lugares com transmissão às rodas da frente que usa um motor compacto com transmissão continuamente variável considerada como a normal ao chegarmos ao ano 2000. O veículo tem uma carroçaria integrada 'em caixa' com a linha do tejadilho bem projectada para a rectaguarda e a frente em cunha.

A frente do veículo tem linhas muito suaves que ligam a um pábrabis com uma configuração em V do tipo usado na indústria aeronáutica.

Foi prestada atenção especial ao fluxo de ar neste carro do 'Projecto 2000'. Experiências em túnel de modelos anteriores revelaram um coeficiente inferior a 0,27 mesmo sem qualquer tratamento especial de áreas que constituem problemas como, por exemplo, os arcos das rodas. Este coeficiente de arrasto conduz, segundo os designers afirmam, com o elevado nível de estabilidade produzindo uma força vertical suave em ambas as extremidades do carro.

Medido apenas numa situação frente ao vento alguns feitos aparentemente aerodinâmicos podem sofrer bastante, quando sujeitos a ventos laterais. A Ogle afirma que evitou esta armadilha. Sujeito a um ângulo de desvio de 20 graus — equivalente a um vento lateral forte quando a rodar a 112 kph — o coeficiente de arrasto do Projecto 2000 mantém-se abaixo de 0,3 com pouco levantamento na frente e um aumento na parte traseira a, mais ou menos, o que existe hoje nas carroçarias.

A Ogle está convencida de que se fará grande uso de materiais avançados, incluindo compostos. O Sr. Karen afirmou: "Ficaremos muito desiludidos se não formos capazes de reduzir menos de dois terços dos actuais pesos de carroçarias".

OGLE DESIGN LIMITED, Birds Hill, Letchworth, Herts SG6 1JA, Inglaterra. Contacto: Gethin Bradley, Good Relations Group plc, 59 Russell Square, Londres WC1B 4HP, Inglaterra. Tel: (01) 631 3434. Telex: 265903.

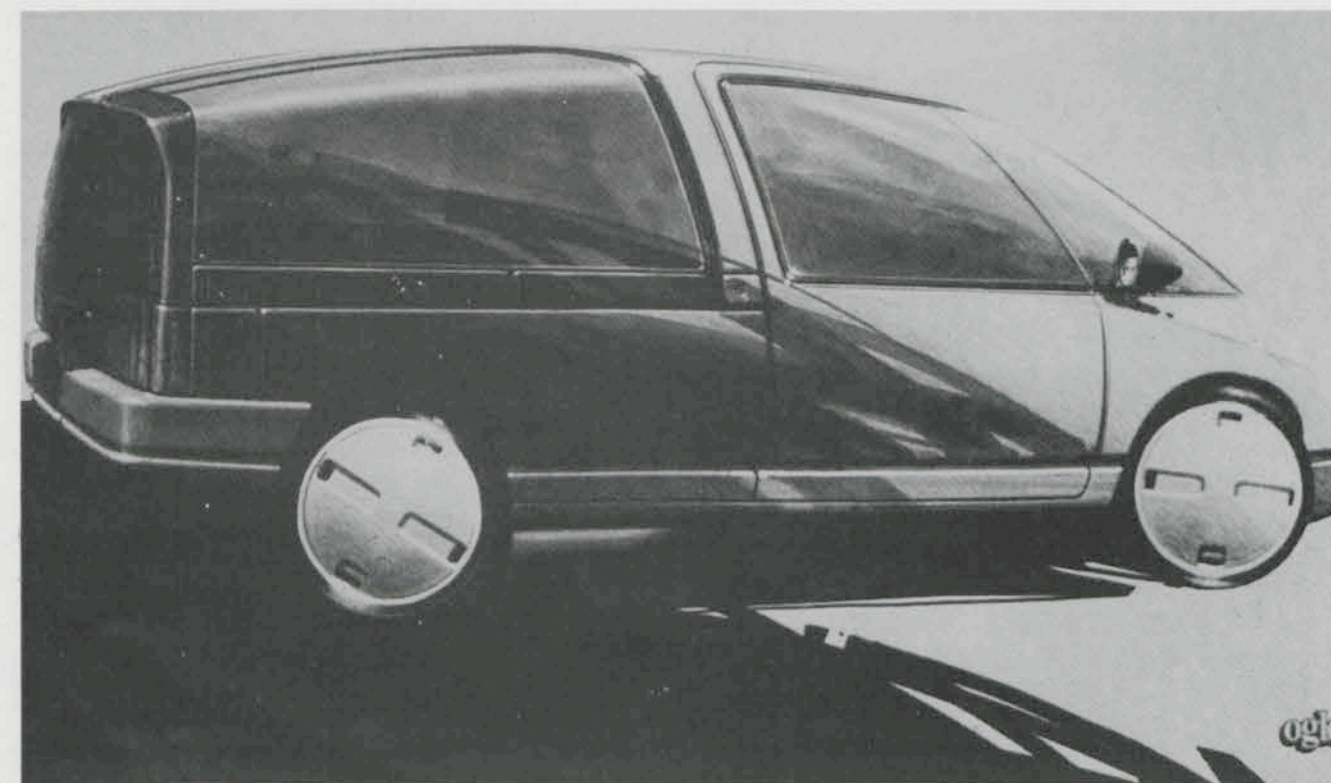
O Grupo AE obteve muitas encomendas do estrangeiro

Tempered Spring, de Sheffield, Inglaterra, membro do grupo de componentes automotriz AE, vai fornecer a Chrysler dos E.U.A. com molas de alta precisão para pistões de embraiagens posteriores, componentes vitais na fabricação de transmissões automáticas.

O contrato, que tem um valor potencial de 4 milhões de libras vai ser dispersado durante os próximos três anos.

Outra companhia da AE, a AE Auto Parts, com sede em Bradford especializada na vasta gama de componentes de precisão para os mercados internacionais acaba de anunciar encomendas com um valor superior a 6 milhões de libras vindas de países do Médio Oriente e a entregar durante os próximos 12 meses. Os contratos são para pistões, anéis de pistão e rolamentos para uma gama de motores ligeiros para automóveis e veículos comerciais. Só uma encomenda, para rolamentos de motor, excede 1 milhão de libras em valor.

AE plc, Cawston House, Rugby, Warwickshire CV22 7SB, Inglaterra. Contacto: Mike Hurn. Tel: (0788) 816677. Telex: 311259.



O Desenho da Ogle 'Projecto 2000'

INDÚSTRIA AUTOMÓVEL BRITÂNICA

O MG Metro V6 vai atacar as provas desportivas de automóveis

A estrela da época automobilística de 1984 jamais atacada por uma companhia britânica vai ser o carro para ralis V6, de 2,5 litros de cilindrada, com motor ao centro e transmissão às quatro rodas, baseado no MG Metro.

O MG Metro 6R4 vai aparecer pela primeira vez durante o mês de Abril e continuará a ser experimentado em provas de avaliação antes de ser tomada a decisão final de entrar nas 200 provas para poder atacar o campeonato mundial de ralis. Protótipos tem estado a correr em segredo há um ano.

Esta época o principal interesse da Austin Rover em desporto automobilístico vai ser concentrado em corridas e ralis com o Vitesse V8 e provas de importância com o MG Metro.

Os salões Vitesse de cinco portas com uma potência de 280 cv vão competir em campeonatos nacionais e internacionais por toda a Europa, incluindo o Campeonato Europeu de Carros de Turismo. As entradas experimentais do ano passado nas provas do ETCC resultaram num terceiro lugar na corrida das 24 horas de Spa e um primeiro lugar na Taça de Turismo do RAC em Silverstone, na Inglaterra.

Dois ou três Rover Vitesse vão tomar parte em todas as 12 provas dos Campeonatos do ETCC em 1984 com turmas seleccionadas de entre os principais corredores europeus. Após as 11 vitórias da Rover em 11 participações no Campeonato Britânico de Salões em 1983, dois carros preparados pela fábrica vão tomar parte nos campeonatos de 1984 em concorrência com muitas outras marcas privadas.

Uma turma de dois carros da Austin Rover França vão entrar nos campeonatos franceses de salões, com carros com uma potência de 320 cv ao freio, criados especialmente para cumprirem os regulamentos franceses, e mais outros dois carros da Austin Rover da Alemanha estão a ser preparados em Aachen pela Auto Technik Nickel, com especificações idênticas às dos carros nacionais.

Rover Vitesse vão entrar também em vários ralis importantes tanto na Grã-Bretanha como na Europa na categoria de carros de produção do Grupo 'A'. Estes carros vão usar os motores de corrida Rover, em alumínio, com 280 cv ao freio e uma transmissão de cinco velocidades.



O Carro de rali MG Metro V6 com transmissão às quatro rodas.

A Série Competição MG Metro vai ter lugar na Grã-Bretanha, em França e na Itália e noutras nações europeias em que se realizam provas desta categoria enquanto que dois MG Metros Turbo com uma potência de 190 cv ao freio vão tomar parte nos campeonatos de carros salão da Grã-Bretanha.

AUSTIN ROVER GROUP LIMITED, Canley Road, Canley, Coventry CV5 6QX, Inglaterra. Contacto: Clive Richardson. Tel: (020) 70111. Telex: 312571.

A Dunlop entra no mercado de Adesivos Estruturais

Durante 1984 a Divisão de Produtos Químicos da Dunlop vai lançar uma gama nova de adesivos estruturais.

A nova variedade de Dunlop SAS (Sistema de Adesivos Estruturais) está agrupada em seis secções: SAS 100 - adesivos anaeróbicos; SAS 200 adesivos cianoacriláticos; SAS 300 - acrílicos de segunda geração; SAS 400 - resinas epóxicas cheias a metal; SAS 500 - resinas epóxicas reforçadas; SAS 600 - vedantes silícos. Uma gama separada de produtos de manutenção correlativa incluem lubrificantes em aerosol, inibidores de corrosão e agentes para forjaduras de moldes.

Os novos produtos vão ser vastamente utilizados nas indústrias de manufatura sobretudo na construção de carroçarias de veículos e motores, em todos os tipos de equipamentos originais e em todos os tipos de montagens desde electrónicas a dentes artificiais, óculos e equipamento hospitalar.

Vão ser usados também na manutenção de maquinaria e equipamento em fábricas.

Entre as diversas actividades em que a gama foi experimentada e aprovada foi a aglutinação de caixas de elevadores indústrias de construção civil e de borracha, equipamento de laboratório, vidraria de chapa dupla, circuitos eléctricos e artigos de fantasia.

DUNLOP CHEMICAL PRODUCTS DIVISION, Chester Road, Erdington, Birmingham B35 7AL, Inglaterra. Contacto: Alan Brown, Structural Adhesive Systems. Tel: Birmingham (021) 373 8101. Telex: 334316.

INDÚSTRIA AUTOMÓVEL BRITÂNICA

Mais desenvolvimentos técnicos conseguidos pela AE

Um novo desenho britânico de pistão isolado com folga que, segundo se afirma, melhora a eficiência global de motores diesel foi posto no mercado pelo Grupo AE, um dos maiores produtores de componentes especializados para motores.

O novo pistão abre a porta a reduções tanto em peso como em volume do conjunto, e possui uma coroa circular de aço/alumínio aglutinado, situado entre a coroa ferrosa e o corpo do pistão em liga de alumínio. Isto cria uma folga de ar sobre o centro da coroa do pistão e uma folga secundária entre a coroa e a periferia. Este método de construção oferece um elevado grau de resistência mecânica com uma baixa transferência térmica.

Rigorosas experiências ao recente desenho da AE confirmaram as vantagens nas características do pistão, sobretudo em maiores temperaturas operacionais que aumentam de 260°C na inserção da coroa no tipo convencional de pistão até 652°C. As temperaturas no corpo do pistão novo e no anel superior mantêm-se a um máximo de 167°C, devidos aos efeitos de melhor isolamento.

Para motores de maior potência, existe uma camada de zircónio na superfície superior da inserção na coroa para assegurar melhor isolamento e para limitar a temperatura de operação no aço da coroa do pistão.

Uma outra inovação da AE é o Glacier AS104, um novo material para cambotas. Criado pela subsidiária da AE, a Glacier Metal Company, trata-se de uma liga de alumínio-estanho-silício aglutinada a uma base de aço. Com uma resistência extraordinária a colagem com uma potência resistente a altas temperaturas o novo material tem, segundo se diz, excelente compatibilidade com a forjadura nodular em ferro forjado das cambotas que se usam cada vez mais nos modernos motores de combustão. Em testes revelou uma resistência dobrada nas cargas que causam

colagens nos materiais de chumbo-bronze.

AE plc, Cawston House, Rugby, Warwickshire CV22 7SB, Inglaterra. Contacto: Mike Hurn. Tel: (0788) 816677. Telex: 311259.

As vendas de automóveis no Reino Unido continuam a crescer

1984 começou exactamente como 1983, terminou com as vendas de automóveis e de veículos comerciais a aumentarem consistentemente. Nos primeiros dois meses de 1984 as vendas de automóveis estabeleceram um recorde novo com 325.671 unidades, uns 5,7 por cento acima do mesmo período o ano passado.

As vendas em Fevereiro estabeleceram também um recorde novo com a venda de 163.828 carros e, pela primeira vez, o Vauxhall Cavalier, o carro irmão do Opel Ascona da GM na Europa e do Holden Camira Australiano foi o modelo de maior venda. Para os dois meses, o Ford Escort foi o modelo individual de maior venda com um montante de 31.164 carros, seguido pelo Cavalier (30.967), Ford Sierra (23.042), Austin/MG Metro (22.990), Ford Fiesta (20.674) e Austin MG/Maestro (15.716). O principal fabricante durante os dois meses foi a Ford com 27,13 por cento de todas as vendas, seguida pela General Motors (Vauxhall/Opel) com 20,66 por cento e a BL com 17,32 por cento. Em 1983 as vendas globais de automóveis obtiveram uma cifra nunca igualada de 1,792 milhões de veículos.

As vendas totais de veículos comerciais em Janeiro/Fevereiro subiram em 7,1 por cento em comparação com o mesmo período o ano passado quando as vendas foram de 46.943. A Ford ocupou a testa do mercado com 14.872 unidades vendidas, seguida pela BL com 8.925 e GM (Bedford) 7.143.

SOCIETY OF MOTOR MANUFACTURERS AND TRADERS, Forbes House, Halkin Street, Londres SW1X 7DS Inglaterra. Contacto: John Weinthal. Tel: (01) 235 700.

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PORTUGUESE LEGISLATION

February/March 1984

Compiled by ERNST AND WHINNEY

LEGISLAÇÃO FISCAL

Centros de desenvolvimento industrial do interior (CDII)

D.L. 63/84 (24/2). Cria os centros de desenvolvimento industrial do interior, considerados centros tecnológicos para efeitos de benefícios fiscais concedidos pelo D.L. 447/83, de 26/12/1983.

Orçamento do Estado para 1984

Execução :

D.L. 69/84 (27/2) :

- Prorrogação dos prazos para concessão de benefícios fiscais às empresas com contratos de viabilização ou acordos de saneamento económico e financeiro e às empresas assistidas pela Parempresa .
- Mantém, relativamente às despesas suportadas no exercício de 1984, o imposto extraordinário sobre algumas despesas das empresas (10%) .
- Mantém, relativamente aos rendimentos colectáveis respeitantes ao ano de 1983, o imposto extraordinário sobre lucros (5%) .
- Mantém os impostos extraordinários, sob forma de adicional, sobre imposto de capitais, secções A e B (10%), imposto de mais-valias (15%), sisa (quando as transacções forem superiores a Esc.10.000.000\$00) (15%) e imposto sobre as sucessões e doações (15%) .

Ajudas de Custo

Portaria 132/84 (2/3). Actualiza as ajudas de custo para os funcionários do Estado em deslocações no País, valor que será o considerado como limite para a generalidade dos trabalhadores, para efeito de isenção de imposto profissional, fundo de desemprego e imposto complementar.

LEGISLAÇÃO FISCAL

Contribuição Predial

D.L. 73/84 (2/3). Altera o Código da Contribuição Predial no sentido de os rendimentos provenientes de sublocação ou cessão onerosa de lojas em centros comerciais ou estabelecimentos congêneres passarem a ser tributados em con-

TAX LEGISLATION

Industrial Development Centres in the interior (CDII)

D.L. 63/83 (24/2). Sets up the industrial development centres in the interior, considered as technological centres for the purposes of tax benefits granted by D.L. 447/83 of 26/12/1983.

State Budget for 1984

Brings into force :

D.L. 69/84 (27/2) :

- Extends the periods for concession of tax benefits to companies which have entered into feasibility contracts or economic and financial improvement agreements, and also to those being assisted by Parempresa .
- Maintains the extraordinary tax on some company expenses (10%) in relation to expenditure during 1984 .
- Maintains the extraordinary tax on profits (5%) in relation to taxable income for 1983.
- Maintains the extraordinary tax, in the form of an additional, on capital tax sections A and B (10%), capital gains tax (15%), property transfer tax (when the amount involved in the transaction is in excess of Esc. 10,000,000) (15%) and on succession and legacy duties (15%).

Travel Allowances

Portaria 132/84 (2/3). Brings up to date the rates of allowances for civil servants travelling in Portuguese territory. These rates will also be considered as the maximums permitted for personnel in general, for the purpose of exemption from professional tax, unemployment levy and complementary tax.

TAX LEGISLATION

Property Tax

D.L. 73/84 (2/3). Amends the Property Tax Code to the effect that income from sub-leasing, or the transfer for payment, of shops in commercial centres or similar establishments will become taxable under Industrial Tax.

PORTUGUESE LEGISLATION

February/March 1984

tribuição industrial.

Por outro lado, revê a tributação das situações em que houver mudança de titulares do direito ao rendimento dos prédios, por transmissão contratual, bem como as regras de liquidação de contribuição predial para os imóveis quando construídos para venda ou arrendamento.

Imposto sobre veículos

Portaria 136/84 (5/3). Determina que o imposto sobre veículos relativo ao ano de 1984 seja liquidado e pago durante os meses de Abril e Maio.

OUTRA LEGISLAÇÃO

Segurança Social

D.L. 60/84 (23/2). Estabelece normas relativas à celebração de acordos de pagamento em prestações, até 10 anos, das contribuições em dívida à Segurança Social.

Reavaliação do activo immobilizado corpóreo

D.L. 72/84 (1/3). Prorroga até 31/12/84 o prazo estabelecido no D.L. 126/77 (2/4) para a reavaliação dos bens do activo immobilizado corpóreo das empresas assistidas pela Parempresa.

Advogados

D.L. 84/84 (16/3). Aprova o Estatuto da Ordem dos Advogados.

Also reviews the taxation of situations where there is a contractual change in the beneficiary of income from property, and the regulations for payment of property tax on buildings constructed for sale or rental.

Tax on vehicles

Portaria 136/84 (5/3). Establishes the months of April and May for payment of the tax on vehicles for 1984.

OTHER LEGISLATION

Social Security

D.L. 60/84 (23/2). Establishes rules for drawing up agreements for the payment by instalments of contributions due to the Social Security Service, over periods up to 10 years.

Revaluation of Fixed Assets

D.L. 72/84 (1/3). Extends the period established in D.L. 126/77 (2/4) for revaluation of fixed assets by companies receiving assistance from Parempresa to 31/12/84.

Lawyers

D.L. 84/84 (16/3). Approves the statutes of the Order of Lawyers.



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NUCLEAR INVESTMENT CRUCIAL FOR PORTUGAL'S ECONOMY

A UK-PORTUGAL Nuclear Power Seminar was held in the Hotel Tivoli in Lisbon on March 27-28, at which a team of British experts presented and discussed their experience in different areas of nuclear energy production in the UK.

The Seminar was led by Mr. Giles Shaw MP, Parliamentary Under-Secretary of State for Energy, with special responsibility for coal and nuclear power. It had come about as a direct result of the visit to the UK last November of the Portuguese Minister of Energy, Dr. Veiga Simão, who invited the British Government to send a delegation to Portugal to explain their approach to nuclear power.

After the official opening of the proceedings by the British Ambassador, Mr. H.C. Byatt, Mr. Shaw gave an address in which he presented the case for a consideration of the UK as a potential helping hand to Portugal in their development of alternative energy sources. It was not the intention of the delegation, he said, to sell Portugal a nuclear reactor, but merely to open the way to an understanding and appreciation of Britain's considerable experience in the nuclear power field.

Nuclear power was not to be seen as a precursor to nuclear weapons, Mr. Shaw pointed out. Its benefits, when treated

responsibly, were so great that they could not be underestimated. The fear of adverse effects such as the risk of radiation should be seen in proportion: radiation is a natural phenomenon and only 20 per cent could be considered man-made, and that mostly from medical sources. Only 0.1 per cent is believed to be produced by the nuclear power industry. The theme of Mr. Shaw's message was that Britain, with its 30 years' experience of using nuclear energy, stands in a good position to co-operate with the Portuguese energy industry, and would be happy and honoured to help her oldest ally. He told journalists later that he hoped for further contacts with Portugal, although the Portuguese Government had not yet made any decisions as to which course they would take in their search to overcome the energy problem. As a small country, albeit with a high energy demand for the future, Portugal should be able to handle the problem with a good deal of independence. Nuclear investment, in his view, was crucial for the Portuguese economy to grow, and it has been proven that it leads to greater energy efficiency and less dependence on imported sources of energy such as oil.

Over the two days, members of the delegation spoke on a wide range of subjects, from a general outline of the development and structure of the British Nuclear Industry, by Mr. J.C.C. Stewart, Chairman of the British Nuclear Forum, to technical details such as radioactive waste management or financing.

Britain was a pioneer in the development of nuclear power, opening the world's first commercial nuclear power station in 1956. There are now fifteen nuclear stations in



Mr. Giles Shaw MP

the UK, eleven gas-cooled, two Advanced Gas Cooled (AGR) one prototype Steam Generating Heavy Water Reactor and one fast reactor, also a prototype. Between them these units provide about 16 per cent of all electricity used in Britain. When the five further AGRs under construction come into operation, by 1988, the contribution is expected to exceed 20 per cent.

In 1981 the Central Electricity Generating Board applied for consent to build a power station of the Pressurised Water Reactor (PWR) type at Sizewell in Suffolk. The public enquiry to consider the application began over a year ago and is expected to last for some months more. Although historically, British experience has centred on gas-cooled stations, the nuclear industry is well advanced in the technology of PWRs. It has for many years provided plant and components to countries with PWR type programmes. Considerable expertise has been acquired on all safety and quality assurance aspects specific to this type of reactor.

Members of the delegation therefore felt that UK industry and associated organisations are well equipped to complement existing capabilities in Portugal, and it is through collaboration with local organisations that the UK feels best able to assist in the development of Portugal's nuclear power programme.



Mr. J.C.C. Stewart

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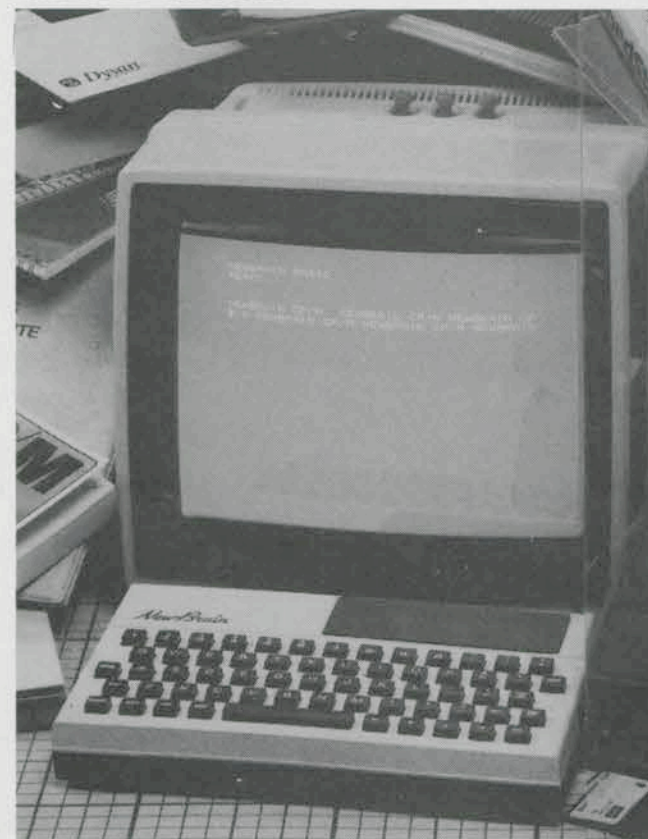
How do you begin? Call our London office at the address below: They will send you a leaflet which contains the names of chief executives, addresses, telephone and telex numbers of the British Chambers in ten European markets: Austria, Belgium and Luxembourg, France, Germany, Greece, Italy, the Netherlands, Portugal, Spain and Switzerland.

c/o The Association of
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PRODUCTS AND PROCESSES

PORTABLE COMPUTER



The Newbrain computer is a small computer which has a built-in display, but can be linked to a monitor or a standard TV. The standard version comes with a good Basic and one of the best full screen editors available on a small computer. It supports either a 40 or 80 column display with a total character set of 512 characters. The graphics capabilities have a good high resolution mode and extensive graphics commands within the Basic. Standard equipment includes a serial printer interface and a second serial port and two cassette ports. The RAM available to the user is 32K.

Designed and built in the UK the Newbrain has just been taken over by Tradecom International of Holland. Memory extension modules and a 5-1/4 inch floppy disk system supporting CP/M are being developed by the Portuguese agents. Details will be announced as products become available.

FROM: Landry, R. Tomás Anunciação 53A Lisbon. Tel: 68 13 44.

USERS: Small businesses, education/scientific.

ON YOUR BIKE

The High Speed organisation — part of the Colt Group — look forward to making history in 1984 by being closely associated with the launch of the world's first ever automatic gear shift for the pedal cycle. Developed by inventor Dr. Michael Deal, the first production run is now being manufactured. It is to be launched on the British market this Spring, fitted to the well known range of Claud Butler bicycles.

The High Speed organisation is ready to make the necessary further investments to support this initiative and if successful the manufacturing volume will represent a substantial boost to the High Speed Group's sales.

The invention brings to the pedal cycle what the automatic gearbox has brought to the motor car. As the cyclist presses forward with increased effort, the gear mechanism automatically responds with a change to a lower ratio. Contrariwise, the mechanism senses a reduction in power and moves back up through the gears — sixteen in all.

FROM: C.I. Ltd., 43 Molesey Ave., E. Molesey, Surrey KT8 0SF, U.K. Tel: 01 979 7707.

USERS: All cyclists.

SAFE WORKING PLATFORM

The safety, comfort and convenience of working on a ladder can be greatly improved by using a collapsible platform developed in Britain and said to be the first which can be left permanently in place.

In collapsed form, lying flat against the rungs, it does not interfere with ladder extension or retraction. Ladders can be used normally for quick jobs, with the platform in place but not erected. If necessary, the unit can very quickly be moved and replaced.

The design of the Footplatemate enables several platforms to be fitted in an interlocking series, like a staircase, the legs of each being held securely in position by the step below. Capable of carrying a load of up to 185 kg, the unit can form a useful shelf for paint pots.

Safety measures include anti-slip surfaces at the front and rear of the platform, which when locked erect is set at an angle to position the user's weight well forward towards the ladder. The adjustable clips ensure a very tight grip on the rungs.

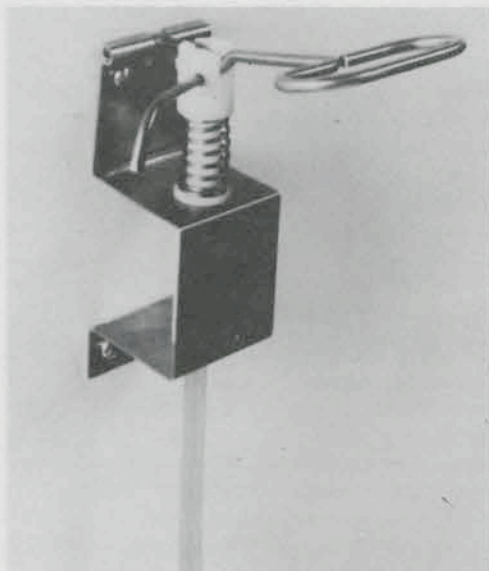
Two versions are available, the Footplatemate Senior, measuring 290 mm wide x 165 mm deep, and a junior model, 230 mm x 165 mm. They fit on rungs up to 45 mm in diameter.

FROM: D.J. Rayment Products, Wickham Market, Woodbridge, Suffolk, England. Tel: (0728) 746615. Telex: 987703.

USERS: DIY market, painters and decorators, builders.



PRODUCTS and PROCESSES



COST-SAVING SOAP DISPENSER

A cost-saving liquid soap dispenser with easily operated manual pump connected to a long lasting bulk supply has been introduced by a British manufacturer for use in factories and other heavy-duty locations.

When the operating lever of the wall-mounted leakproof dispenser is depressed — by hand or elbow — 2.5 cm³ of liquid soap is immediately delivered to the spout for use.

Made in acetal resin and stainless steel, the dispenser is linked to the bulk supply by a flexible clear PVC tube up to 9m long with a rigid 175 mm extension which passes through a close-fitting aperture into the container.

Several pumps can draw from the same bulk supply which can be of liquid soap or detergent or an antiseptic or other preparation, as appropriate to the location.

FROM: Brightwell Dispensers Ltd, Railway Road, Newhaven, East Sussex BN9 0AJ, England. Tel: (0273) 513566. Telex: 87550.

USERS: Industry, hospitals, large commercial premises.

HAND MADE GAME GUN



Hand-engraved scrollwork in traditional designs is a feature of this craftsman-built lightweight game gun from Britain. The 12-bore sidelock ejector Blenheim is made to the customer's measurements and specifications with the aim of making each a prized personal possession. Average weight of the gun, which comes in five barrel lengths from 635 mm to 760 mm, is 2.95 kg. It is top model in a range named after famous English sporting estates.

FROM: E and C Scott (Gunmakers) Ltd, Premier Works, Tame Road, Witton, Birmingham B6 7HS, England. Tel: (021) 328 4107. Telex: 337339.

USERS: Sportsmen.

PREPARES, PLANTS AND HARVESTS

A three-in-one machine from Britain, which prepares the ground and plants in one operation and eventually harvests the crop, is said to have the largest separation area of any machine in its class, giving fast work rates.

The soil preparator part of the machine removes stones and clods, for potatoes, bulbs and root crops. The two-row planter is fitted at the rear of the machine and there is a platform for automatic feeding of the seed potatoes to the planter. The work rate is over 0.4 ha an hour.



For conversion to a harvester, the front share and rotor assembly are removed. A two-row harvesting share assembly is then fitted, comprising diablo rollers, cutting discs and adjustable lifting shares for 700 mm to 900 mm drills.

The crop is lifted gently from the ground on to a primary web to remove earth and haulm, and a hydraulically controlled swan-neck loading elevator deposits the crop. The machine is designed for un-manned operation but in adverse conditions there are facilities for two pickers.

For stability, the machine's hydraulic steering axle has been extended to cover three rows and is hydraulically adjustable for levelling from side to side when necessary. The electro-hydraulic system is operated from the tractor cab and provides outstanding ease of manoeuvre and operation.

FROM: Elbar Agricultural Equipment, Rattray, Blairgowrie, Perthshire PH10 70N, Scotland. Tel: (0250) 2244/5. Telex: 76243

USERS: Potato and other root crop growers

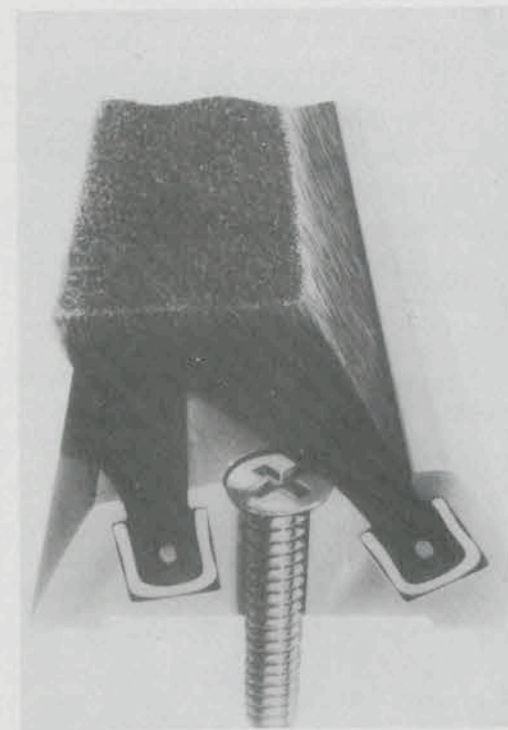
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SERVIÇOS DE PREVENÇÃO, VIGILÂNCIA E SEGURANÇA, LDA. Telef. 556978

PRODUCTS and PROCESSES



SAFETY STRIP PREVENTS INJURY

Physical injuries, caused when feet are trapped between the end of the tread on a moving escalator stair section and the escalator sidewall, are eliminated by a British-made escalator safety strip which is believed to be the only one of its kind in the world.

Escalator Safetystrip, originally developed for use on London's underground railway station escalators, features a double row of nylon brushstrip, each part of which is set at an angle to the other and fixed onto the sidewall of the escalator just above the moving staircase section. This brushes against the leg of anyone standing too close to the sidewall and effectively prevents shoes, trolley wheels or parcels becoming trapped between the end of the moving escalator staircase and the sidewall of the escalator.

The product consist of an anodised aluminium carrier with a fixing section to suit individual escalator sidewall profiles and fixing requirements. A double bank of nylon filaments is looped around a wirecore and securely held within a pressed steel holder. The gauge and length of the filaments is said to provide optimum stiffness, while the ends of the filaments are softened to prevent damage being caused to anything that comes into contact with it.

FROM: Kleeneze Industrial Ltd, Martins Road, Hanham, Bristol BS15 3DY, England. Tel: (0272) 670861. Telex: 449950

USERS: Escalator manufacturers and operators

SMALL MOBILE CRANE

A British-made mobile crane, with a maximum lifting capability of 10.35 tonnes, combines the road-going performance of a small truck with the lifting ability of a stockyard crane. It is particularly safe to drive because its design gives the driver unrestricted all-round vision with the boom positioned over the rear. Total rear overhang is just 1.75 m, and in this and all other specifications it meets European road regulations.

Capable of a road speed of 68 km/h, the Jumbo 410 can be powered by a Leyland or a Perkins six cylinder diesel engine, driving the front axle through a fully five speed forward, one reverse, synchromesh gear box. Optional transmissions include a torque converter with three forward speeds and one reverse and a fully automatic transmission with four forward speeds and one reverse.

Three steering systems are available, all of them power assisted, with rearwheel steering standard to provide excellent manoeuvrability in tight spaces. The rear wheels are turned by a tiller in the cab, allowing the crane to operate in a 3.5 m wide aisle.

The cab has heat-and glare-absorbent safety glass on all windows and fully adjustable seating. The vehicle has fail-safe, dual line air brakes fitted to all wheels, with spring parking actuators on the front axle.

Three booms are available of different lengths. A 5 m lattice extension which can be set at zero or 10 degrees angle can be mounted on all three booms.

The crane can be held solidly in place by four hydraulic stabilisers and the boom will turn through a 360 degree continuous rotation and lift to a maximum angle of 65 degrees. Optional extras include a two-man capacity carrying basket, a floodlight on the end of the boom and an indicator which gives flashing light and buzzer warnings that the crane has been overloaded.

FROM: Coles Cranes Ltd, Harefield, Uxbridge, Middlesex UB9 6OG, England. Tel: Harefield (089-582) 3777. Telex: 21619.

USERS: Factories and crane hire companies.



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PRODUCTS and PROCESSES

LOW COST COMPUTER SYSTEM



The Memotech computer is a new English designed and built micro now available on the Portuguese market. It comes as a complete disk based system with disk drives, monitor and the computer itself. It can be linked to a variety of standard parallel printers, as well as having a RS232 interface which can be used for communications, linking to other computers or for interfacing to other peripherals. The computer also has an interface working at up to 2400 Band to link to standard cassette recorders.

The standard memory is 64K of RAM, but it can be extended up to a maximum of 512K using memory modules. The disk capacity is 512K per disk drive giving an impressive 1 megabyte with a 2-disk system. The processor is a 280A running at 4MH2. The resident language is Basic but a second language referred to as "Noddy" is included. High

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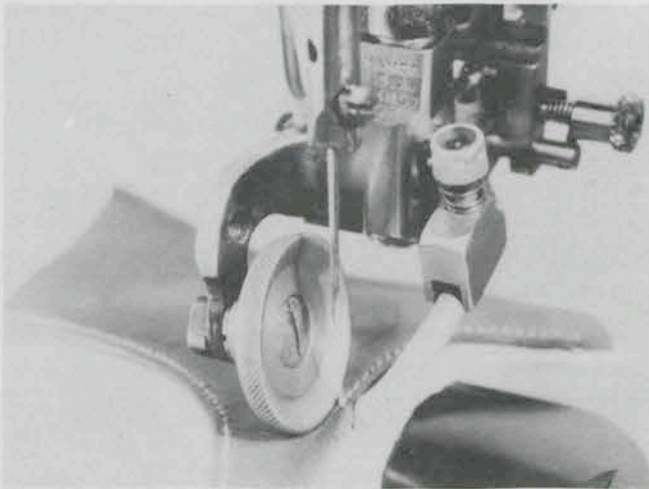
resolutions graphics and sprites are standard. With the disk drives comes a CP/M operating system, opening up a range of software. There is both a spreadsheet programme and a wordprocessing programme already available. Other applications including POC and Salaries are being developed.

FROM: Portus, Sociedade de Comercio e Exportação Lda., Av. Infante Santo 66E, 1300 Lisboa. Tel: 672299. Telex: 16660P.

USERS: Business, education, personal.

STEERING GUIDE STITCHING

A work steering guide from Britain which fits most types of stitching machine having a standard presser foot and roller presser offers advantages in terms of work quality, operator efficiency and operator training times, because it automates steering and leaves the operator free to concentrate on work handling.



Said to be particularly useful for edge stitching, post trimming overlap seams and spaced work, the G120 steering guide automatically lifts with the presser for work insertion and permits width adjustment over the range 1.5 mm to 7 mm, but interchangeable guide fingers are available for extra-wide stitching and special operations. An auto-switch facility allows 3.5 mm spaced rows, and the switch action can be set for two widths and lift action. A triple-width control stud is also available.

The unit rides over the work and drops back into use automatically. There is ample clearance when switched off. Special versions are available for use with the Pfaff 491 machine and for use with twin-needle machines. The type of stitching machine with which a guide is to be used should be specified when ordering.

FROM: Geometric Controls Ltd, 5 High Street, Great Houghton, Northampton NN4 0AF, England. Tel: Northampton (0604) 61314. Telex: 311150.

USERS: Footwear, leather goods and clothing industry.

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Um sucesso inqualificavel para a Missão Comercial

A PRIMEIRA Missão Comercial ao Reino Unido organizada pela Câmara de Comércio Luso-Britânica teve lugar a semana passada.

Vindos de Lisboa e Porto, participaram 26 companhias, desde exportadores de cutelaria, flores, sapatos, brinquedos, textéis, madeiras e conservas, a importadores de queijo cidra, uma especialidade de delicada da Inglaterra Ocidental. Estiveram também representados consultores de investimentos, serviços financeiros, além de auditores, banqueiros e uma companhia transportadora.

O London Metropole Hotel, convenientemente situado em frente de uma das lojas do Marks and Spencers, e a cinco minutos do Hyde Park Corner, foi escolhido como Quartel General da Missão, aonde foi alugado um quarto que funcionou como escritório e através do qual as entrevistas podiam ser estabelecidas além de solicitadas informações de carácter geral. Este escritório provou ser de grande utilidade durante a semana para os participantes da Missão, não só para a marcação das suas entrevistas como também para os orientar nos meios de transporte dentro da Grã-Bretanha e até num caso específico para encomendar cartões de visita em três línguas. Para satisfazer todos estes pedidos, o escritório teve que ser assistido perma-

CHAMBER ACTIVITIES

nentemente durante o dia, uma tarefa admiravelmente desempenhada por Micaela Aidos, do Bank of London, Sr. A. M. Adam, da Câmara de Comércio Luso-Britânica e o Sr. Ralph Vaz, o novo Chefe Executivo da Câmara.

Embora o programa da Missão tivesse sido deliberadamente estruturado para permitir o máximo de flexibilidade aos participantes, particularmente porque a gama das suas necessidades e dos seus objectivos era tão variada, um bom número de sessões "fixas" tinham sido previamente organizadas.

A primeira destas sessões "fixas" foi realizada na manhã de abertura, na qual o Dr. Viana Simões, Vice Presidente da Portuguese Chamber of Commerce and Industry no Reino Unido e também representante do ICEP em Londres, acompanhado pelo Sr. Ronnie Price, Secretário Geral da Portuguese Chamber, deu uma panorâmica da economia do Reino Unido e das respectivas oportunidades disponíveis para os exportadores Portugueses. Em seguida, vários participantes da Missão deslocaram-se às instalações do ICEP, o qual há vários anos tanto tem contribuído para ajudar os exportadores Portugueses no Reino Unido.

A segunda sessão, uma recepção organi-

zada pela Portuguese Chamber e em conjunto com o escritório em Londres do Banco Nacional Ultramarino, foi oferecida nas instalações da Canning House, em Belgrave Square, na Segunda-Feira ao fim da tarde. A recepção foi distinguida com a presença de Sua Excelência Dr. Hall Themidos, o Embaixador de Portugal em Londres, o Consul Geral Portugues, e vários sócios da Portuguese Chamber interessados em estabelecer contactos com os nossos participantes da Missão. O esplendor majestoso da Canning House e a calorosa hospitalidade dos nossos anfitriões contribuíram para uma boa noite.

A sessão seguinte foi uma recepção no dia 10 de Abril, no Board Room do Lloyds Bank, um dos quatro principais Bancos Comerciais Britânicos, na Cidade de Londres. O Lloyds Bank tinha inicialmente providenciado uma lista de 30 companhias Britânicas, de todos os cantos do Reino Unido, interessadas em estabelecer contactos com os nossos participantes.

Para a Recepção, o Lloyds Bank forneceu um regimento dos seus quadros gerentes seniores, executivos especializados em clientes seleccionados, e convidou também uma jornalista da BBC que virá a acompanhar a Sra. Margaret Thatcher a Portugal e que aproveitou para fazer uma investigação sobre as opiniões dos industriais Portugueses quanto à entrada na CEE. Reconhecimento considerável é devido ao Lloyds Bank e aos seus quadros gerentes por terem realizado tão interessante lista de convidados, providenciado tantos contactos e anfitriado uma recepção tão excelente.

A quarta sessão e a de perfil mais elevado foi um Seminário realizado nas instalações da London Chamber of Commerce and Industry, designado para estimular o interesse dos Investimentos do Reino Unido em Portugal.

A presença do Dr. Ernani Lopes, como orador principal no Seminário, assegurou uma forte participação. Com os participantes da Missão a aceitarem todos os lugares reservados no Seminário e o interesse considerável que se gerou entre os sócios da London Chamber em participarem, esgotou rapidamente a lotação dos lugares, tendo um grande número de pessoas que desejavam estar presentes sido rejeitado. De facto, a sala de conferências estava tão cheia que se receava que o chão não aguentasse o peso de tanta gente.

O Dr. Ernani Lopes foi acompanhado pelo Dr. Rui Vilar, Vice Governador do Banco de Portugal e pelo Dr. Viana Baptista, Presidente do Instituto do Investimento Estrangeiro que embora não estivesse programado na agenda endereçou a audiência com muito efeito.

Um relatório completo do Seminário e

Um programa variado

os detalhes dos discursos impressionantes e cheios de vivacidade serão fornecidos na próxima edição da revista.

Depois do Seminário, os participantes da Missão foram entretidos numa recepção buffet na London Chamber aonde tiveram a oportunidade de conhecer os outros participantes do Seminário e sócios da London Chamber.

Os nossos agradecimentos para a London Chamber pela sua hospitalidade e por terem concordado em alterar a data do seminário para coincidir com a planeada visita do Dr. Ernani Lopes a Londres, o factor mais importante que contribuiu para o sucesso do Seminário e que foi um bônus para os nossos sócios.

Chegados ao final das sessões formais a Missão ficou disponível o resto da semana para prosseguir os contactos, visitar Bristol, a cidade ocidental da Inglaterra que está a ser geminada com o Porto, e uma visita à Câmara dos Comuns, aonde, com a colaboração da Embaixada Britânica em Lisboa, foi organizado um encontro dos participantes da Missão com Sir John Biggs Davidson, o Membro do Parlamento que dirige o Grupo Parlamentar Luso-Britânico.

Uma vez que este artigo teve que ser entregue para publicação antes da chegada da Missão a Portugal o resumo das últimas actividades da semana, incluindo a visita ao Parlamento, terá que ficar para a próxima edição da revista!

Para resumir as primeiras impressões, a

Missão que era genérica nos seus objectivos e portanto com um programa variado, teve muito sucesso.

O itinerário da viagem que esteve entregue nas mãos capazes da Agencia da Viagens STAR, foi cumprido com admirável eficiência. Os autocarros alugados em Londres para transportar os participantes foram tão pontuais nas horas de partida que por vezes alguns dos nossos participantes foram enfrentados com a necessidade de correrem uns bons metros atrás deles antes do seu apuro ser notado.

As recepções, conforme já foi dito, alargaram amplamente a base de contactos para todos. O Seminário foi uma perfeição. Quantas vezes têm os sócios da Câmara a oportunidade de ouvir ao vivo o Dr. Ernani Lopes e o Dr. Viana Baptista, e sem despesas extra?!

Acima de tudo todos os participantes da Missão aparentavam estarem a divertir-se e ainda mais importante alcançando os seus objectivos em desenvolver os seus contactos já existentes e a fazerem novos.

Uma vez que, como Câmara, foi a nossa primeira Missão, tivemos que apalpar o nosso caminho, mas o que ficou agora bem claro para nós foi que as Missões terão que ser e virão a ser uma das actividades regulares da Câmara.

A Câmara vai planear no futuro mais programas interessantes para os seus sócios e espera poder desenvolver programas com a Portuguese Chamber em Londres que nos deu o seu valioso apoio nesta ocasião.

DELEGADA DE PUBLICIDADE PARA OPORTO

Com a intenção de ainda aumentar a presença da Câmara de Comércio no Porto e Norte do País, foi nomeado como Delegada de Publicidade o Sr. João Soares Rodrigues - A sua nomeação toma efeito imediato e resulta de um acordo entre a Câmara de Comércio e o Anglo-Portuguese News.

O Sr. Rodrigues tem 38 anos, é casado, tem duas filhas e conhece bem a zona norte, tendo a sua morada perto do Porto.

Ele tem tido Experiencia Comercial em vários ramos: durante alguns anos como Oficial Comissário de Bordo dos navios de passageiros de C.N.N. Depois foi o proprietário de um Restaurante no Porto, e, ultimamente trabalhava como Gerente-Regional para uma empresa de Supermercados no Norte de Portugal.

Na página 3, sob o título 'Advertising' damos os pormenores do ponto de contacto do Sr. Rodrigues.

BANK DIRECTOR IN THE ALGARVE

Mr. Brian Curtis, Director of Hambros Bank (Jersey) Ltd., will again be visiting the Algarve next month. Anyone wishing to arrange an appointment with him to discuss any of the Bank's services (see advertisement page 8) can contact him as follows: Monday, May 14 - Thursday, May 17, at Hotel Algarve, Praia da Rocha, Portimão (tel: 082-24000) and on Friday and Saturday, May 18 and 19, at Hotel La Reserve, S. Barbara de Nexe (tel: 089-91474).

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Mrs. Thatcher - gift of 100 computers

(continued from page 5)

potential for Portugal as well as representing a major transfer of know-how from the United Kingdom.

"The British computer firm, ICL, is bidding for a contract to computerise your tax system. When I entered this British-owned hotel a short while ago it gave me great pleasure to present to Dr. Soares on behalf of Sinclair Electronics 100 British computers for use in Portuguese schools. They were in fact assembled in Portugal - another example of active co-operation between our two countries.

"In the greatest possible contrast, British firms are bidding, with their Portuguese partners, for a contract to construct a new sewerage system for Lisbon.

"What is impressive about those examples is their range. Our traditional trading links with Portugal have been in industries like textiles, chemicals, tourism and, of course, port wine. That trade will continue and, I hope, expand. But major opportunities will come from the industries of the future - the sunrise industries such as electronics. In those industries Britain leads Europe and, in some cases, the world. I hope that as Portugal adapts to the 'information

technology revolution', you will look to British expertise in the future as you have in the past.

The same applies to the vital area of finance. Portugal has long-established relations with the City of London, and British banks, insurance companies and specialist services have had representatives here for many years. I understand that there are currently three lines of credit available to Portugal from British banks.

The City of London is the greatest centre of financial expertise in the world. I hope you will continue to draw upon it. As Portugal begins to open up the banking sector, I hope there will be room for another British bank - there are already three, and soon to be four, Portuguese banks in London.

Relations between our countries will change when Portugal becomes a member of the Community. I believe they will grow stronger: that trade between our countries will expand, and with it our relationship will grow firmer. Your Chamber is a vital element in the friendship between Britain and Portugal as is shown by the successful Trade Mission to London that you organised a few days ago. So I give you friendship."

General News Items

OPTIMISM ON EXPORT GROWTH

Britain's prospects for export growth in 1984 look good, according to the annual report of the British Overseas Trade Board (BOTB) published in London last month.

Chief Executive Mr. Christopher Roberts, speaking for BOTB Chairman Lord Jellicoe said: "I would characterise 1983 as a year of progress at home which should put us in a position for real export growth in 1984 . . . overall, if we can maintain recent substantial improvement in UK competitiveness, 1984 could be a very important year for UK exports."

Mr. Roberts said he took particular encouragement from the very strong growth trend of export volumes from the middle of 1983 onwards. Despite the usual monthly variations in figures, there was a visible upward trend which augured well for the current year.

A continued improvement in the productivity of British industry combined with changes in the exchange rate had resulted in substantially improved cost competitiveness in overseas markets, said Mr. Roberts.

"Cost is not the only factor but it is important", he continued. "The result is that by 1983 in international terms we were some 10 per cent more competitive than a year previously and 20 per cent better than at the end of 1983."

Reviewing Britain's trade performance over the past year, Mr. Roberts said that the UK current account was in surplus by two billion pounds sterling.

Mr. Roberts pointed out that demand was beginning to rise again in Britain's major markets. "World trade figures are difficult to estimate but probably grew a per cent or so

in 1983 and prospects are for a growth of about five per cent in volume in 1984." He suggested that the main stimulus for this was the USA, which showed a growth rate of over three per cent for the year and an annual rate of nearer six per cent by the end of 1984.

"Our manufacturers were quick to spot this opportunity", he said. "UK manufacturing exports to this area grew by over 23 per cent in value - much more than you would expect from the simple exchange rate changes." The BOTB continued to play an important role in giving the right help to UK exporters at the right time. "The specialist information and advice which we provide through the BOTB at home and posts abroad is important, but we also offer practical and financial help with the actual market entry process."

During 1983 the BOTB helped 2,500 British businessmen on overseas trade missions, compared with 1,900 in 1982. It supported over 7,000 British companies in joint ventures at over 300 overseas trade fairs, and offered export opportunities to more than 7,500 UK firms through its Export Intelligence Service, leading to over 1,000 million pounds sterling in secure orders. It also gave information on how to export to over 20,000 British firms during the year.

Copies of the 1983 Annual Report are available from: The Publicity Unit, Room 235, British Overseas Trade Board, 1 Victoria Street, London SW1H 0ET.

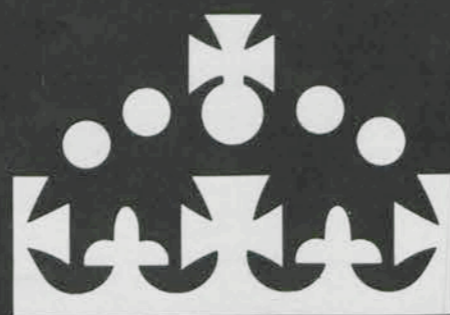


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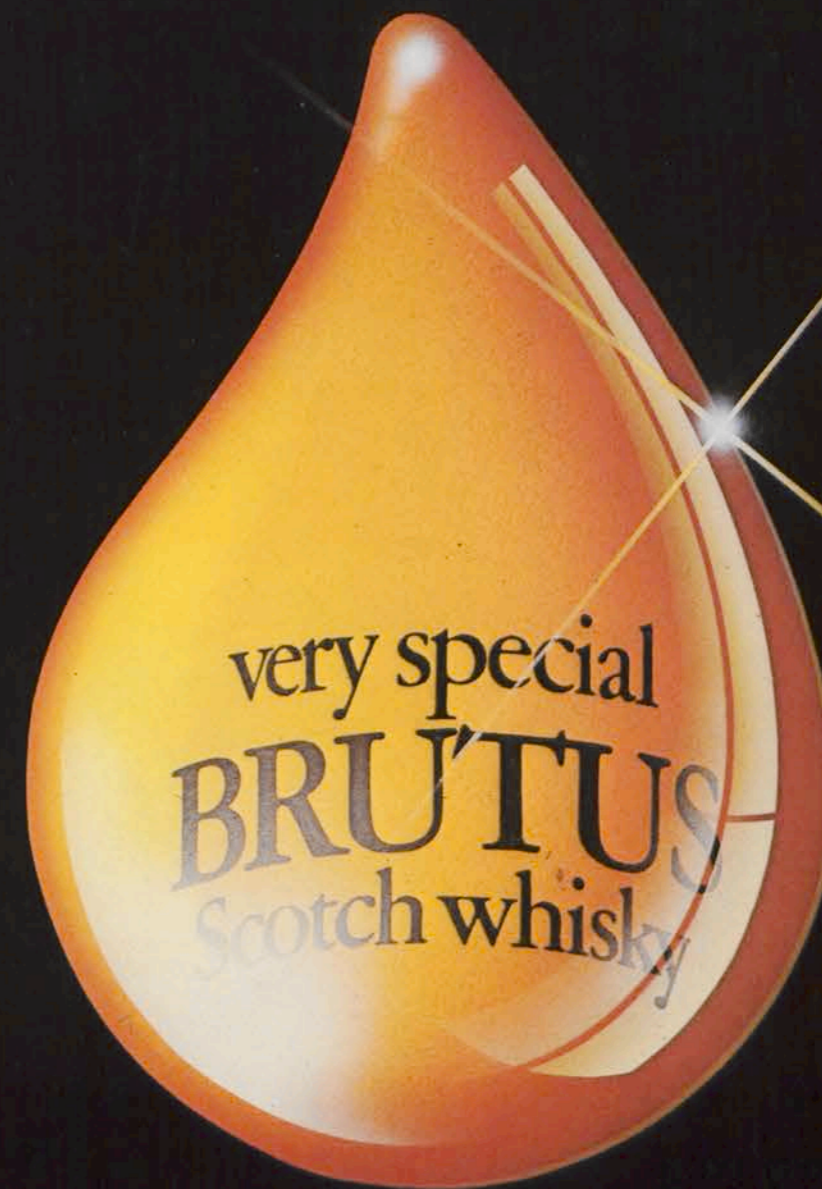
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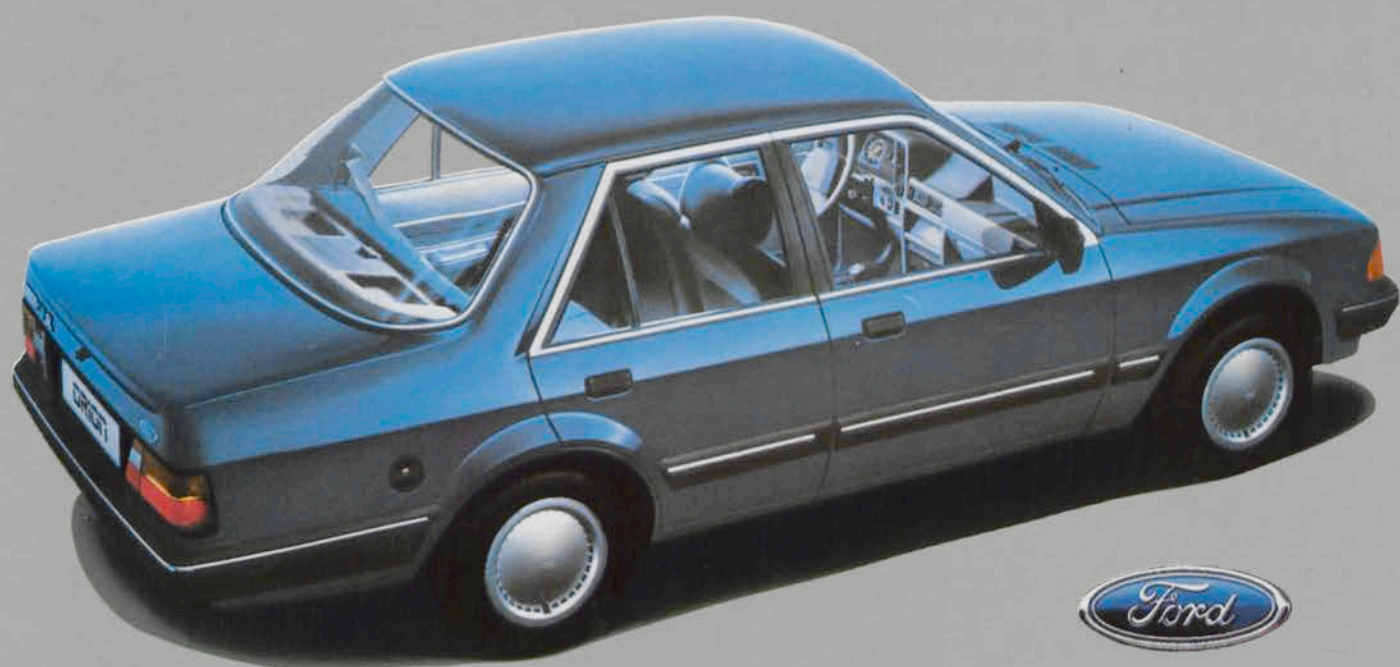
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