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POLISH FOREIGN TRADE

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THE NATIONAL ECONOMIC PLAN FOR THE YEAR 1951

Further and rapid increase in industrial production, in conformity with the principles laid down by the Six-Year Plan for the country's industrial development, is the keynote of the National Economic Plan for 1951.

It is provided that, when implemented, this plan will give, in 1951, an increase in the value of production of the heavy and medium industries amounting to approximately 270% of the pre-war level (1938 = 100): this means that, taking into account the extent to which the population of Poland decreased as compared to pre-war figures, the per capita production will be practically four times as great as it was before the war.

The socialized industries are due to open up, in 1951, the production of numerous new and intricate lines not hitherto manufactured in the country, and at the same time many other goods, such as commercial motor vehicles, certain types of ships, anti-friction bearings, etc., having advanced beyond the stage of experimental or small-scale production, will enter upon a phase of large-scale serial production. The output of Polish ores, such as iron, zinc, lead and copper will be increased substantially.

The important tasks facing the farming industry, building trades and other branches of national economy call for a marked increase in the output of basic industrial products. It is with this end in view that the plans for 1951 provide for a still further increase in coal production, planned at a figure in excess of 80 million tons, to constitute the foundation on which both home consumption and exports will be able to expand. The output of raw steel will, as compared with 1950, increase by 13%, that of rolled steel products by 15% and of pig iron by 9%. The production of machine tools will, in order to meet the demand for equipment of new engineering works and for renewals in existing works, increase by 61%. The increase in the production of machinery and equipment will be of paramount importance in the mechanization of industrial processes, and thus, in comparison with 1950, the output of mining plant and equipment is to increase by 18%, of agricultural machinery by 35%, of plant and equipment for the building industry by 62%. The output of sea-going vessels will, as compared with 1950, increase by two-and-a-half times; that of commercial motor vehicles will be more than trebled, while the increase in the output of agricultural machinery will amount to 30%. The production of other transportation means, such as rolling stock, motor cycles and bicycles will also be materially increased. The substantial increase in the output of the coal mining, iron and steel, engineering and chemical industries will be accompanied by a similar

expansion in the production of the light industries, as regards both goods intended for investment purposes and consumer goods.

In spite of this marked expansion in industrial production, Poland, as in recent years, will continue to remain an important participant in foreign goods exchange, and, while being able to offer a wide range of export goods, will have a steady demand for foreign plant and equipment necessary for the implementation of her ambitious and annually increasing investment projects.

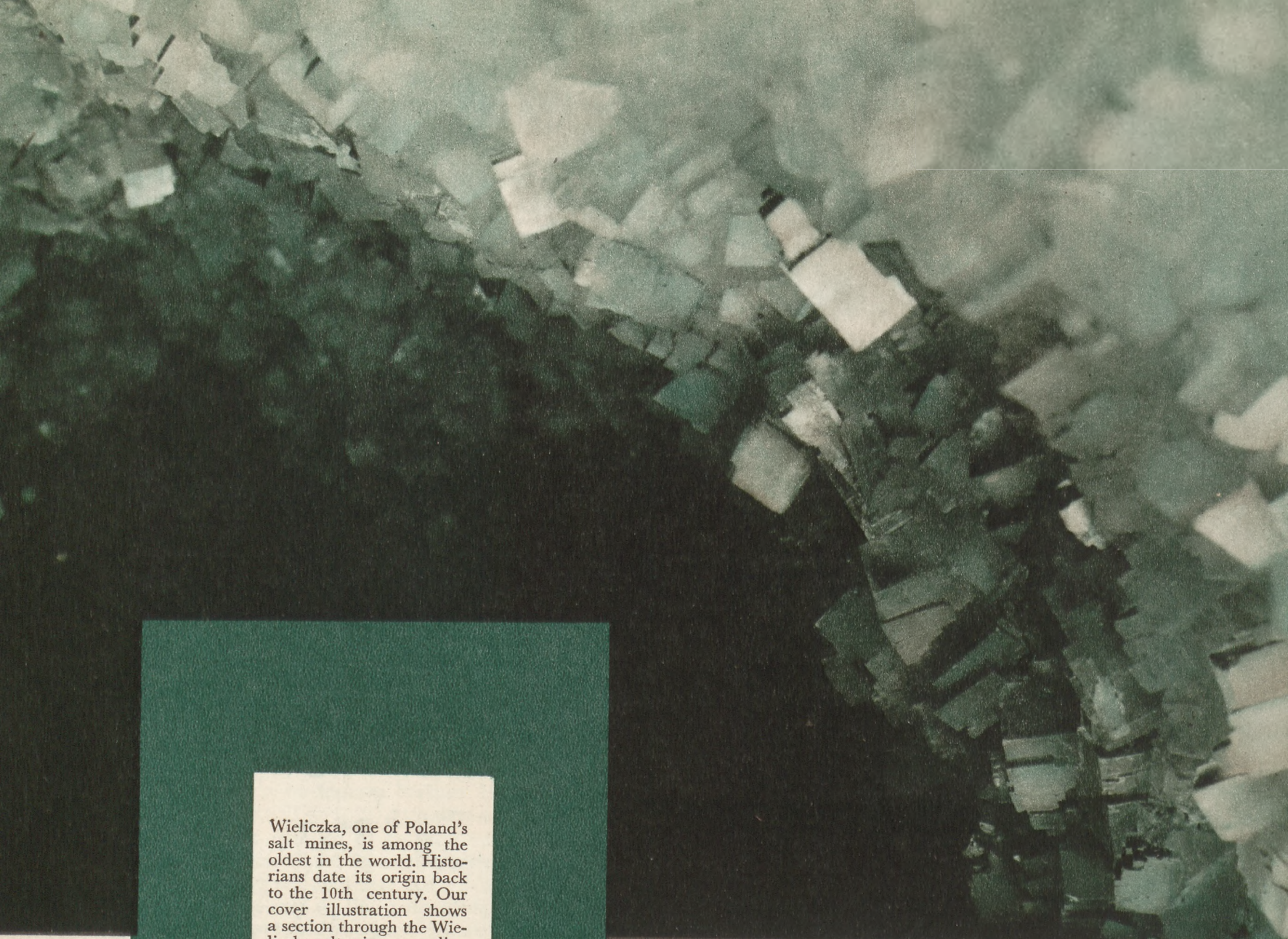
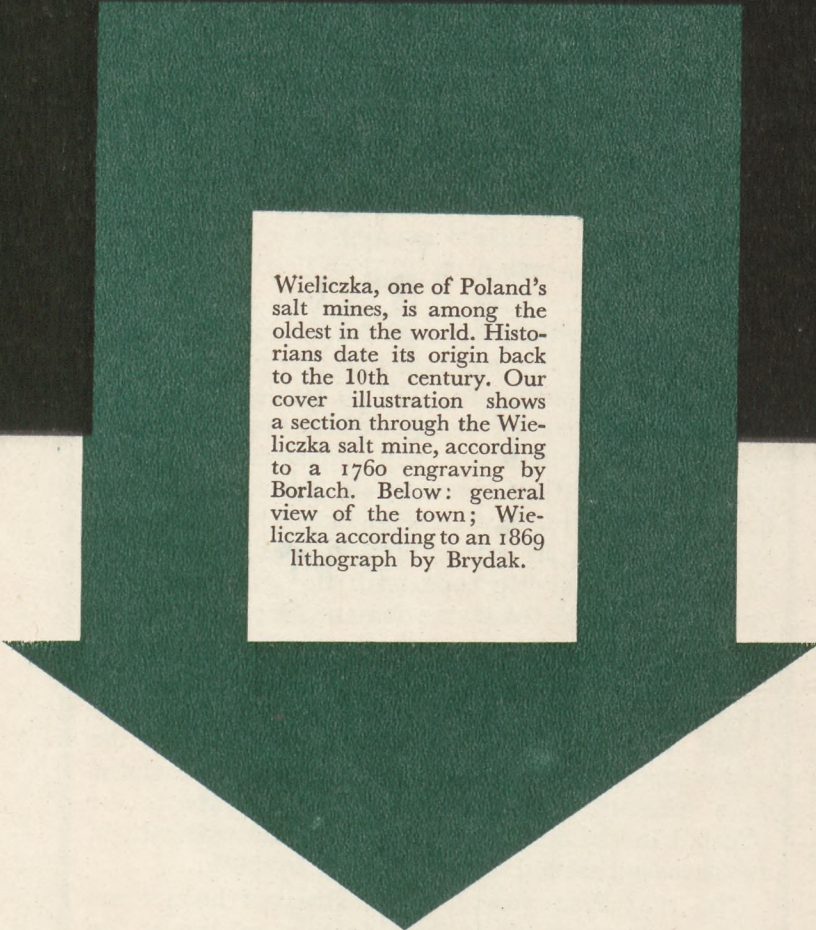
The task to be shouldered by farming, under the 1951 Plan, is no less formidable. Based on the development of socialized economy, the value of farm production will, as compared with 1950, increase by approximately 15%. This will mean that the pre-war level of agricultural production will be completely outdistanced. Computed per head of population, it will in fact amount to approximately 150% of the pre-war rate (1937 = 100).

Poland will be enabled to retrieve her position, held before the war, as one of the foremost exporters of farm produce by the fact that the pre-war level of agricultural production will be exceeded, coupled with the fact that the changes which are taking place in the farming industry will automatically bring about a substantial increase in agricultural production and yield. It stands to reason that this potential increase in agricultural production will be adequate not only to cope with the growing home consumption and the home demand for raw materials of agricultural origin, but also to provide opportunities for the expansion of exports of agricultural produce.

The increase in industrial production and the achievement of planned accumulation will be founded on a substantial increment in investments to be effected in national economy — investments which, as compared with 1950, will be up by 30%.

The 1951 Plan provides, on the basis of the increase in the national income, for a further raising of the standard of life and of general prosperity. The reduction in prices which became effective on the 1st January, 1951, was the initial step in the government's systematic price reduction policy for consumer goods. The further increase in production, based on greater work efficiency and lower self-cost, guarantees the triumphant fulfilment of one of the principal tasks of the Six-Year Plan — the raising of the standard of living of the working masses.

The successful implementation of the National Economic Plan for 1951 will constitute a further and important step by People's Poland towards the consolidation of national economy and the building of the foundations of Socialism.

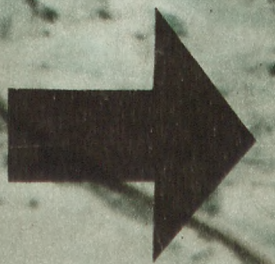


Wieliczka, one of Poland's salt mines, is among the oldest in the world. Historians date its origin back to the 10th century. Our cover illustration shows a section through the Wieliczka salt mine, according to a 1760 engraving by Borlach. Below: general view of the town; Wieliczka according to an 1869 lithograph by Brydak.

SIX MILLIARD TONS OF SALT



The rich salt deposits in Poland are estimated at over 6 milliard tons. Our illustration shows miners in the act of drilling holes for the explosive charges.





Salt stalactites.

Poland has abundant salt deposits in various parts of the country — in the East, in Upper Silesia and, above all, in Little Poland and the Poznań district. It occurs in larger or smaller quantities in the form of rock-salt deposits and of salt-shales or springs. The geological resources which have been surveyed and which can be exploited under the present state of mining technique, are conservatively estimated at over 6 milliard tons. These resources may, therefore, be considered as inexhaustible and capable, at the present consumption rate, of meeting the requirements of mankind for hundreds of years to come.

Under the management of the State Salt Monopoly, a number of salt-producing enterprises are active in Poland, including three specializing in the production of salt for export. These three are: the salt-works of Wieliczka, forming part of the salt-mines of Little Poland; the salt-mines of Inowrocław, as part of the salt-mines of the Poznań district; and the Wapno salt-mine. These three salinae produce common salt, cattle salt, industrial salt, bath salt and crystalline salt. This differentiated assortment, which includes many choice qualities of salt, is able to meet the most diversified requirements of foreign customers, since the individual grades find an extensive and multiform use as a food seasoning product for direct human consumption and in the food-processing industry; in farming, as a supplement to cattle feed; in industries, in particular in the

chemical, glass, pottery, textile, soap and wood industries. Bath salt, moreover, is used for medical treatment, and crystalline salt for miscellaneous scientific and technical purposes.

Prior to the Second World War, Poland ranked sixth among the world's salt producers. Exports, however, were at that time limited. Since the war, taking the 1945 production index at 100, the output had increased fivefold by 1950, whereas exports increased to many times the original level.

Of the numerous grades of salt produced in Poland, the following are being exported:

1. Wieliczka White Vacuum Salt, fine and medium. Mean analysis: sodium chloride (NaCl) — 99%, sulphates — .4%, insoluble matter — .03%.
2. Inowrocław White Refined Salt — Granulation: 0—1 mm, 1—2.5 mm, 1.5—5 mm. Mean analysis: sodium chloride — 98%, sulphates — .8%, insoluble matter — .1%.
3. Wapno White Rock-Salt, in pieces weighing from 5 to 25 kg, with a tolerance of 10% of fragmentary salt. Mean analysis: sodium chloride — 97.5%, sulphates — .8%, insoluble matter — 1.5%.
4. Wapno White Rock-Salt, ground, snow-white in appearance. Granulation: 0, 1, 2, 3; in siftings 2 and 3. Mean analysis: sodium chloride —

97.5%, sulphates — .8, insoluble matter — 1.5%.

5. Wieliczka Grey Rock-Salt, ground, for industrial use. Mean analysis: sodium chloride — 96.5%, sulphates — 1%, insoluble matter 1.5%.

Salt is exported in railway vans in bulk, or in five-ply paper sacks containing 50 kg net. Deliveries can be made immediately upon a Letter of Credit being made available. Poland is also in a position to export other grades and qualities of salt from the Polish salinae, in particular from the three specified above.

The following details will give foreign customers an idea both of the production methods of the individual salt-works and of the opportunities for placing orders for salt of the qualities and with the characteristics required.

THE WIELICZKA SALINAE

The formation of the Wieliczka salt-mines consists of two entirely different sections, of which the upper is non-stratified, whereas the lower is distinctly stratified. Salt deposits occur in the upper section in the form of coarse crystalline green lumps of varying size and shape. In the lower strata, two grades of rock salt deposits occur: salt of fine-

grained structure and of dark-grey colour, and salt of coarse-grained structure and yellowish-brown colour. Of the three grades mentioned, the latter salt is the purest, containing from 98 to 99% sodium chloride; next in quality comes the green salt with from 95 to 97% sodium chloride and finally dark grey salt with 93 to 95% sodium chloride. For human consumption, yellowish-brown salt only is used, and it is from this grade that, among other processed qualities, a high-class vacuum salt is produced for export. The other two grades provide salt for industrial use and for cattle feed.

Apart from these three grades of salt, Wieliczka also produces small quantities of crystallised salt, chemically pure, depositing in crevices along the walls in the form of hexagons. This grade of salt is used for optical, scientific and technical purposes, as well as for the manufacture of miscellaneous small souvenirs.

Only a part of the rock-salt mined is used in lump form, the major portion being ground into edible salt.

A further department of the Wieliczka Salinae is the saltern which produces a high-quality salt in special vacuum evaporators.

In all, the Wieliczka Salinae produce the following grades of salt: common, ground rock-salt; edible rock-salt in pieces; industrial and cattle salt (rend-

Polish salt mines produce common, cattle, industrial, bath and crystalline salt for export.



ered unfit for human consumption by the addition of soda, wormwood and colcothar), and finally, evaporated vacuum salt.

THE INOWROCLAW SALINAE

The salt column of Inowrocław is of crystalline formation, of mainly fine and medium grain, as well as of laminated formation. The varieties include greyish-white, white and speckled (reddish-yellowish-brown). The chemical analysis of Inowrocław rock-salt is very similar to that of the Wieliczka salt, with a 96—99% sodium chloride content. The underground resources of Inowrocław salt reach to a depth of 500 metres only and are estimated at approximately one milliard tons.

The Inowrocław Salinae produce the following commercial grades of salt: edible, industrial, cattle and bath salt. Industrial salt consists of refined salt obtained from the first evaporation product each time the pans are cleaned or overhauled, and is yellow in colour, as well as of sweepings. Cattle salt is made from the fur deposited in the pans by being ground and rendered unfit for human consumption by adding soda and colcothar. Bath salt is made from brine, improved by the addition of extraneous salts.

THE WAPNO SALT-MINE

The salt column of Wapno has a structure and geological features similar to those of the Inowrocław column. Wapno salt is coarse-grained and of white or grey colour. The chemical analysis is analogous to that of Inowrocław salt. The salt mined at Wapno is almost invariably ground down, and only a part of it is being supplied for export in pieces. Inferior grades are processed into industrial salt.

Owing to abundant deposits of salt of a particularly white colour, as well as to exceptionally favourable mining conditions and the opportunity for planned extension of the mine in one uniform salt column, the Wapno mine is making rapid strides towards a leading position among Polish salinae. Wapno salt, after being ground, is of snow-white colour, as a result of which it has a distinct advantage, as a commercial product, over Wieliczka salt, in spite of being slightly inferior to the latter in respect of chemical composition. It is a brand highly esteemed and in great demand in foreign markets.

The sole exporter of salt is the "DALSPÓ" Foreign Trade Company, Filtrowa 61, Warsaw.



The production of salt in 1950 was five times the 1945 output, and the export is far above the pre-war figure.



Throughout the 8 levels of the Wieliczka salt mine numerous picturesque grottos, most of which are ornamented with sculptures — the work of miners, attract the visitor.

A lump of crystalline salt from the Wieliczka mine.



"POLCARGO" — CARGO EXPERTS AND SUPERVISORS, GDYNIA

The activities of "Polcargó" comprise expert services incidental to foreign and home goods exchange by sea and land routes in such matters as determining weight, shipping measurement and quantity of cargoes, as well as quality certification and sampling of goods.

To conduct these services, "Polcargó" has an organized staff of experts and specialists with wide experience in dealing with cargoes.

Quality certification is carried out by a staff of experts skilled in the individual ranges of products and specialized in the various lines of goods embraced by the foreign goods exchange. "Polcargó" is also qualified to issue statements as to stevedoring, trimming, packing, condition of technical equipment, means of mechanical transport and machinery of all kinds, and to classify ships according to their coal and coke trimming capacity; such work is carried out by experts who issue trimming certificates for ships coaling in Polish ports.

An entirely separate function of "Polcargó" is the gradation of cotton arriving by sea; this work is carried out in suitably appointed premises by expert cotton graders who have received training in Poland and abroad.

Apart from organoleptic tests carried out by experts appointed by the Polish Chamber of Foreign Trade, "Polcargó" conducts in its own laboratories, equipped with all modern appliances and under the supervision of specially trained engineers, chemists and laboratory assistants, analyses of miscellaneous goods.

"Polcargó" is already exercising, not merely on behalf of the central boards of Polish export organizations, but also under instructions from foreign customers and shippers, control over practically the entire goods exchange between Poland and foreign countries. In addition to supervising import and export cargoes in ports, at land frontier posts and in various localities in the country, "Polcargó" supervises all formalities pertaining to goods in transit through Polish ports and frontier posts.

For every formality cleared by "Polcargó" a certificate is issued giving factual details; on this certificate can be based possible subsequent claims or settlements of accounts between the parties concerned.

Charges for the services rendered by "Polcargó" are levied in accordance with a tariff fixed by the Ministry of Foreign Trade.

"Polcargó" has, for the performance of these services, suitably organized branches in the ports of Gdańsk, Gdynia, Szczecin and Ustka, as well as offices in Łódź, Gliwice, Żurawica near Przemyśl and Warsaw: the ramifications of these branches extend throughout the entire country.

In addition to undertaking supervisory services within the country, "Polcargó" contracts to undertake, through the medium of foreign firms of supervisors and its own agents in all major ports and localities throughout the world, a variety of services of a similar kind in foreign countries.

The address of "Polcargó" is: — Polska 20, Gdynia. Telegrams: Polcargó — Gdynia.



„Polcargó“ graders sampling woollen rags.



The activities of "Polcarga" comprise expert services incidental to foreign and home goods exchange by sea and land routes in such matters as determining weight, shipping measurement and quantity of cargoes, as well as quality certification and sampling of goods.

Above: classification of cotton.

Below: "Polcarga" checkers in the act of superintending the loading of small cargo in the port of Gdynia.





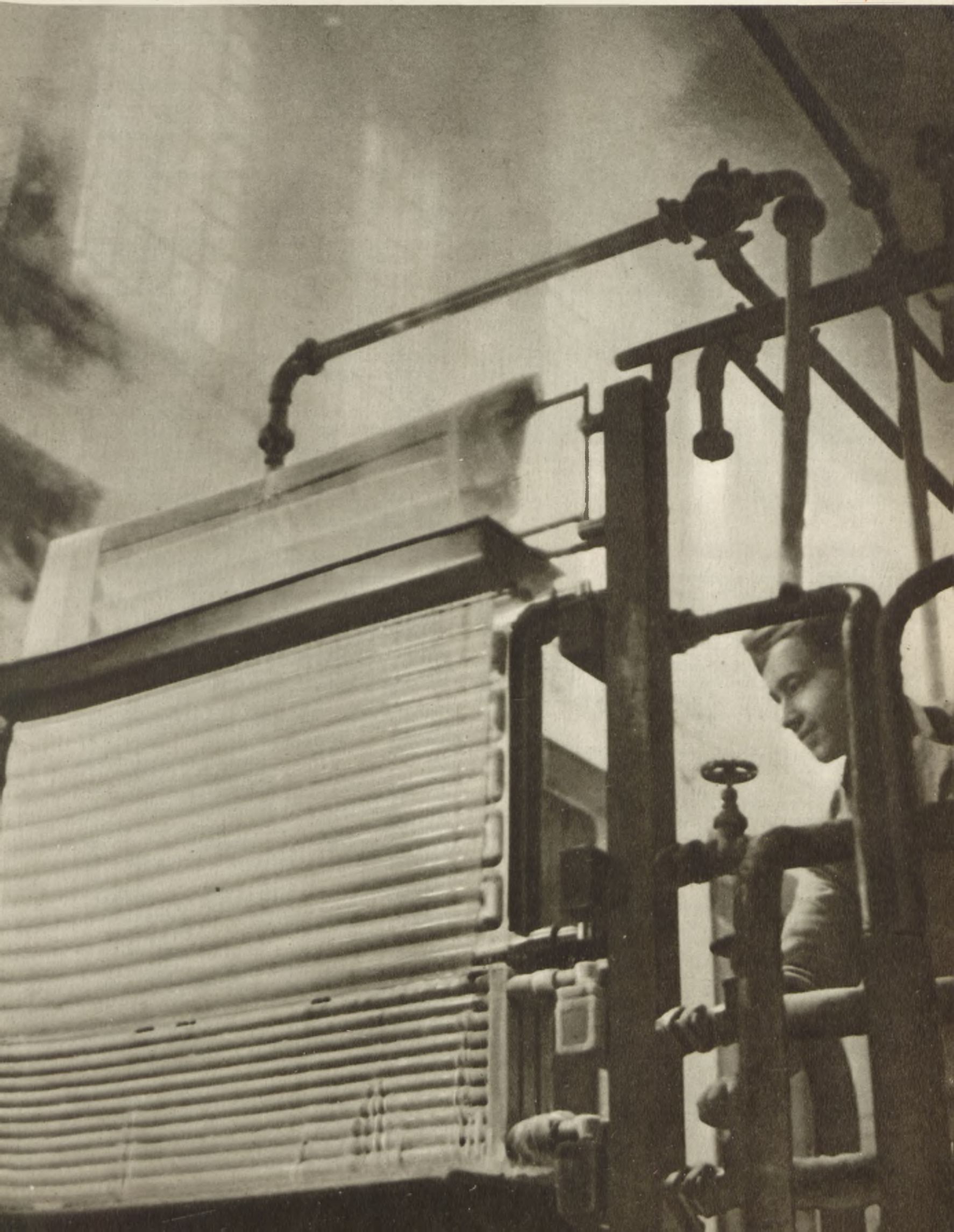
The present organization of the dairy industry in Poland, guarantees a considerable improvement in the quality of the products as compared with pre-war standards. Our illustrations show a series of part-views of one of Poland's export dairies.

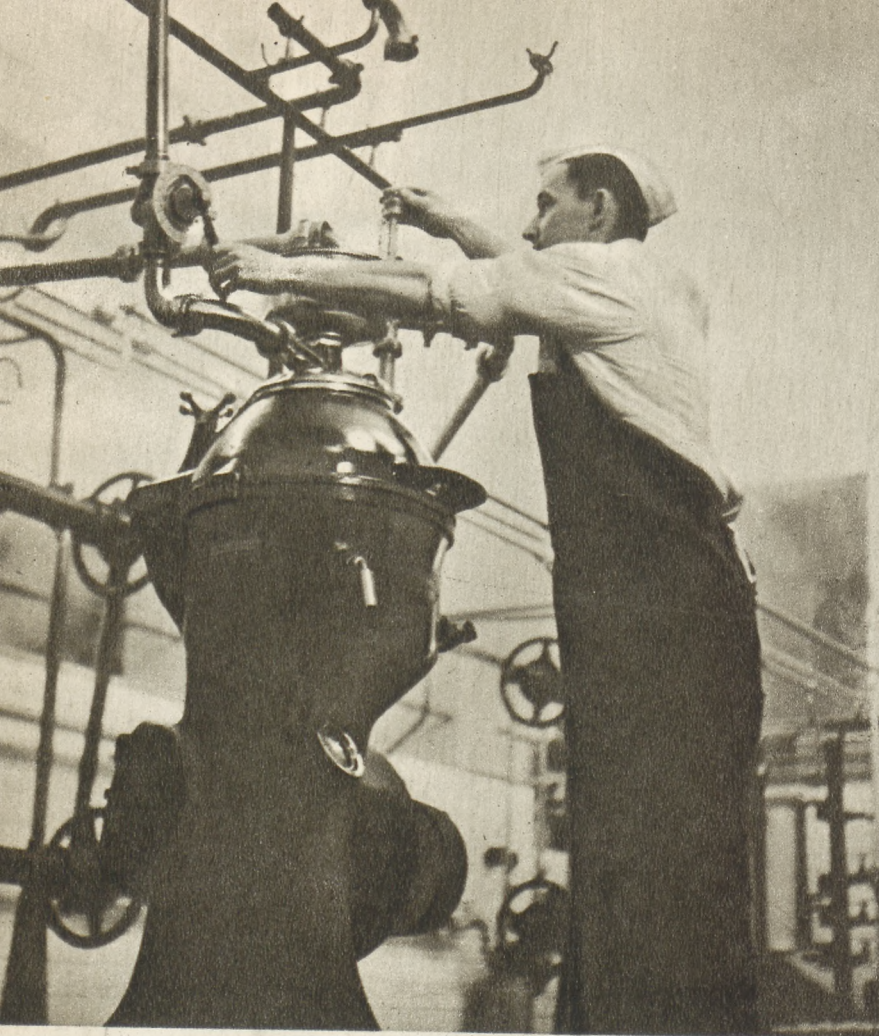
RESUMPTION OF THE EXPORT OF BUTTER BY POLAND

Instrumental in accelerating the rate of rehabilitation and reconstruction of Polish dairy farming have been the following factors: correct dairy farming policy, which enables cattle breeders to increase the number and improve the quality of livestock; a parallel policy which ensures remunera-

bility and a steady sale of milk; efficient organization of milk marketing; and planned investments in the milk-processing industry.

This is how it came about that even in the first years of economic reconstruction the stock of the milk breed of cows reached (per 100 hectares of





Proper processing of butter and compliance with customers' requirements ensures the development of the export of butter from Poland.

arable land) a figure equivalent to 70% of the pre-war stock. The milk yield also increased considerably. This was attended by achievements which made the organization of milk marketing far more effective than in pre-war days.

Parallel to these achievements, investments were made which enabled the dairy industry to cope with the processing of milk, while the quantity and quality of the principal dairy produce, that is to say of milk, butter, cheese and cream and of by-products, particularly of casein, steadily improved. The range of processed milk products was also extended.

Under these circumstances, it was possible to resume the export of casein and, recently, of butter. Even the first consignments of casein sent to foreign markets proved that this was a full-value commodity, and the demand for it has steadily increased.

The pioneering work of the dairy industry, after an interval of over ten years, proved highly successful as regards the export of butter, and that export is certain to make further progress in the course of the implementation of the Six-Year Plan of economic development.

Factors ensuring the further development of the export of both butter and casein are the sound methods employed in their preparation, and the fact that they comply with the requirements of foreign consumer-markets as regards quality and

packing details which are under the strict control of the competent Inspectors of Standards. The uniform quality of export butter is ensured by the centralization of production of butter in dairy establishments.

Standards control of the products is based on detailed specifications applying to quality, method of packing and marking. The methods of chemical analysis of butter are also governed by standards.

The definitions of the quality of butter are as follows:

- a) Taste: pure, of specific acidity, refreshing, pleasant, with faint nut or almond flavour. Permissible variations in taste are a slightly oily flavour, a faint effect of pasteurization, an insignificant fatty taste and a slight relish of fodder.
- b) Consistency: uniform, firm, compact.
- c) Colour: natural in summer; when colouring matter is used, this must conform with standards.
- d) Colour under quartz lamp rays: typical for natural butter.
- e) Refraction: within from 40.0 to 45.5° by Wollny scale.
- f) Water content: 15%, with a tolerance of 1%.
- g) Positive result of reaction to pasteurization, such as peroxidasis test, Storch test.
- h) Acidity of fat: up to 5°, with a maximum tolerance of 5%
(1° = 1 ml $\frac{1}{10}$ NaOH per 100 grams fat).
- i) Acidity of butter-plasm: within 8°
(1° = 1 ml $\frac{1}{10}$ per 100 grams of plasm).
- j) Reichert-Meissl number: within 24° to 34°.
- k) Polenski number: within 1.5° to 3.5°.

A special scale is being used for classifying butter according to standard qualities (Extra, Prime, etc.).

Butter for export is packed in wooden casks, lined with grease-proof paper, containing 112 lbs (51.1 kg) net. The lid of the cask bears the quality mark, trade mark of the production centre, dairy number and serial number of the cask. On the side of the cask — gross, net and tare weights are shown, and the dairy number and serial number of the cask duplicated.

The present organization of the dairy industry in Poland justifies the expectations of further considerable improvement in quality, as compared with the pre-war standard, and this factor, combined with the prevailing favourable natural conditions for butter production, makes it possible for this product to earn a sound reputation on the world markets.

The export of butter from Poland is in the hands of the Export Department of the Central Bureau of Dairy and Egg Co-operatives, Hoża 66/68, Warsaw.

POLISH MUSHROOMS

The particular importance of mushrooms among edible forest products is due to their being available in the Polish forests in large quantities and in a great variety of species, and also to their high quality which is primarily influenced by the phyto-climate typical of the forest areas of Poland.

Mushrooms are noted for their outstanding taste and flavour, as well as for their high content of vitamins, nitrogenous compounds and other mineral components. The water content in mushrooms varies, amounting on an average to 90%; the content of nitrogenous compounds represents 30—40% of the dry substance; fat content — approx. 4% of the dry substance, hydrocarbons — approx. 40%. Further, the ash from burnt mushrooms, representing approx. 8% of the dry substance, contains mineral compounds, including phosphorus and potassium, i. e. elements of exceptional value to the human organism. In view of the high content of nitrogenous compounds, mushrooms can be regarded to some extent as a substitute for meat.

As regards vitamin value, it must be emphasized that certain species of mushrooms are extremely rich in vitamins. The vitamins which are most generally met with in mushrooms and the percentage content of which is particularly high, are D, which is a remedy against rickets and B, which influences the development of nerve tissue. Among species with the highest vitamin content, the Edible Boletus and Chanterelle take first place. These various properties of mushrooms have, together with their delicious taste, caused them to be considered as an important and valuable food product.

Of the species growing in Poland, the Edible Boletus, Chanterelle and Gyromitra are being exported. Other species which are remarkable for their taste and can be recommended to foreign consumers, are the Saffron Milk Cap, *Armillaria Mellea* Vahl and *Tricholoma Equestre*. Among fresh mushrooms, the only variety hitherto exported by Poland is the Gyromitra — an early spring species much in demand in foreign markets.

The products mainly exported are mushrooms preserved either by physical means, that is to say dried mushrooms, or by chemical means, i. e. salted. Dried mushrooms exported include the Edible Boletus and Gyromitra, the former predominating. Dried Edible Boletus is produced, by drying them down to a moisture content of 12%, from fresh and carefully prepared mushrooms, after cleaning them of sand and rejecting worm-eaten pieces, and sorting. The





Poland exports mushrooms both fresh and, in particular, preserved, i. e. dried and salted. Careful packing methods help to preserve the goods during transport and warehousing.



following export-standard grades, dried and sorted, are obtained:

- I A — whole caps only, with bright white under-side;
- I — whole caps with bright white under-side, together with stem;
- "Z" — whole caps, with bright greenish-yellow under-side, and sliced grade I and II mushrooms.

The slicing of mushrooms is done before they are dried.

Proper organisation of picking, speed of delivery to the drying plants and proper drying technique are responsible for the high quality of dried Edible Boletus.

Dried mushroom powder, made from the Edible Boletus, and used as a flavouring in soups and sauces, is an equally valuable high-quality product. It is finely ground and of exceptional aroma.

Apart from dried mushrooms, our exports also include salted mushrooms; of these Edible Boletus and Chanterelle in brine are the principal exports. It is thought that the tasty Saffron Milk Cap and Armillaria Mellea will also find ready buyers.

Careful packing, both of dried mushrooms and mushrooms in brine, completes the technical process of preservation of this fully valuable product. Dried mushrooms intended for transport by overland routes are packed in three-ply paper bags, the middle layer being saturated with a non-odorous solution. In order to protect the dried mushrooms from being broken or crushed during transport and handling, the bags containing dried mushrooms are packed tightly in wooden cases made of non-resinous softwood.

For transport by sea, the dried mushrooms are packed in watertight cardboard cartons and then in wooden cases. At customers' request, dried mushrooms can be packed loose in cardboard cartons, in cellophane bags, whereas dried sliced mushrooms can be compressed into bricks and wrapped in cellophane paper.

For mushroom powder and preserved mushrooms, hermetically sealed tins are now being introduced.

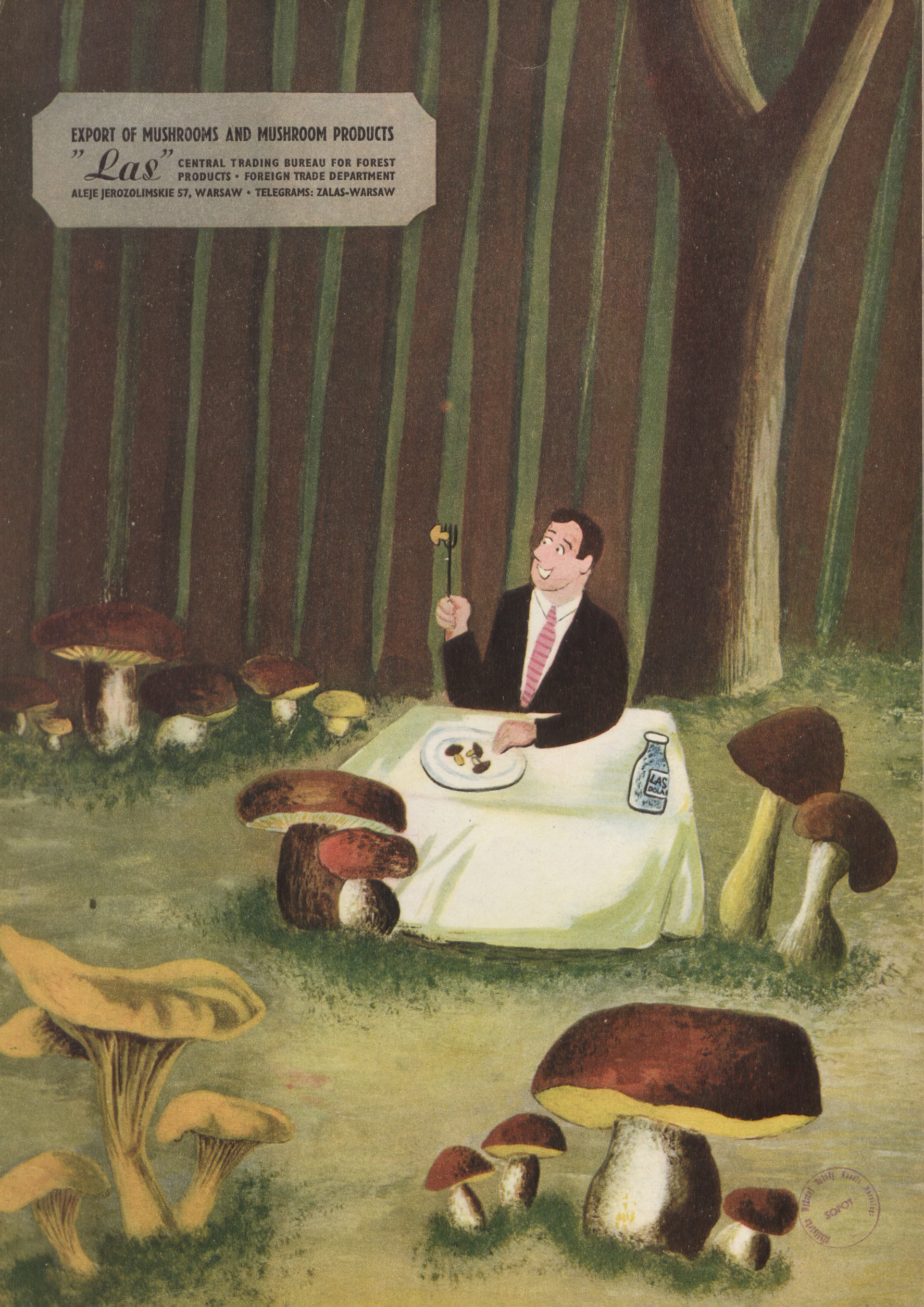
Mushrooms preserved in brine are packed in 100 ltrs capacity watertight oak casks, free from tannic acid and having a paraffin wax coating on the inner surface.

The constant care devoted to the preparation of fresh and processed mushrooms for export, constituting a guarantee of the high quality of our products, is much appreciated by foreign customers. The careful, correct and neat packing, which prevents damage en route, is a factor contributing to the success of our products.

The export of fresh and processed mushrooms from Poland is in the hands of "LAS", Central Trading Bureau for Forest Products, Foreign Trade Department, 57, Aleje Jerozolimskie, Warsaw. Telegrams: ZALAS — Warsaw.

EXPORT OF MUSHROOMS AND MUSHROOM PRODUCTS

"Las" CENTRAL TRADING BUREAU FOR FOREST
PRODUCTS • FOREIGN TRADE DEPARTMENT
ALEJE JEROZOLIMSKIE 57, WARSAW • TELEGRAMS: ZALAS-WARSAW



ИЗДАТЕЛЬСТВО
МИХАИЛ БИДЬЯ КРАСНЬЯЯ ЗВЕЗДА
1967



FOREIGN TRADE COMPANY FOR SEEDS.

KLONOWA 20, WARSAW • TELEPHONES: 80828, 80829

E X P O R T S :

FODDER SEEDS: MANGOLDS, VETCH, FIELD PEA, CLOVER, SAINFOIN, LUPIN, ETC.
INDUSTRIAL SEEDS: SUGAR-BEET, RAPE AND MUSTARD SEED, POPPY, ETC.
VEGETABLE SEEDS: ONION, CARROT, PARSLEY, RADISH, RED BEET, ETC.
SEEDS OF DECIDUOUS AND CONIFEROUS TREES • SEED-POTATOES

POLISH SEED EXPORT

Polish seed farming has for long had a sound reputation among customers throughout the world. A considerable number of seed growers have gained wide experience in the production of seeds. The laborious task, often extending over several generations, of improving the quality of seeds has, as a result of experience and years of strenuous efforts, as well as application of the latest scientific methods, produced the desired results.

The range of seed varieties exported by us and the number of importing countries were substantial even prior to the Second World War.

The factors qualifying Poland for the export of such a variety of seeds in demand abroad are the geographical position of the country and its climatic conditions.

Poland, situated on the boundary line between the continental and marine climates, has exceptionally advantageous facilities for the export of seeds, since the favourable climatic conditions prevailing during the period of vegetation enable a wide selection of crops to be grown; while the severe winter period is instrumental in causing Polish-grown seeds to yield extremely successful results in all countries of Western and Southern Europe: they produce, when transferred to more favourable climatic conditions, an increased and infallible crop.

The conditions for growing qualified seed-potatoes are equally favourable in Poland. Table, industrial or universal varieties are produced throughout the country, the conditions in the Poznań area and the Pomeranian districts being particularly favourable to their development, producing most of the export-quality seed potatoes.

After the Second World War, the Polish seed growers were able, in spite of the immense requirements of the national economy, to resume by 1946—1947 the export of small quantities of vegetable and sugar-beet seeds and seed potatoes. In the following year, the range of seeds available for ex-

port was widened by the inclusion of such items as field pea, common vetch, bitter lupin and certain other seeds. The 1949 crop enabled mangold-wurzel, sweet lupin, forest and fruit tree and white clover seeds to be added to the export list.

The variety of seeds available for export in 1951 is considerable. The main items offered are:

I. Sugar-beet seeds of the well-known brands of P.Z.H.R., Buszczyński and Sons, A. Janasz and Co., Udycz and Sandomiersko-Wielkopolska Seed Farm.

These seed farms have four basic varieties available: specially high sugar-yield variety, high sugar-yield variety, standard and fertile varieties.

We must emphasize that the P.Z.H.R. cerc. "sugar" and Buszczyński and Sons "standard" brands are particularly immune to the so common disease of the leaf known as "Cercospora beticola".

II. Mangold-wurzel seeds (*Beta vulgaris crassa*) are the next important item. These include the P.G.R., K. Buszczyński and Sons, Grain Trading Co., Udycz, S.W.H.N. and H.N. Czyżowski brands of native Polish varieties of Cylindrical, Mammoth and Semi-sugar grades.

These seeds are in great demand owing to the high root and leaf crop and to the high percentage of dry substance they contain; both sugar-beet and mangold-wurzel seeds are extremely hardy and resistant to disease.

III. White clover seeds are an item in which our customers will be greatly interested, as they used to command a ready sale in pre-war days. The export of these seeds was resumed in 1950. A further increase in the quantity available, with a further improvement in quality, will take place in 1951.

IV. Fodder plant seeds represent a line which has always been exported by Po-







Poland has a wide variety of seeds available for export. The more important items include sugar-beet, mangold, vegetable and foder crop seeds, as well as seed-potatoes.

land in large quantities, as a result of suitable climatic and soil conditions. The main items available include serradilla, common winter vetch, common summer vetch, mangold-wurzel, blue lupin and yellow lupin.

- V. The question of sweet lupin must also be referred to. At present, the State Farms are breeding several varieties of lupins (*Lupinus albus*, or white lupin; *Lupinus luteus*, or yellow lupin and *Lupinus angustifolius*, or blue lupin), containing a maximum of 1% of alkaloids. These varieties are being produced by the State Farms and by small peasant farms. In the near future these seeds will, as a result of intensified output, also become available for export in larger quantities.
- VI. At the moment, Polish seed farms have available for export a certain surplus of vegetable seeds, namely red-beet, carrot, radish and parsley seeds.
The state of plantations, and further progress in seed growing methods indicate that vegetable seeds will soon become stable export products.
- VII. Since the Second World War, the export of seeds of coniferous and deciduous trees has also been resumed. These are headed by fir (*picea excelsa*) and pine (*pinus silvestris*). In view of the vast forest areas in Poland, a substantial increase in exports may be anticipated.
- VIII. Qualified seed-potatoes are also an item in our exports which shows a steady increase. On the basis of the satisfactory results so far achieved in our export of seed-potatoes, the State Farms are pursuing a course intended

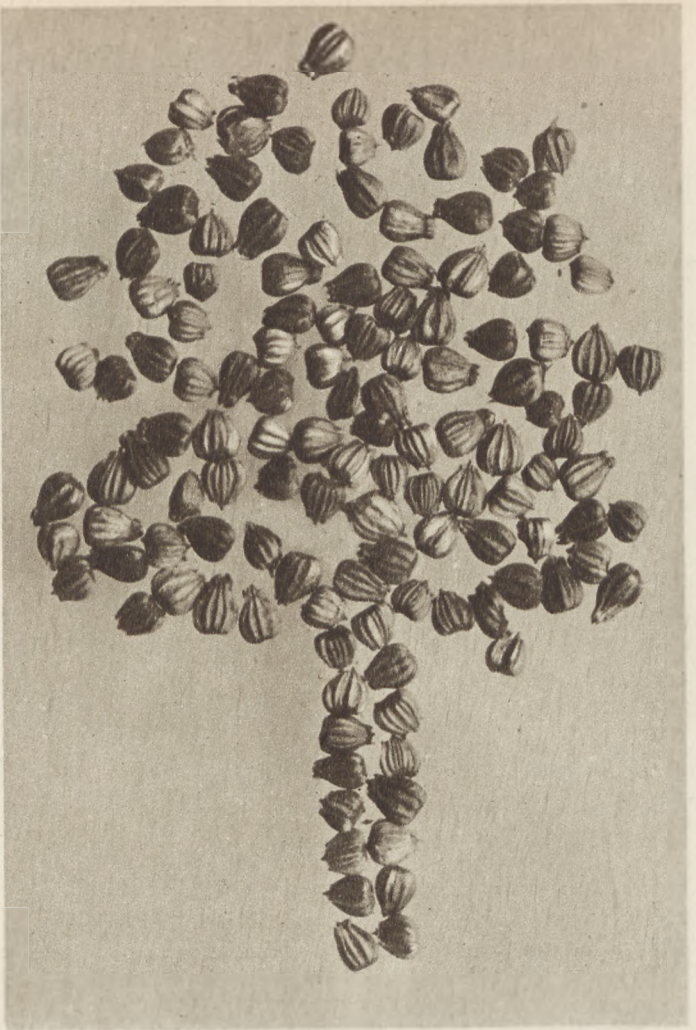
to produce, in respect of both soundness and yield per hectare, and starch content in the tubers, varieties superior to those hitherto produced. The range of varieties is also being increased, so as to meet the diversified requirements of individual markets.

- IX. Reference should, finally, be made to seeds shortly to be included in the export list, namely, to red clover, lucerne, sainfoin and esparcet, as well as grass seeds. Pre-war experience, and appreciation expressed by our customers in the past, lead us to assume that the export of these seeds will develop in a satisfactory manner.

In conclusion, attention must be directed to the fact that since seed-growing is under the expert supervision of State authorities appointed for this purpose, a steady improvement in seed standards is ensured.

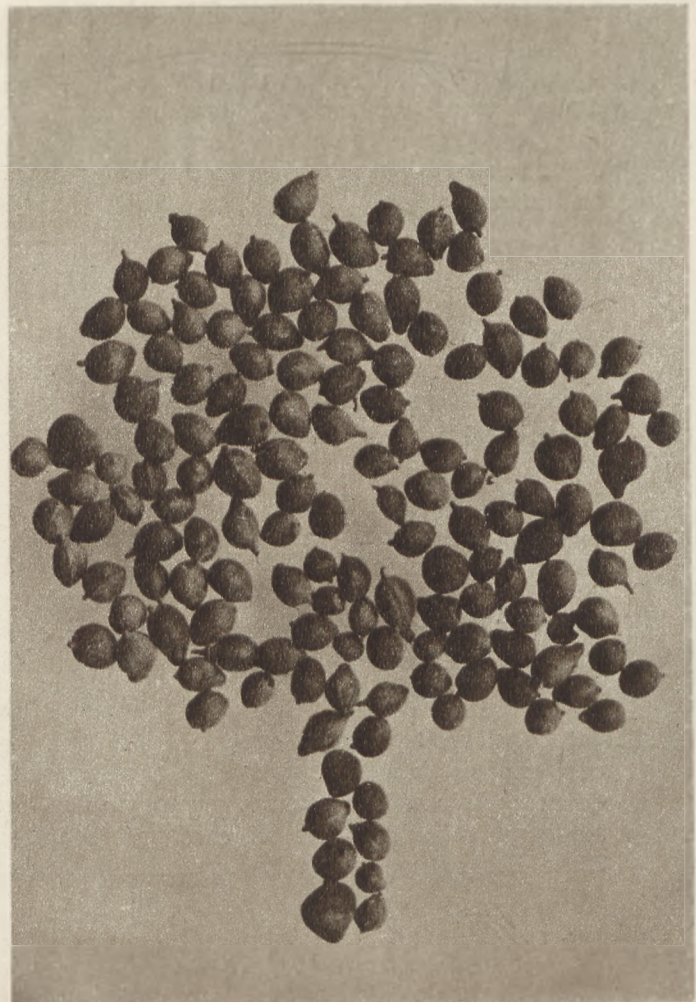
The steady increase in production, based on a planned scheme of advance contracts, will ensure the continued increase in exports.

All matters pertaining to the export and import of farm seeds are dealt with by the "HORTUS" Foreign Trade Company, Klonowa 20, Warsaw.



Poland's situation on the boundary line between the continental and marine climate zones creates exceptionally favourable conditions for seed growing.

Because of our severe winter, seeds of Polish origin adapt themselves well to the conditions prevailing in Western and Southern Europe



CEPEDE CENTRAL IMPORT AND EXPORT OFFICE OF THE TIMBER INDUSTRY

MIODOWA 1, WARSAW

TELEGRAMS: CEPEDE-WARSAW • TELEPHONES: 71030, 80882, 80883

CEPEDE
is the sole exporter of the following manufactures of the Polish timber industry:
Bentwood furniture: chairs, armchairs, etc.
Cabinet-maker's furniture for the home, office, etc.
Cases, barrels, barrel staves.
Plywood, wainscoting, parquet flooring.
Wooden household articles.
Willow wood and wickerwork.

Trade connections in the majority of world markets.
Extensive network of agencies in various countries, as well as permanent representatives in the following countries:

ARGENTINA

F. Slager, Av. Roque, Saenz Pena, U. T. Avenida 1292, Buenos Aires.
Agent for all manufactures, except willow wood and wickerwork.

AUSTRIA

„Merx“, Vienna I, Seitzergasse 1.
Agents for willow wood and wickerwork.

EGYPT

F. Argy, 13, Rue Shobada, Alexandria.
Agent for bentwood furniture.
M. Rosenberg, 27, Soliman Pasha Street, Cairo.
Agent for plywood

ISRAEL

Simon Goldfarb, 55, Hayarkon Street, Tel-Aviv.
Agent for wooden cases.
„PALIMPORT“, I. Luxemburg, 34, Jaffa Road, Tel-Aviv.
Agent for bentwood furniture.

NETHERLANDS

J. Braun, „HOUTIMPORT“
15, Herringvlietstraat, Amsterdam.
Agent for plywood.
W. T. Kietlinski, E. 13, Groenstraat, Teteringen, near Breda.
Agent for wainscoting, bentwood furniture, household articles, barrels.

SWITZERLAND

„EXPO“, Sihlgarten, Talacker 4, Zurich.
Agent for willow wood.

BRITANIA

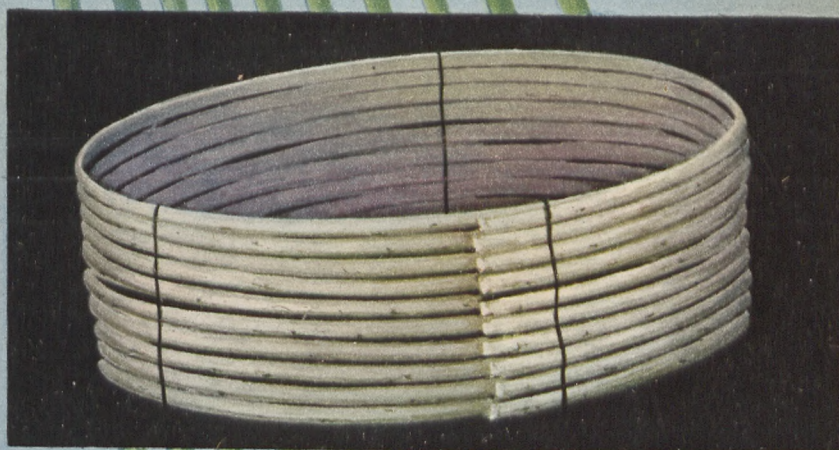
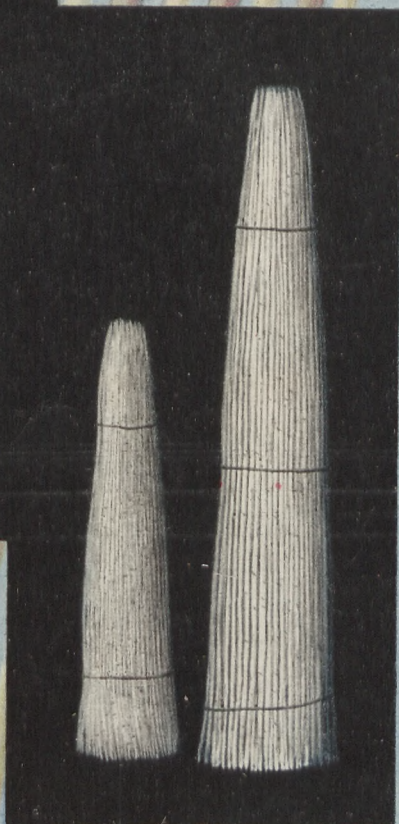
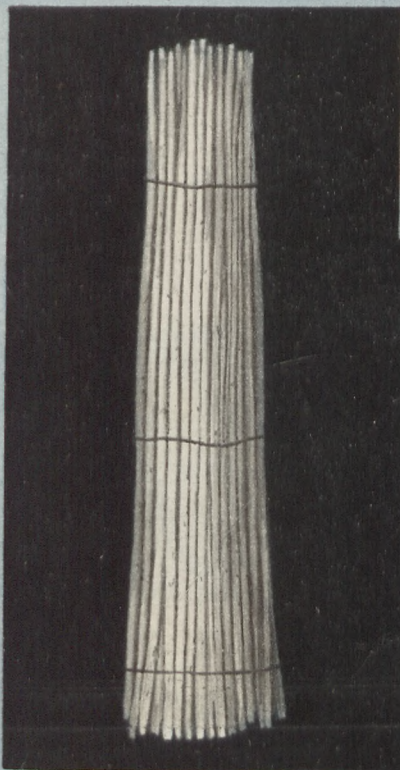
H. and A. Gratenau, Bismarckstr. 18, Bremen 1 (23).
Agents for plywood.
„DEUTIMEX“, Friedrich Ebert Strasse, Frankfurt a/Main.
Agents for willow wood.

UNITED KINGDOM

„ANGLODAL“, Imperial House,
84/86, Regent Street, London, E. C. 3.
Agents for willow wood and wickerwork.
E. Bloch, Agent for all manufactures, except willow wood, wickerwork and oak staves.
Scantlebury and Hemingway,
26/28, Fish Street Hill, London, E. C. 3.
Agents for oak staves.

UNITED STATES

Polish-American Supply Corporation,
39, Broadway, New York 17, N. Y.
Agents for willow wood.





POLISH OCEAN LINES

STATE ENTERPRISE • GDYNIA

OPERATES THE FOLLOWING REGULAR LINES: GDAŃSK-HELSINKI
GDYNIA-LONDON • GDYNIA-HULL • GDYNIA-STOCKHOLM • GDYNIA-HAMBURG-ROTTER-
DAM • GDYNIA-COPENHAGEN-GÖTEBORG • GDYNIA-DENMARK-SCANDINAVIAN COUN-
TRIES • GDYNIA-HAMBURG-ANTWERP • GDAŃSK-LEVANT • GDYNIA-SOUTH AMERICA
GDYNIA-INDIA AND PAKISTAN • GDYNIA-CHINESE PORTS, AS WELL AS TRAMP SERVICE.



H. KALUŻNY



POLISH STEAMSHIP COMPANY

STATE ENTERPRISE • SZCZECIN

OPERATES THE FOLLOWING REGULAR LINES: SZCZECIN-STOCKHOLM • SZCZECIN-LONDON
-LE HAVRE • SZCZECIN-HAMBURG-ROTTERDAM-ANTWERP, AS WELL AS TRAMP SERVICE



CENTRAL FISH TRADING COMPANY
FOREIGN TRADE DEPARTMENT
PUŁAWSKA 14, WARSAW
TELEGRAMS: IMREX-WARSAW

EXPORTS: FISH: LIVE, FRESH, FROZEN • FRESH-WATER FISH, SUCH AS CARP, PERCH-PIKE, PIKE, BREAM, BLEAK, EEL • SEA-FISH: COD, SALMON • CANNED FISH • LIVE CRAWFISH.
IMPORTS: HERRINGS, SPRATS.
DELIVERY BY REFRIGERATOR VANS, AQUARIUM VANS, ICE-COOLED VANS, REFRIGERATOR MOTOR VANS.



POLISH COD ON FOREIGN MARKETS

From 1946/1947, Polish cod began to make its appearance on foreign markets. In small quantities to begin with and in a limited number of forms, it soon began to pave its way and gain approval, so that by 1950 and 1951 it consolidated its position and became established on the markets it had secured.

Polish cod has numerous patrons who value it for its many qualities. The edible parts of the cod, namely the flesh, roe, milt and liver, constitute by weight approx. 60% of the fish and contain many valuable components requisite for the normal functioning of the organs of the human body.

The cod caught in the Baltic is, though smaller than the Atlantic species, by no means inferior to the latter; it has, on the contrary, the advantage in being landed in port on the day it is caught, actually within a few hours, a fact which ensures perfect freshness of the fish. The Polish fishing ports of Gdynia, Wielka Wieś, Darłowo, Ustka, Kołobrzeg and Szczecin serve as bases for the discharge, processing and distribution of the products of our sea fisheries, mainly cod.

Let us follow the successive stages of preparing cod and its products for export.

Relying on the principle that only perfectly fresh fish provides a full-value product for consumption, Polish fishermen set sail for a single day's fishing only, and even on board the boat steps for the preservation of the fish are taken by placing it between ice in cases in the holds. Examination as to freshness is made by special sorters as soon as the catch is discharged in port, after which it is dispatched to the market, gutting centres and canning factories. Thus, the first stage is completed — the fish caught, the raw material for further processing supplied.

Let us now review the process of export production, which can be divided into three groups:

1. production of fresh and frozen fish, gutted;
2. production of frozen fillets and salted cod;
3. production of canned cod, fish paste and smoked cod.

The first group refers to the simplest way of cod

processing, being restricted to gutting and cutting off the heads. As a result of rationalization methods and various forms of work emulation, the skilled workers of the fish industry reach a high standard of efficiency, while producing at the same time a carefully processed product. After the fish is gutted, chilled, packed and thoroughly iced, it is submitted for examination to the Inspector of Standards and a veterinary surgeon; the former examines the goods to ascertain whether they comply with the Polish standard export specification, the latter examines them for a second time, as to freshness. Once the necessary certificates have been granted, the goods are loaded in special insulated ice-cooled vans and dispatched by slow or fast passenger train to the nearest export markets accessible within 48 hours. In this way, cod caught on one day, is processed on the same day, despatched abroad by nightfall and delivered by noon on the following day to customers in Berlin, Prague or Vienna. If the journey would take longer, or if the outside temperature is too high for fresh fish to be sent, consignments are sent of gutted, frozen cod which is finding just as ready a market as fresh cod.

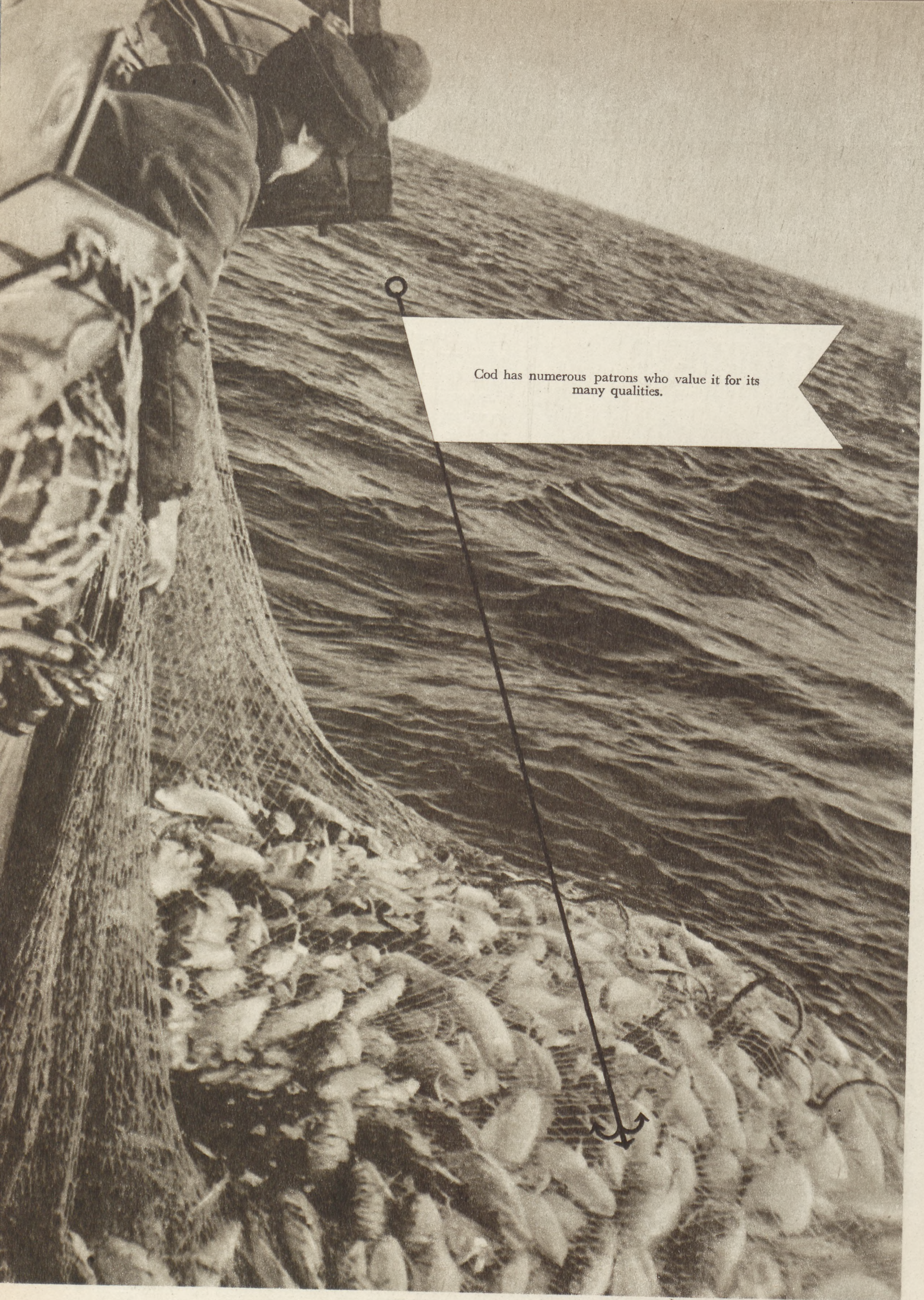
The second group comprises fish products in a more elaborately processed form and intended to keep for a longer time, namely fillets and salted cod. Cod fillets are unquestionably the most popular product these days — easiest to sell and most convenient for both the retailer and consumer. By suiting processing, refrigeration and storage to the requirements of foreign and home customers, the Polish fish industry is proceeding steadily to increase the production of fillets. For this purpose, new filleting and freezing plants and cold stores are being erected and new means of transport, with up-to-date technical equipment, are being provided.

Certain markets are interested in gutted, headed and salted cod, packed in standard barrels containing 100 kg net; this is the so-called „Laberdan“- cod preserved in brine, in a manner similar to that used in the case of herrings. This product is suitable for further processing, for canning or for direct consumption. It is, owing to its high albumen content, undoubtedly a valuable food product.

The third group comprises canned products which will keep for a longer or shorter time, and smoked cod which, as an export product, is of less importance.

The main canned export products are: fish paste; vitamin paste made from cod liver; fish balls in Greek, horseradish, vegetable or other sauce.

The processing is done in canning factories equipped with smoke-curing plant and located on the sea coast, near the supply base of the raw material, the exceptional freshness of which is a guarantee for the quality standard of the goods. The entire process is controlled all along the production line by special teams of technical inspectors, and subsequent laboratory analyses are made of individual batches of the goods. After the canned product has matured in



Cod has numerous patrons who value it for its many qualities.

the factory warehouses, it is finally submitted for examination by the Inspector of Standards and the veterinary surgeon. Those products which are in full compliance with the Polish export standards and packed in accordance with the requirements of the individual sales markets and with the corresponding transport regulations, are despatched to the export warehouses whence they are forwarded to destination in Europe or overseas.

In order to ensure proper export service for cod, much attention is being devoted to means of transport, so that our export rolling stock, consisting of insulated ice-cooled vans, refrigerator vans, vans for the conveyance of dry ice, refrigerator train units, as well as refrigerator motor vans must be considered as being among the most efficient and modern in Europe.

Ships plying on our regular shipping lines are fitted with modern refrigeration equipment capable

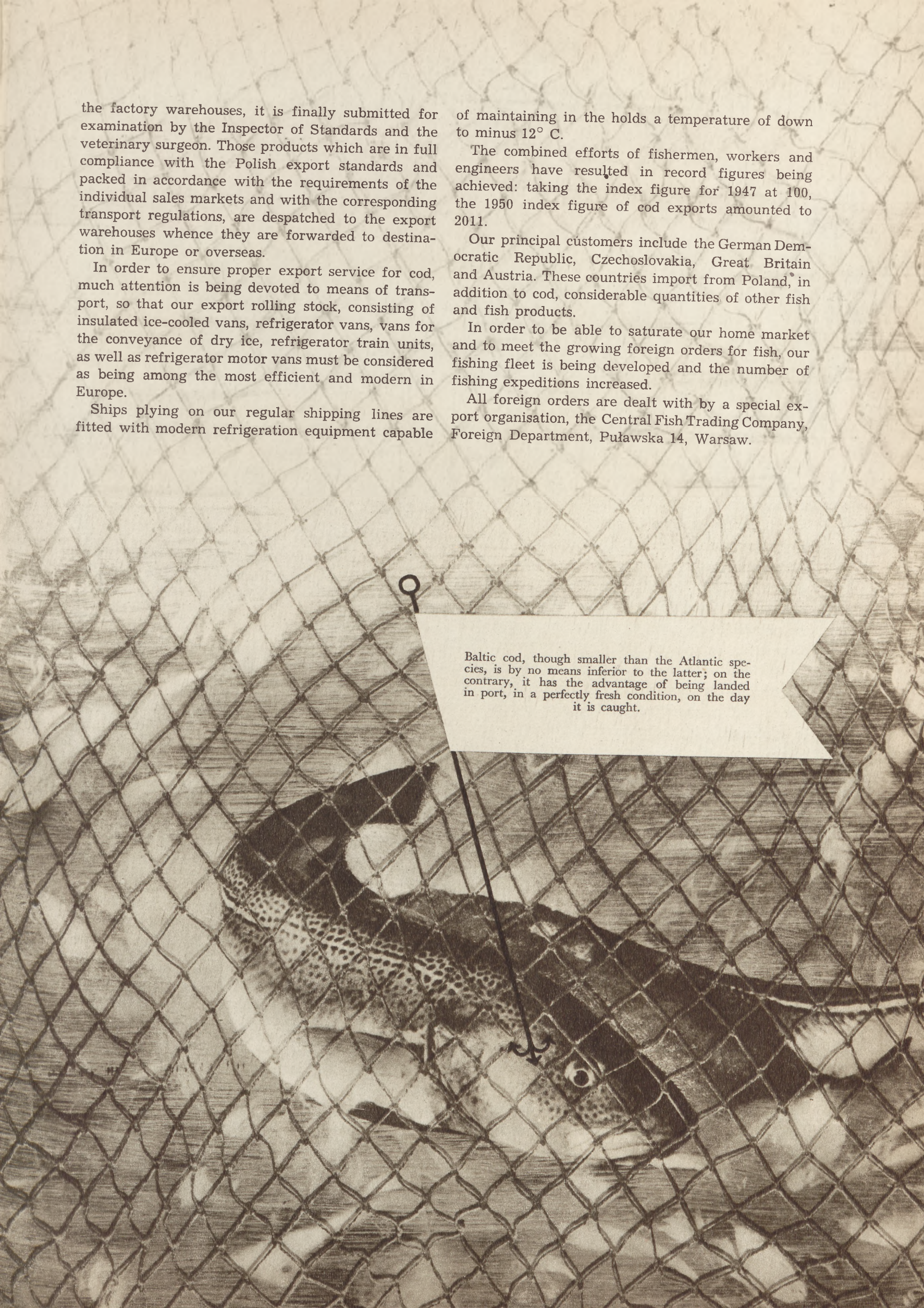
of maintaining in the holds a temperature of down to minus 12° C.

The combined efforts of fishermen, workers and engineers have resulted in record figures being achieved: taking the index figure for 1947 at 100, the 1950 index figure of cod exports amounted to 2011.

Our principal customers include the German Democratic Republic, Czechoslovakia, Great Britain and Austria. These countries import from Poland, in addition to cod, considerable quantities of other fish and fish products.

In order to be able to saturate our home market and to meet the growing foreign orders for fish, our fishing fleet is being developed and the number of fishing expeditions increased.

All foreign orders are dealt with by a special export organisation, the Central Fish Trading Company, Foreign Department, Puławska 14, Warsaw.



Baltic cod, though smaller than the Atlantic species, is by no means inferior to the latter; on the contrary, it has the advantage of being landed in port, in a perfectly fresh condition, on the day it is caught.

PROSPECTS FOR THE EXPORT OF TANNED PIGSKINS FROM POLAND

The tanning industry had at its disposal, prior to the war, only limited quantities of pigskins which could be used for further processing. This was due to the fact that it was customary in pre-war Poland to sell the skin with the fat or with the meat.

After the 2nd World War, the Polish government began to devote particular attention to all symptoms of wastefulness in the economic life of the country and, naturally, realized the great value of pigskins as a raw material, particularly since both pigskins and pigskin goods had hitherto been imported from abroad. In 1947, the State-owned meat processing factories began to skin the pigs slaughtered. By 1948, the process of skinning pigs began to assume mass proportions, as the result of an order promulgated by the Ministry of Industry and Commerce making it obligatory for all animals slaughtered in the State-owned and co-operative meat processing factories to be skinned. This order was subsequently extended to embrace all pigs slaughtered, other than those killed for the owner's personal use and diseased pigs, the skin of which was unfit for processing. Concurrent action was taken to prevent damage to the skins of live pigs, particularly during transport to market, in assembly sties and at fattening farms, as well as in the course of loading and unloading at markets and slaughter-houses.

As a result of this action, the accumulation of skins began to make rapid progress, so that, assuming the quantity of skins accumulated in 1947 as equal to 100, the accumulation for 1948 had increased to as much as 546 and in 1949 to 1816.

The remarkable increase in the stock of pigs in 1950, as compared with 1949, which resulted in the number of pigs available for slaughter in the first half of 1950 being almost double that for the corresponding period of 1949, illustrates the extent to which the collection of pigskins had risen during that year.

Such a rapid increase of the raw material made

available for processing, inevitably brought about the necessity for a corresponding extension of tanning equipment. The government is, therefore, financing in rapid succession the extension of existing slaughter-houses and the adaptation of their equipment to the removal of skins from the pigs slaughtered, the construction of new tanneries and expansion of the output capacity of existing tanneries. The most modern plant and equipment is being imported and installed.

Pigskins in Poland are tanned exclusively in whole pieces to ensure a uniform tensile strength and suitable elasticity.

In so far as finish and colour range are concerned, our smooth vegetable-tanned pigskins for fancy goods production deserve special mention; they are produced in various shades of natural colour and in light brown.

Pigskins of this class, together with natural colour vegetable-tanned pigskins for fancy goods, embossed with various designs, are made in a range of thicknesses, to suit the purpose for which they are intended and the special requirements of customers.

Chrome-tanned pigskins are made in a variety of colours, either smooth or embossed, for the manufacture of footwear or fancy goods.

Velour skins of Polish manufacture are remarkable for the wide colour range in which they are produced, as well as for their perfect finish. They are used for the manufacture of ladies' summer shoes and successfully compete with calfskin velours. The quantity and the quality of Polish tanned pigskins, particularly in view of the potential expansion of the raw material supply base resulting from the progress in pig breeding, predestine Poland for a leading position among the exporters of tanned pigskins.

The export of tanned pigskins is in the hands of "SKORIMPEX", Foreign Trade Bureau of the Leather Industry, Sienkiewicza 9, Łódź.



VEGETABLE- AND CHROME-TANNED
PIGSKINS

EXPORTED BY

»SKORIMPEX«

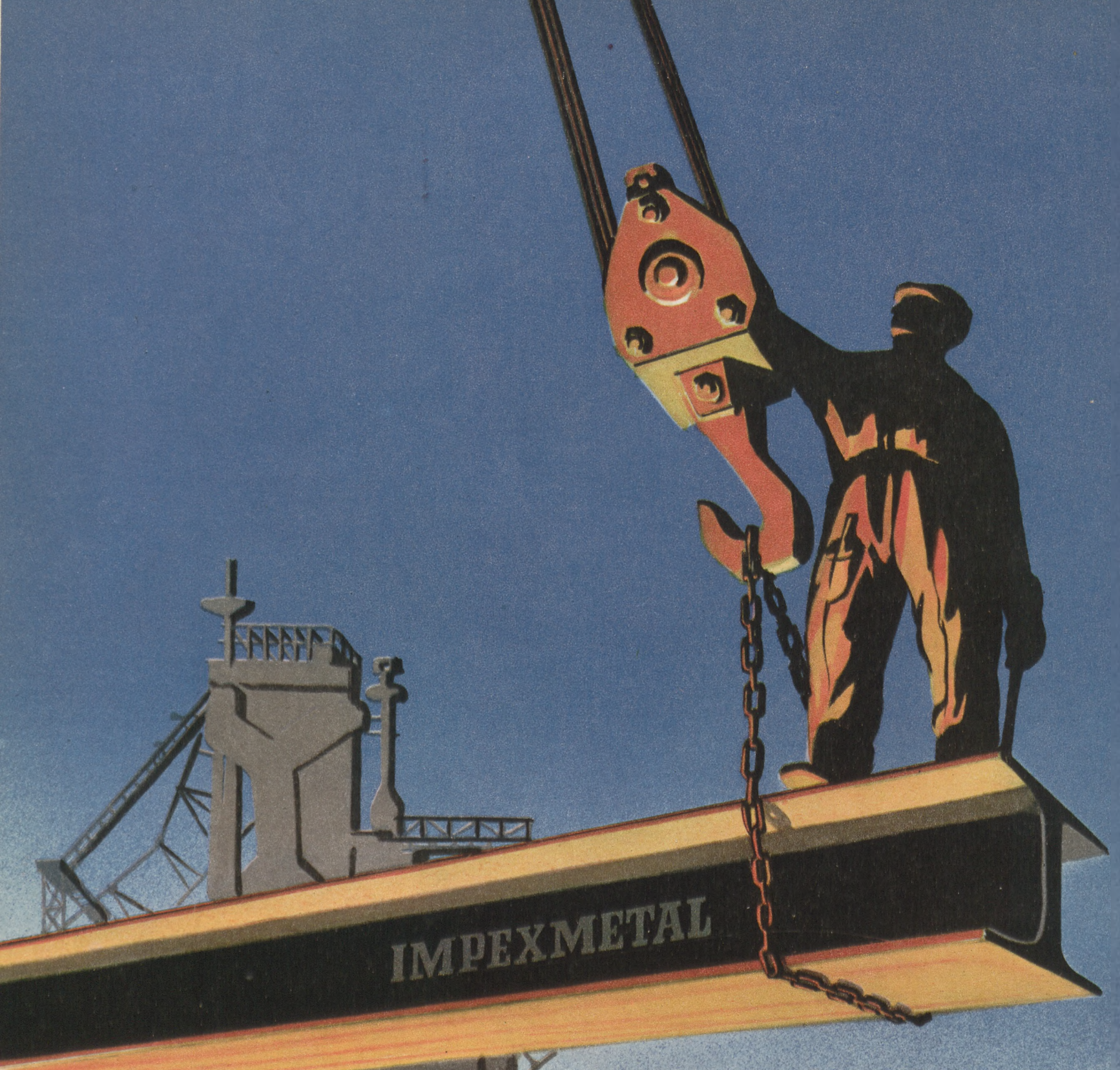
CENTRAL EXPORT AND IMPORT OFFICE
OF THE LEATHER INDUSTRY,

SIENKIEWICZA 9, ŁÓDŹ

TELEPHONES: 16453, 25840

TELEGRAMS: SKORIMPEX-ŁÓDŹ

»Skorimpex«



IMPEXMETAL

IMPEXMETAL

CENTRAL EXPORT AND IMPORT BUREAU

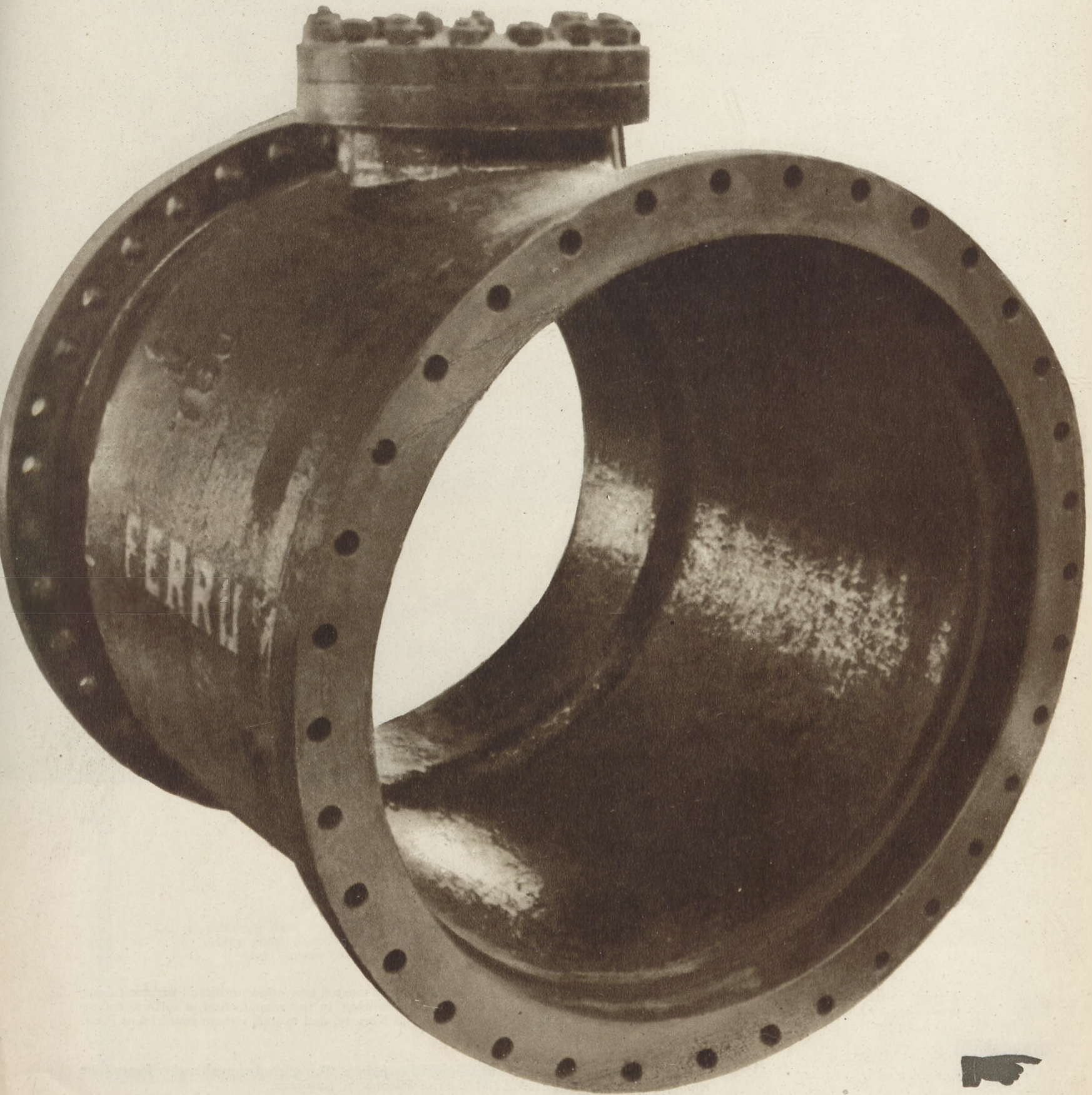
WITA STWOSZA 7, KATOWICE

Phones: 32961, 36605, 36606, 36607, 36609.

Sole exporters of the manufactures of the Polish metallurgical industry and importers of metallurgical products from other countries.

Exports and imports comprise: pig iron, steel semi-products, steel bars, profiles, rolled steel products, black sheets, galvanized sheets, rails and accessories, mounted axle sets, pipes of all kinds, ferrous and non-ferrous alloys, zinc sheets, zinc cups, zinc powder etc.

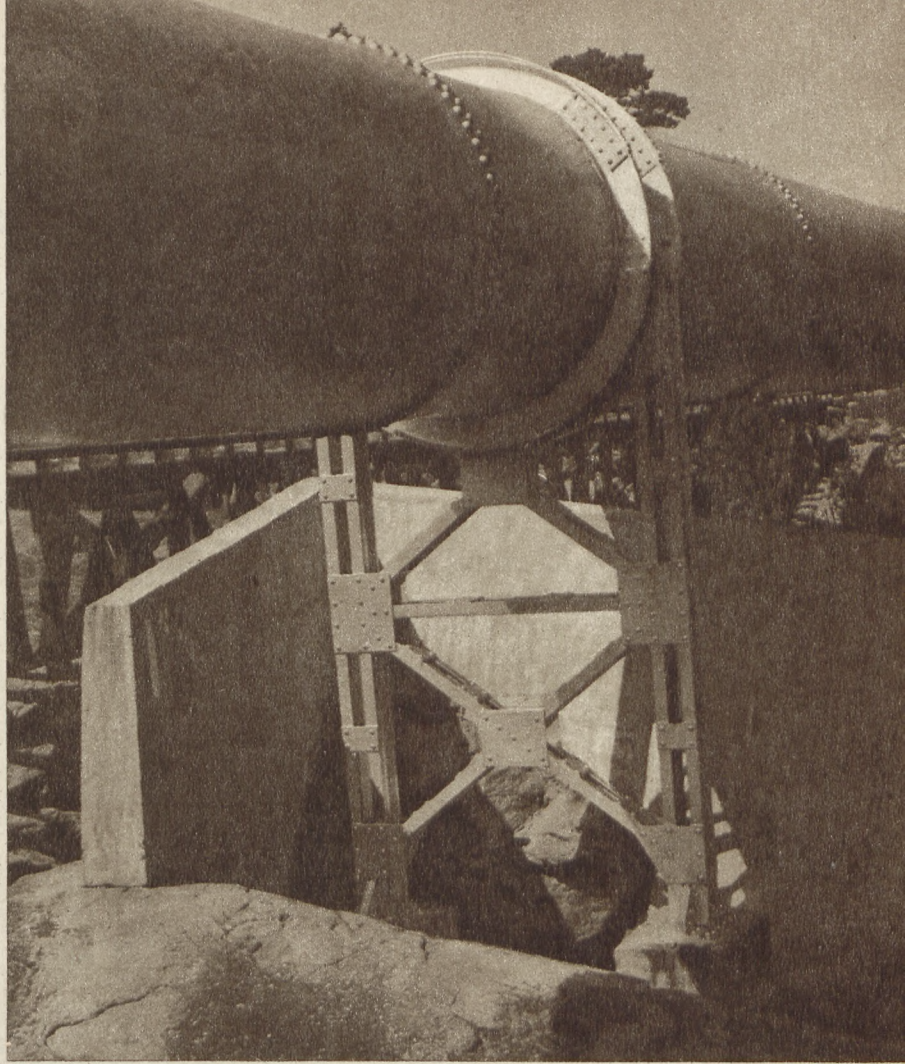
"FERRUM" TURBINE TUBING



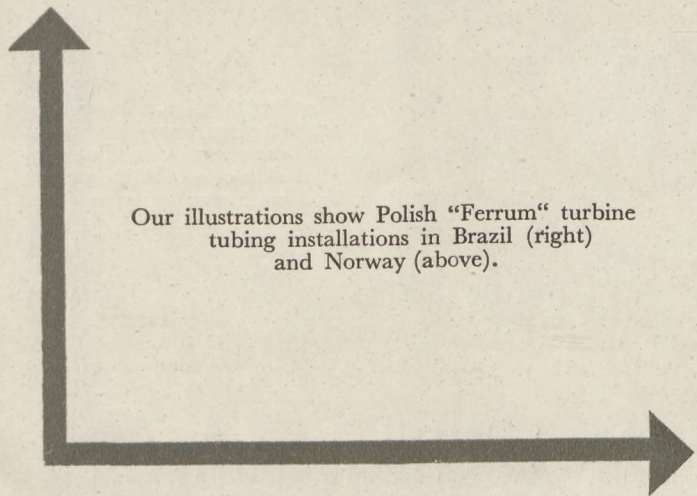


The hydro-electric developments which occurred towards the end of the last century have created new opportunities in turbine tubing production. One of the Polish tube concerns — the "Ferrum" Steel Works is specializing in the manufacture of turbine tubing and is supplying high-pressure tube equipment, both to neighbouring countries such as Norway, and to such remote countries as Peru, Brazil and India.

Complicated installations of this kind are a high testimonial to Polish metallurgical technique. The sole sales organization for turbine tubing rests with „IMPEXMETAL“, Wita Stwosza 7, Katowice.



Our illustrations show Polish "Ferrum" turbine tubing installations in Brazil (right) and Norway (above).



POLAND'S ROLE AS COAL EXPORTER

Prior to 1914, no coal at all was exported from the Polish coalfields to European markets. Poland began to export her coal between 1925 and 1939 and soon became, after Great Britain and Germany, the third largest solid fuel exporter in Europe.

Poland was the first coal producer in Europe to resume a large-scale export of coal on the termination of hostilities in 1945. As early as in the summer of that year, the first export contracts were concluded for the supply of considerable quantities of coal to the Soviet Union and Sweden. In 1947, while Great Britain — once the largest coal exporter in Europe — had to import large quantities of coal from the United States, Poland was exporting her coal to numerous European countries, even to Great Britain. Even by 1946, the tonnage of Polish coal exported exceeded the 1938 level. Throughout this five-year period (1946—1950), Poland, having outdistanced both Great Britain and Western Germany, has maintained without interruption the lead among European coal exporters.

Polish coal exports not only help to meet the fuel requirements of an overwhelming majority of European countries, but also contribute an element of great stability to European fuel economy. Unlike certain other European countries, Poland, by consistently increasing her coal output, has during the past five years become the most reliable of all coal exporters, guaranteeing a steady supply of fuel to her numerous customers in Europe, America, Asia and Africa.

At the time of the general European coal crisis in the winter of 1951, Poland was the only country in Europe to place at the disposal of all shippers, without exception, unlimited quantities of bunker coal in her ports, a facility which continues to be available.

What is it that has been instrumental in enabling Poland to rank first among European coal exporters?

Principally, the untiring efforts of Polish miners and mining engineers in restoring the coal mines devastated during the war. The consistent and ener-

getic economic policy of the government envisaged an extensive development of coal mining to be the cardinal factor in the economic development of the country.

While the rate of progress in the development of the output of collieries in Great Britain and Germany was infinitely slower, so that by 1950 it had not even reached the 1939 output level, the Polish collieries had already managed, some years ago, to increase their output to above the pre-war level, and the Six-Year Economic Plan provides for this to be further increased to reach 100 million tons by 1955.

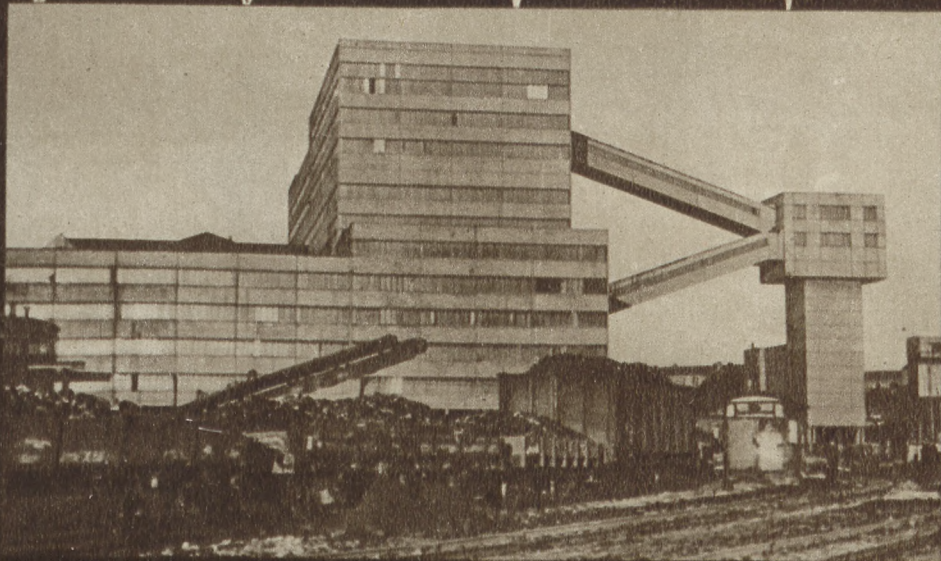
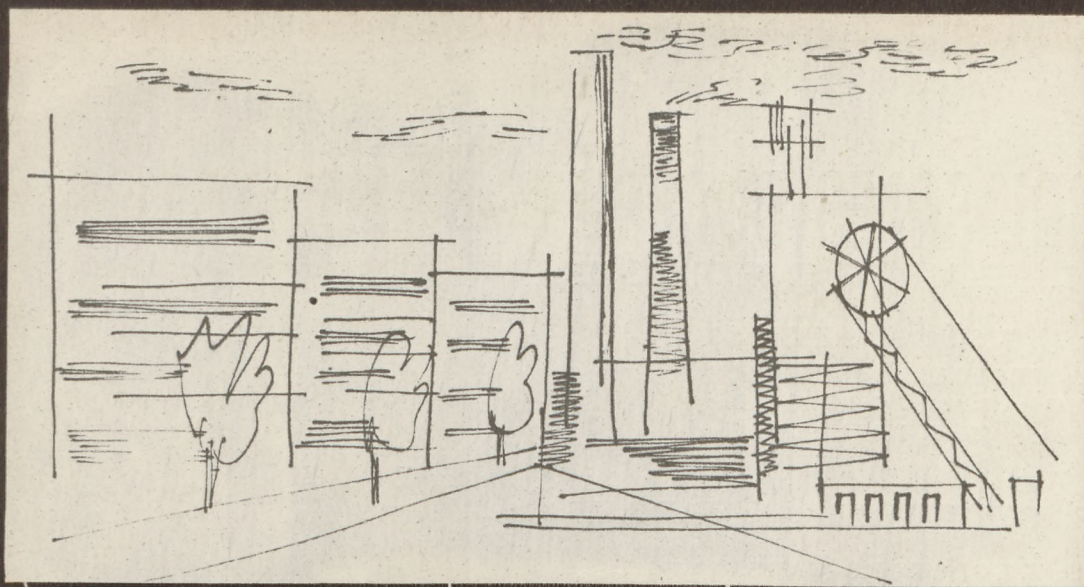
The restoration of Szczecin to Poland has considerably shortened the distance that has to be covered by colliers, thus reducing shipping charges. Szczecin which, during the period between the two world wars, was handling no more than some hundred thousand tons of coal per annum has, since the last war, become one of the major coal shipping ports of Europe.

Investments in the coal port of Szczecin, a large-scale extension of which was undertaken in recent years, will enable the handling capacity of that port to be considerably increased. The bunkering station put into service in 1950 at Świnoujście, being located at the extreme north-westerly point of Polish territory, at the estuary of the river Odra, offers coaling facilities to foreign ships even more convenient than those at Szczecin. It must be emphasized that, as a result of the convenient water transport facilities offered by the river Odra, which forms a link between the Silesian coalfields and Szczecin, Polish coal has secured a new aid to development — an inland waterway.

The export of Polish coal by sea has, since the war, been further facilitated by the making available of three small ports lying between Gdynia and Szczecin, namely Kołobrzeg, Ustka and Darłowo. The smaller Baltic colliers readily avail themselves of these ports, the geographic position of which appre-



The fact that Poland occupies the first place among European coal exporters is due primarily to the devotion which workers and engineers bring to their work.



CENTRAL COAL SALES BUREAU NATIONAL ENTERPRISE

KATOWICE, KOŚCIUSZKI 30
TELEGRAMS: WĘGLOKOKS-KATOWICE
Telephones: 36941 to 36945 • Code: New Boe
Bankers: Narodowy Bank Polski, Katowice

WARSAW OFFICE: ORDYNACKA 11, WARSAW

TELEGRAMS: WĘGLOKOKS-WARSAW
Telephones: 85289 and 85889

SHIPPING OFFICES:

BATOREGO 26, GDAŃSK-WRZESZCZ
Telegrams: Polcoal-Gdańsk • Phones: 41141 to 41147

WAŁY BOLESŁAWA CHROBREGO 1, SZCZECIN
Telegrams: Polcoal-Szczecin • Telephone: 3295

REPRESENTATIVES ABROAD:

AUSTRIA: HESSGASSE 1, VIENNA I
Telegrams: Węglokoks-Vienna • Telephone: U 29514

FRANCE: 23, RUE TAITBOUT, PARIS, 9
Telegr.: Węglokoks-Paris • Phone: Paris Provence 8570

SWEDEN: REGERINGSGATAN 22, STOCKHOLM
Telegrams: Koldelegat-Stockholm • Phone: 216809

EXPORTS:

TO NUMEROUS EUROPEAN AND OVERSEAS COUNTRIES:
COAL AND COKE, FOR INDUSTRIAL, TRANSPORT AND
DOMESTIC FUEL PURPOSES; BUNKER COAL; WIDE
RANGE OF GRADES AND QUALITIES OF COAL AND COKE,
CLEAN, UNIFORMLY GRADED BY MODERN EQUIPMENT. GRAIN
SIZE TO SUIT PARTICULAR REQUIREMENTS. FAVOURABLE TERMS



The map reproduced alongside gives an idea of the commanding position occupied by the Polish coal mining industry in Central Europe.



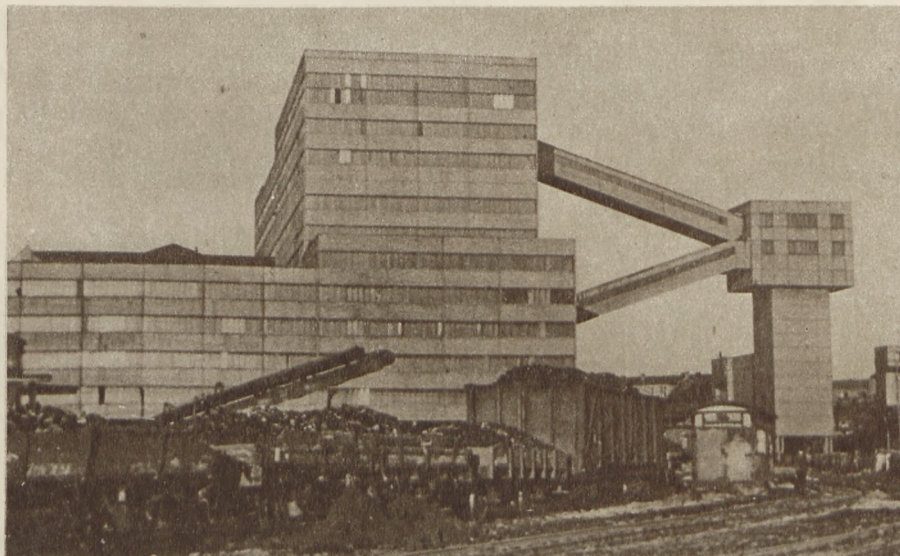
ciably facilitates the supply of Polish coal to the Baltic countries disposing of a considerable number of small-tonnage vessels.

As regards export by land routes, the Polish coalfields, lying in close proximity to the south-western boundaries of the country and thus considerably reducing rail transport time to Czechoslovakia, Hungary, Austria, Italy and Switzerland, are most conveniently located from the point of view of the interests of the majority of our customers. It may be added that the supply of coal from Poland to the

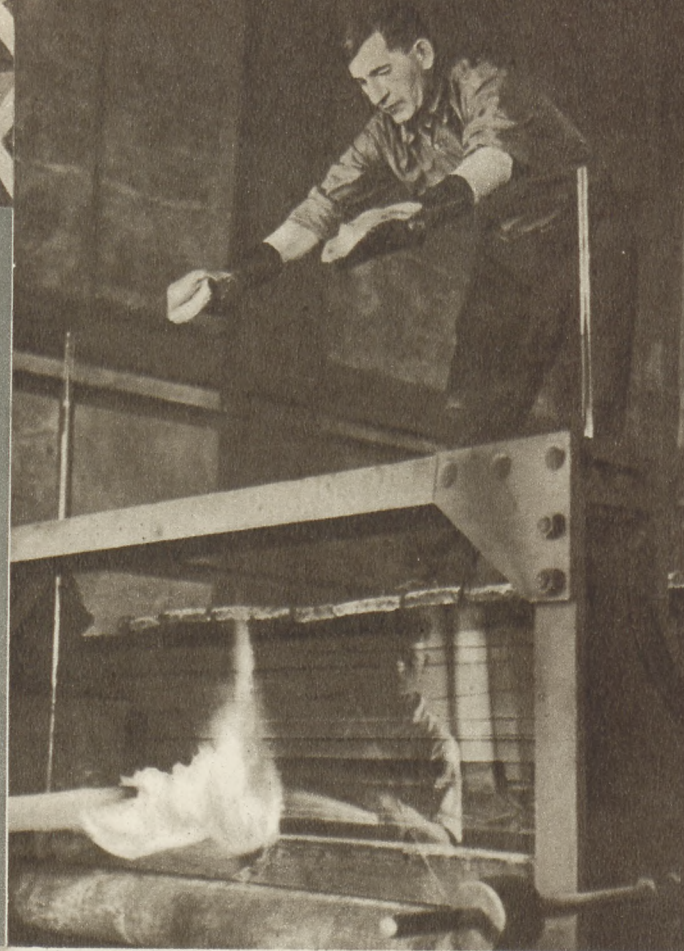
main industrial centres of Austria (Vienna, Linz) and of Italy (Milan), is facilitated by the fact that those centres are located in the parts of the two countries which are geographically nearest to the Polish border. Italian customers have the choice of alternative routes — by sea or overland. The map displayed above will be of assistance in forming an idea of the convenient location of the Polish coalfields in relation to Central Europe.

Polish coal also reaches such overseas markets as Argentina, Egypt, Israel and Pakistan.

The Polish Government, immediately after the Second World War, proceeded to reconstruct the collieries devastated during the war. This was followed by an extensive development of coal mining.



Polish figured glass is made in a range of some 30 different designs.



EXPORT OF WINDOW AND FIGURED GLASS

The exports of glass from Poland comprise, since the Second World War, the following articles: drawn window glass, cast glass, both figured and wired, plate glass, household glass, glass jars and bottles, and crystal glass.

Among the most important items in the exports of Polish glass are window glass, figured and wired glass, i. e. so-called flat glass, with which the present article deals.

Before the second world war, the export of window glass was on a limited scale. The glassworks in Poland were owned mainly by foreign capitalists who restricted their production according to the home demand, allocating only a small amount for export. The taking-over of the glassworks by the State enabled them to be operated at full capacity, so that after home demand had been met, there remained a considerable surplus output forming a solid foundation for exports on a large scale. The exports are in the hands of "MINEX", Kredytowa 4, Warsaw.

WINDOW GLASS

Poland entered in 1946 into commercial relations with the Soviet Union and with the Scandinavian markets, supplying these countries with considerable quantities of window glass. The Dutch, Austrian and Bulgarian markets were secured in 1947—1948.

Next, efforts were made to extend the sales markets, particularly to overseas countries. We were successful in gaining access to the following markets: Egypt, Turkey and Iraq, and in the Far East we

Poland produces window glass by the Fourcault process, in qualities A, B and C. Glass supplied to the individual markets is made to comply fully with their requirements.

established contact and concluded contracts with China, Hong-Kong, Siam, the Philippines, Indonesia, Pakistan and India.

Moreover, in 1950, "MINEX" carried out further pioneering work, and succeeded in placing Polish glass on the markets of South, West and East Africa, Canada, Australia, Uruguay, Venezuela, Brazil, Argentina and the United States.

Thus, "MINEX" has customers practically all over the world. Window glass is produced in Poland by the Fourcault process, in A, B and C quality, thus enabling "MINEX" to supply the right quality of glass to individual markets. Glass is made in thicknesses of 2, 3, 4, 5, 6 and 7 mm.

FIGURED GLASS

Parallel to the exports of window glass, "MINEX" is also exporting figured glass. This kind of glass is produced in a range of some 30 patterns and is being supplied to all those markets which import our window glass. In principle, figured glass is supplied in thicknesses of from 3 to 4 mm, but to meet customers' requirements, "MINEX" can supply figured glass in thicknesses of 4—5 mm and 5—6 mm. Figured glass is of high quality, so that our wholesale customers abroad find that it easily competes with glass from other sources of supply.

WIRED GLASS

The third article among the exports of flat glass is wired glass, that is to say, glass reinforced by wire-mesh embedded during manufacture. Glass of this kind is mainly used in industrial architecture.

"MINEX" supplies wired glass in thicknesses of 6—8 mm with a) hexagonal, or so-called Georgian mesh wire, b) with fine square mesh wire, and c) with $\frac{1}{2}$ " fused, or so-called melted mesh wire. The customer abroad is thus able to obtain the correct kind of mesh stipulated by his clients.

Figured wired glass, 6—8 mm thick, is supplied to special order. This type of glass is finding increasing favour among customers abroad.

OTHER TYPES OF GLASS

In conclusion, reference must also be made to the following types of glass. Plate glass, which is supplied by "MINEX" in VVV and VVA qualities, in sizes of from 0.09 m² to 6.96 m², by 4 mm to 40 mm thick. Ship's glass is supplied up to and including 40 mm thickness. The export of safety glass for motor-cars, omnibuses and railway carriages will shortly be commenced.

Drawn and Rolled Glass

EXPORT

QUALITY GLASS

I.

WINDOW GLASS • WHITE ROLLED
FIGURED GLASS • WIRED SHEET GLASS
MIRROR SHEET GLASS • COLOURED
SHEET GLASS • CAST GLASS

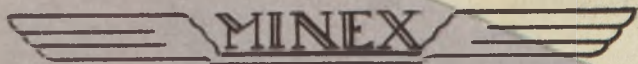
II.

LIGHTING GLASS • MEDICINE BOTTLES
TABLE GLASSWARE • BOTTLES • JARS
CARBOYS • LEAD CRYSTAL GLASS
THERMOS FLASKS

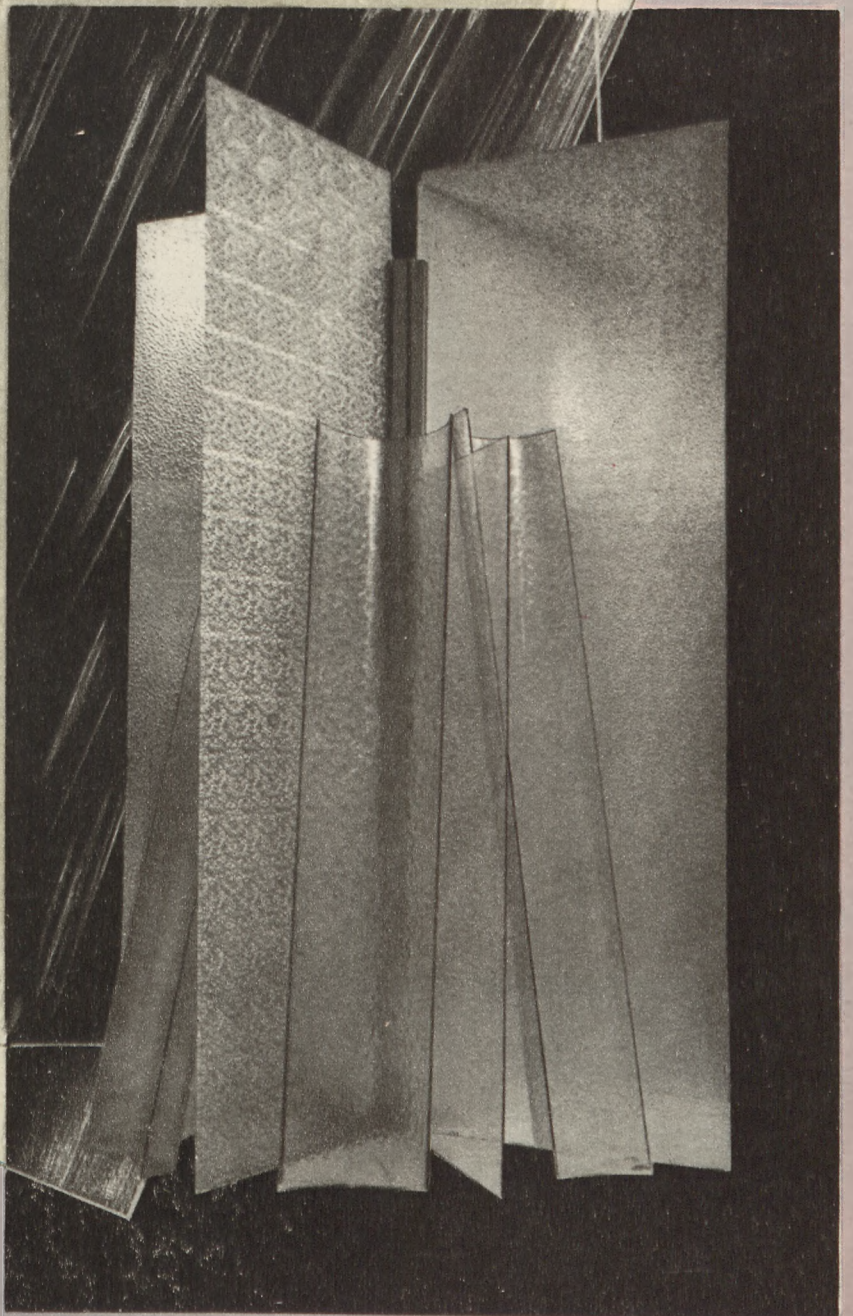
SUPPLIED BY:

» **MINEX** «

EXPORT BUREAU OF
MINERAL PRODUCTS

 MINEX

KREDYTOWA 4, WARSAW
TELEGRAMS: MINEX-WARSAW
PHONES: 82875, 81980, 81981



P O L A N D



METAEXPORT

NATIONAL ENTERPRISE

BRACKA 5, WARSAW • P.O. BOX 442 • TELEGRAMS: METALEX-WARSAW • TELEPHONES: 74960, 74980

EXPORT LIST:

FACTORY EQUIPMENT AND STEEL CONSTRUCTIONS

Mining plant and equipment • Sugar works plant and equipment • Brewery plant and equipment • Paper mill plant and equipment • Builder's machinery • Cranes, hoists, elevators • Steel constructions and bridges • Shears for metals • Pneumatic hammers • Power presses • Bakery ovens and machinery • Machinery for the meat-processing industry • Stone breakers and mills • Rolling mill rolls • Standard and narrow gauge points and turnouts.

ROLLING STOCK

Standard, broad and narrow gauge rolling stock • Railway equipment and spares

MISCELLANEOUS MACHINERY, PRECISION AND OPTICAL INSTRUMENTS

Metal and wood-working machinery • Mounted rolling stock axle lathes • Textile machinery for spinning and weaving mills, card clothing, shuttles, etc. • Agricultural machinery and implements; spares • Flour milling machinery • Tools (saws, chucks, vices, drills, grinders, etc.) • Abrasive paper • Measuring instruments (water meters, pressure gauges, dial indicators, etc.) • Clocks • Steel cylinders • Optical glass • Optical instruments.

CASTINGS

Miscellaneous machine and commercial castings • Cast iron water pipes, bends, elbows, tees, etc. • Ingot iron pipes, bends, elbows, tees, etc. • Cast iron enamelled sanitary ware • Ductile cast iron unions.

IRON MANUFACTURES

Black annealed, steel, bright, barbed and galvanised wire • Galvanised wire netting • Wire and clout nails, wood screws, cotter pins • Horseshoe nails • Farmer's chains • Black tools • Scythes, spades, hammers, pickaxes, shovels.

ENAMEL- AND GALVANISED WARE AND MISCELLANEOUS GOODS

Enamelled household hollow-ware • Galvanised ware: buckets, tubs, etc. • Hurricane lanterns, japanned and galvanised • Cutlery.

**MOTOR-DRIVEN FIRE PUMPS, BICYCLES AND SPARES
ELECTRICAL EQUIPMENT AND MATERIALS**

Three-phase asynchronous squirrel cage motors, from 0.2 to 100 HP • Three-phase asynchronous slip-ring motors from 1.1 to 110 HP • Three-phase oil-transformers from 20 to 1600 kVA, up to 30 kV • Buchholtz relays: type B1 up to 1000 kVA, type B2 up to 10000 kVA • Electric measuring instruments: ammeters, voltmeters, etc. • Supply meters • Time switches for staircase lighting • Power cables, paper insulated, for up to 35 kV tension • Telecommunication cables • Joint boxes • High tension switchgear • Miscellaneous material for surface and buried mounting: rotary and lever switches, lampholders, plug sockets, fuse boxes, conduit tubes, etc. • Miniature lamps for flash lamps, etc. • Flash lamps for all purposes • MB type telephone exchanges, hand operated, for local battery.

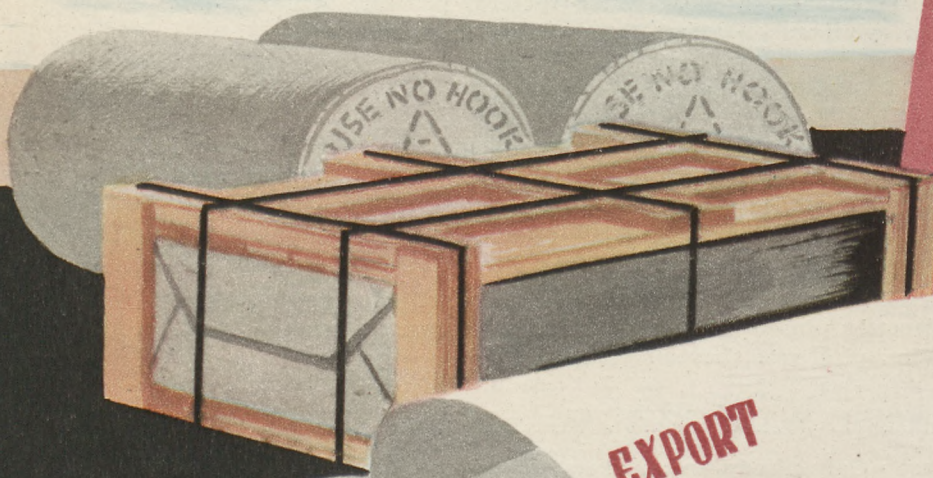
Centrala Eksportowa i Importowa
Papexport

IMPORT AND EXPORT OFFICE OF THE PAPER INDUSTRY

STATE ENTERPRISE

WSPÓLNA 50, WARSAW

TELEPHONES: 81000, 81002 • TELEGRAMS: PAPEXPORT-WARSAW



EXPORT

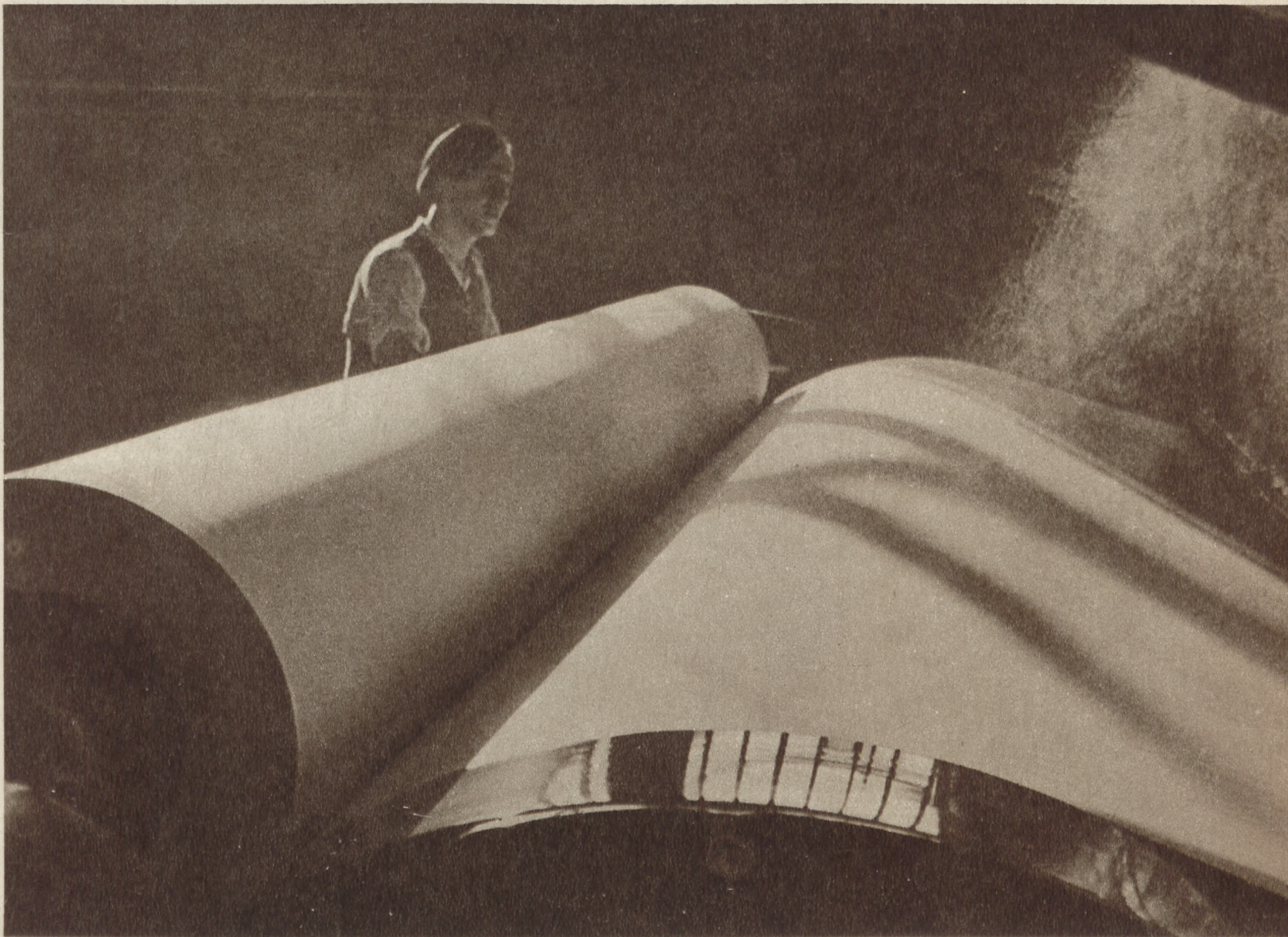
- NEWSPRINT
- WRITING AND PRINTING PAPER
- VEGETABLE PARCHMENT AND GREASE-PROOF PAPER
- WRAPPING PAPER (SULPHITE, KRAFT, SCHRENZ)
- CARDBOARD AND BOXBOARD
- TOMOPHANE (THE EQUIVALENT OF CELLOPHANE)
- DECALCOMANIA
- CARBON PAPER, TYPEWRITER RIBBONS
- EXERCISE BOOKS
- ENVELOPES
- DUPLICATOR STENCILS
- MISCELLANEOUS PAPER MANUFACTURES AND STATIONERY

THE ROLE OF THE POLISH PAPER INDUSTRY IN FOREIGN TRADE

Less than 5 years ago, the Polish paper industry celebrated the fourhundredth anniversary of its existence, a fact proved by a royal warrant, still preserved among the records, establishing the paper manufacturers' guild.

The first paper mills in Poland were established in the first half of the 16th century, and the output of paper rapidly assumed such proportions that not only was it sufficient to meet the country's own re-

Polish paper manufactures have secured a strong footing in the markets of 35 different countries



quirements, but even enabled a brisk export trade to be developed in those early days.

The prospects of development of the contemporary paper industry in Poland would have been exceedingly favourable, had not the recent war inflicted such severe losses on this industry. It was not long, however, before, as the result of the energy and enthusiasm with which the workers and engineers set about the reconstruction of the mills, the chimney stacks were again belching smoke and the plant, both new and reconditioned, resumed normal production, so much so, that the output of paper very soon exceeded the pre-war level.

This success in quantitative output is attended by a sustained and intensified endeavour to improve quality which, among other measures adopted to achieve this end, led to the establishment of a scientific research and control unit, the task of which is to keep an eye on production and to improve the quality of the products.

The increase in output which had as early as 1947 exceeded the pre-war level, continued from year to year, so that in 1949 it had reached approximately 125% of the 1947 output.

The Six-Year Plan of Economic Development provides for the construction of new paper mills and cellulose and paper combines.

As a result of these developments, the paper output is intended to reach, by 1955, approx. 245% of the 1949 figure.

This increase in production will provide a further surplus for export, while allowance is also made for a steady increase in the home consumption per head of population.

Polish paper products began to make their appearance on foreign markets as early as in 1946, having since then consolidated their position and widened the circle of their customers which now

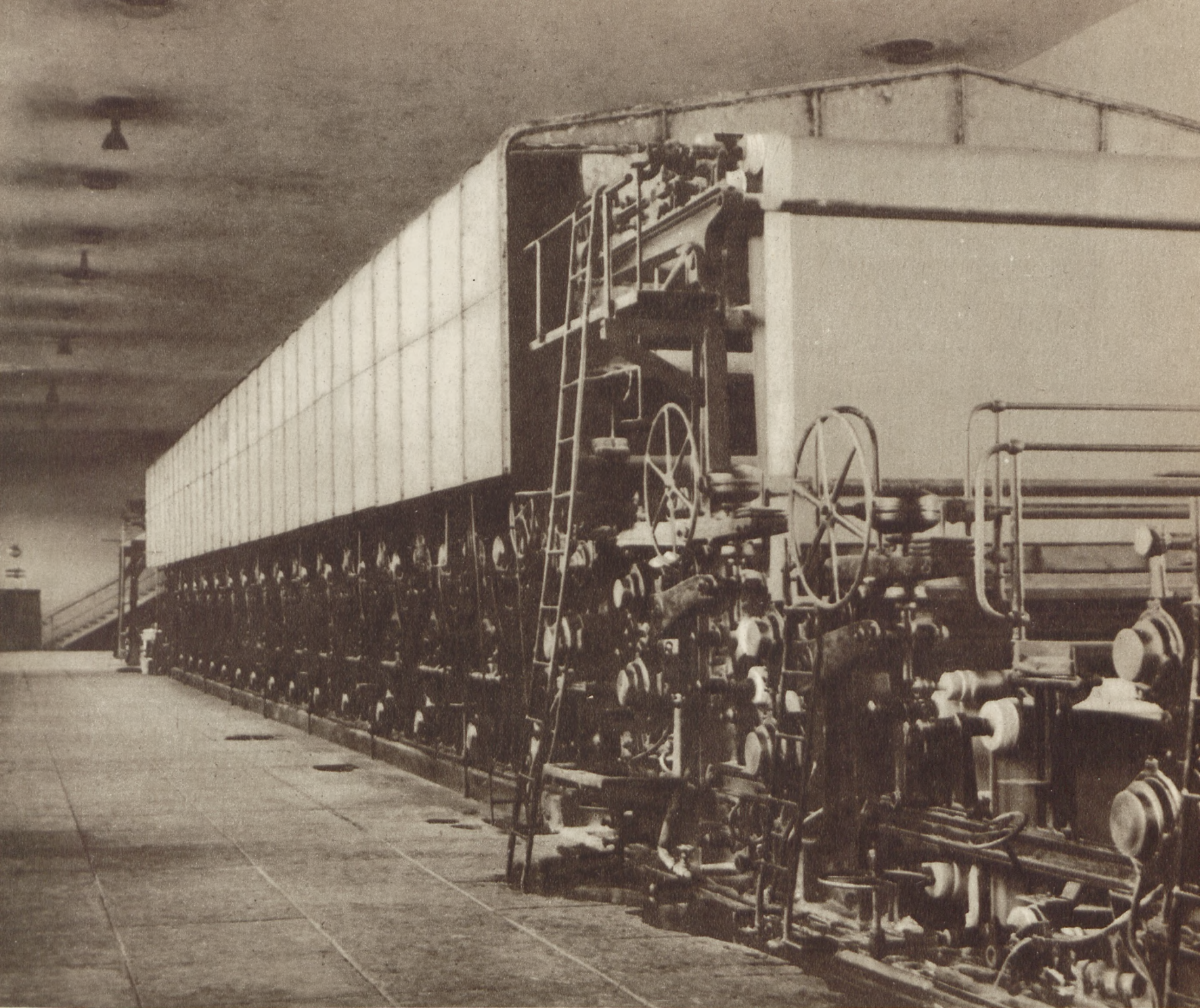
extends to over 35 countries. Assuming the 1946 value of exports to have been equal to 100, the index for 1947 amounted to 759. A similar rate of increase was witnessed in 1948, while the tonnage was almost double that for 1937.

In 1950, the value of our foreign turnover in paper manufactures amounted to 107% of the 1949 figure.

While we are still further improving the already high quality of export products, the range of paper manufactures is being widened also. The following items are now available:

1. Cigarette paper, in bobbins, sheets and booklets, made from select flax fibre, or in combination with cellulose.
2. Newsprint, printing and writing papers, in reels and sheets, with or without mechanical wood-pulp, in standardized substances.
3. Wrapping paper, made from pure chemical wood-pulp or waste paper, such as sulphite, Kraft and "Schrenz" papers, etc.
4. Vegetable parchment and grease-proof paper,
5. Boards and Cardboards, including:
 - a) "Duplex" boxboard, with wood-free top layer, accurately finished;
 - b) brown board;
 - c) heeling board.
6. "Tomophane" — the equivalent of cellophane — plain and coloured.
7. Decalcomania for pottery — with artistic designs, well-known and much appreciated by porcelain manufactures in many countries.
8. Sacks made from Kraft paper, glued and sewn, from two to six ply, for cement and similar loose mass-production goods, for both manual and mechanical filling.
9. Miscellaneous stationary products, such as copy-books, envelopes, etc. in a range of sizes and of superior finish.





The contemporary paper industry in Poland, having its own natural raw material resources is favourably situated for future development. The mill equipment consists of large machinery units.

The prompt supply of paper goods is much appreciated by customers, as is testified by numerous repeat orders from the farthest corners of the globe for cardboard, paper, Tomophane and other paper goods.

Strict and highly efficient technical control of each consignment of goods despatched ensures that the reputation earned by Polish paper goods will be maintained and even enhanced.

It is for this reason that Polish paper goods are, concurrently with the increase of output, securing more and more customers abroad as well as new export markets, thus enabling Poland to gain a prominent position among paper exporters.

The sole handling of foreign transactions has been entrusted to "PAPEXPORT", Central Export and Import Agency of the Paper Industry, Wspólna 50, Warsaw. Telegrams: PAPEXPORT — Warsaw.

POLISH PLUSHES AND ALLIED FABRICS

The standard of the products of the Polish plush industry was, even prior to 1939, very high. Plushes and allied fabrics manufactured in Łódź, Białystok and Kalisz were selling not only in European countries, particularly in Great Britain and Sweden, but also in the distant markets of the Far East.

The structural changes effected in Polish industries since the Second World War could not fail to affect, also, the development, achievements and trends of the plush industry. To begin with, specialization was introduced in the individual mills, according to their technical conditions. Accordingly, one mill was appointed for the manufacture of velvets and dress plushes, another for the manufacture of upholstery and furnishing fabrics, and yet another is now specializing in colour-woven plushes and semi-silk plushes for overcoats. The plant in the mills adapted to the various production purposes has been fully modernized. The rationalization movement has taken root among workers, and it is due to them that, among other improvements, an automatic device which stops the loom in case of failure of the loop pile cutting machine has been fitted to the looms. Work emulation has been adopted by the workers, both at their own mill and in competition with other mills.

These circumstances have been instrumental in causing the plush industry to achieve, as regards both quantity and quality, a most remarkable success. The output of plushes and allied fabrics continues to expand steadily. As early as in 1947, the output was considerably in excess of the pre-war figure, whereas in 1950 it exceeded that 1947 figure by 50%. This applies to all varieties of fabrics in general, although there is a marked tendency to shift the principal emphasis to dress plushes. The improvements introduced eliminate weaving faults in the fabrics, whereas the plant available enables a wide range of goods to be produced.

The Polish plush industry uses all kinds of yarns, from the lowest to the highest counts, according to class of goods. The manufacture and export of cotton plushes preponderates, however, although the use of yarns made from synthetic fibres increases from year to year.

The extensive output of plushes and allied fabrics enables the requirements of the home market to be met, still leaving a substantial quantity of mass-

produced goods for export, particular interest attaching to upholstery and furnishing fabrics. The export of fabrics from Poland is in the hands of "Cetebe", Foreign Trade Bureau of the Textile Industry, Moniuszki 6, Łódź.

Our export range of plushes includes Manchester JD 120/w, 128 cm wide, embossed with designs based on plant and geometrical motifs, and produced in a variety of colours. Manchester JD 121/w is similar, but of lighter weight. The pride of the Polish industry, however, are export quality half-wool upholstery plushes, colour-woven, so-called moquettes, as well as „épingle“, or half-wool upholstery fabrics made by Jacquard machines.

In the range of furnishing fabrics, we offer Iduna — a fabric 125 cm wide, plain, two-sided, used for curtains (JD 117).

We have for some considerable time been supplying to foreign markets Polish velvets, dress plushes and plush suitings. In so far as dress plushes are concerned, we supply plain, light, coloured velvets (JD 101, 70 cm wide, and JD 103, 105 cm wide), further heavy velvets, both plain (JD 106) and embossed with geometrical designs (JD 105/w) for dressing gowns. Quality JD 104 is a light, printed and ribbed ladies' velvet corduroy of standard width (70 cm) for dressing-gowns and girls' frocks. Exports further include men's velvet corduroy in a wide range of colours, ribbed, 70 cm wide, quality JD 110, which is also used for ladies' jackets, berets and children's garments. Our heavy velvet corduroys, qualities JD 208 and JD 213, are, however, exclusively men's suitings; they contain a greater number of threads in the warp and have a coarser ribbing. A still heavier quality is JD 111, with more weft in it.

Polish velvets and dress plushes exported by "Cetebe" have earned a high reputation due to their strength and aesthetic appearance. Our upholstery and furnishing fabrics reveal similar merits which have enabled them to open up foreign markets for certain qualities of these fabrics which hitherto were comparatively little-known. In adapting her production to customers' requirements, Poland is now exporting velvets, plushes and similar fabrics to practically all countries throughout the world.



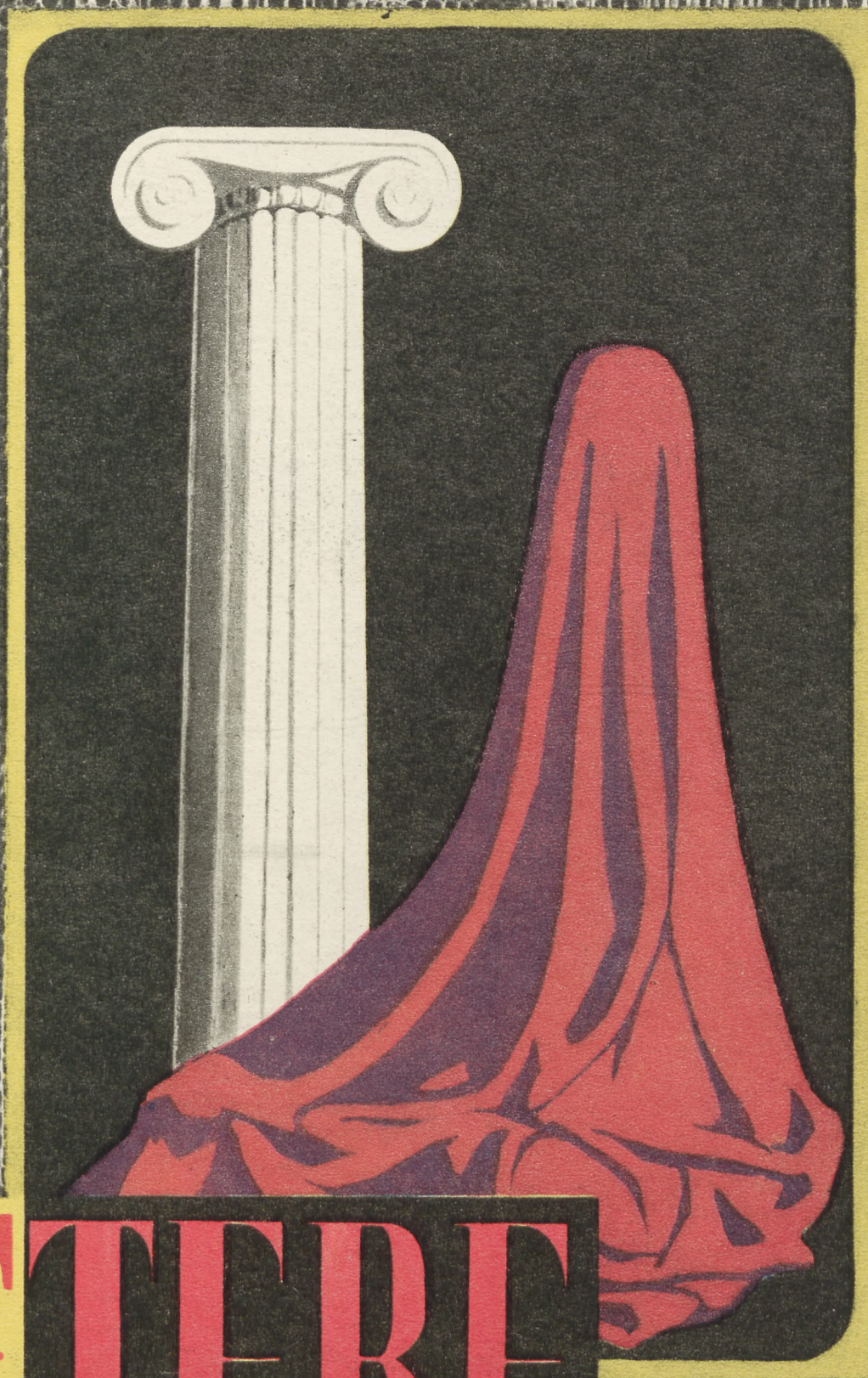
HIGH-CLASS UPHOLSTERY PLUSHES, EMBOSSED, IN A VARIETY OF COLOURS
DECORATIVE PLUSHES, PLAIN, DOUBLE-SIDED (IDUNA)

CURTAINS: •WOVEN (Marquissette and ordinary)
•NETWORK (with or without design)
•LACE

SUPPLIED BY:

CETEBE

IMPORT AND EXPORT OFFICE OF THE TEXTILE INDUSTRY, MONIUSZKI 6, ŁÓDŹ



CETEBE

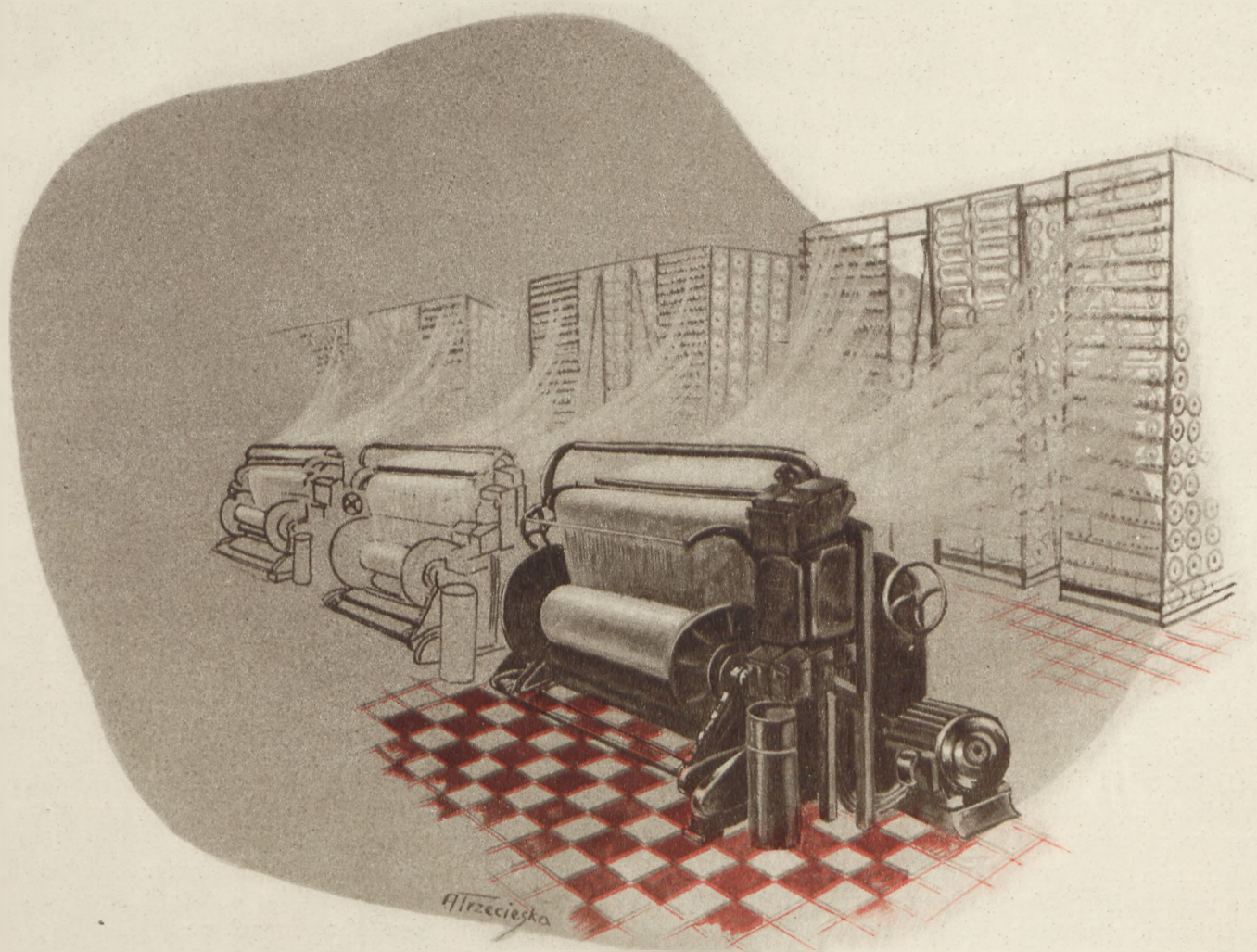
TEXTILE MACHINERY

The Polish Textile Industry, the products of which have a high reputation for quality throughout the world markets, relies almost entirely on machinery made in Poland.

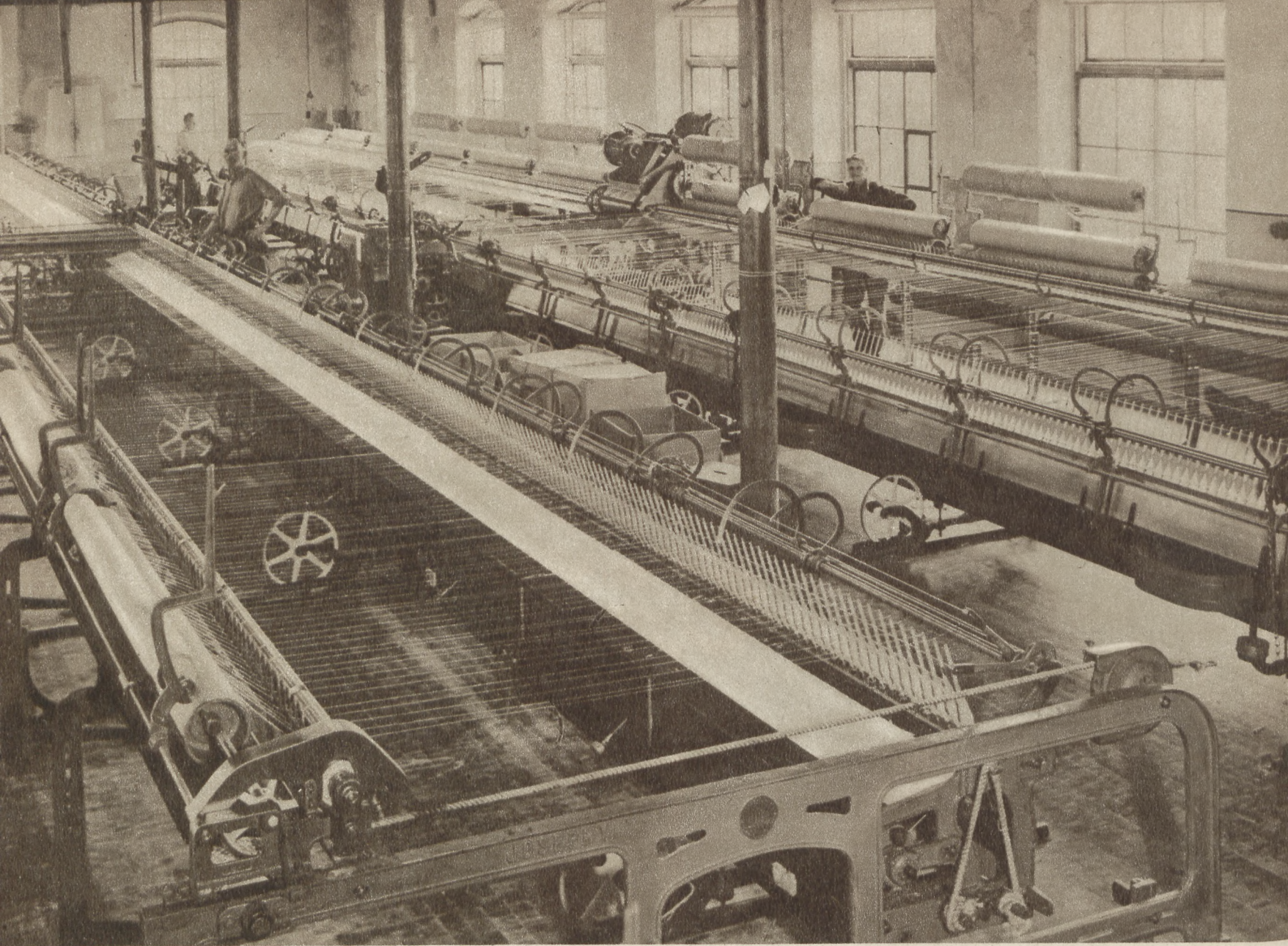
Textile machinery construction is one of the oldest branches of the Polish engineering industry. Although the range of textile machinery built is fairly comprehensive, the makers have hitherto specialized in wool-processing plant. A high standard of perfection in the production of this type of plant has been achieved by the "BEFAMA" Works, makers of the famous "Josephy" type of textile machinery.

Mention must also be made of other pre-war makes, such the as Schwabe — Bielsko high-class loom for woollens, and a number of other makes of weaving and finishing plant for the woollen, cotton and silk industries, as well as of the various card clothing brands.

The large-scale development of industries in the People's Poland applies also to textile machinery works. Existing works have been extended and new ones erected. Technical improvements are being effected in the types of machinery produced, and new types designed, in addition to which entire new production lines, as for instance, machinery for synthetic fibres, are being introduced.



Warping Frame



Self-acting mules of Polish make installed in 1950 at the "Sveriges Forenade Triakfabriker", one of the largest textile mills in Sweden.

Parallel to the expansion of textile machinery works and as a result of technical improvements to the machines produced, the exports in this engineering line have shown remarkable progress and have entered new markets.

Polish-made textile machinery which has been one of our exports for some tens of years, is now in operation in 32 countries and enjoys a high reputation in textile mills in both hemispheres.

To certain markets, and above all to the Scandinavian countries, Poland has, since the war, become the main supplier of machinery for wool processing.

The range of textile machinery now available for export may be subdivided into the following main sections:

(1) Textile machinery for wool, made by the "BEFAMA" Works, Bielsko, formerly G. Josephy's Successors.

The machines made by these works have acquired, as a result of a century of experience, an established traditional reputation. Post-war extensions to these works, new plant and equipment and new teams of

expert designers and skilled workers, enthusiastically devoted to their work, have enabled these works to assume a leading position in their line of production.

The main items of production of these works are Type „Z“ card sets, Type S5 high-capacity self-actor mules of the latest design, with integral motors, and a number of machines for the preparation of the raw material, such as rag beaters, multiple drum openers, opening and cleaning machines, an entirely new type of tenter hook willow, etc.

This section includes complete wool and cotton waste processing plant, carding machines for cotton wool, felt and wool waste, in a variety of arrangements, according to the class of raw material to be dealt with, but usually adapted to a few suitable mixtures. The wide experience which the works have gained in this line of production, enables them to offer the type most suitable for any given material. All these are basic types on which the world fame of Polish textile machinery has been founded. This fame is being sustained by constant improvement and modernization of our machines.

A separate item is represented, for the use of

homecrafts, by spinning units consisting of a tenter hook willow with a working width of 400 mm, two carding machines with a working width of 1000 mm and a 60-spindle ring spinning frame. This set is simple in design and in operation and most suitable for small-scale production of the coarser counts, up to 10s, of sheep's wool yarn.

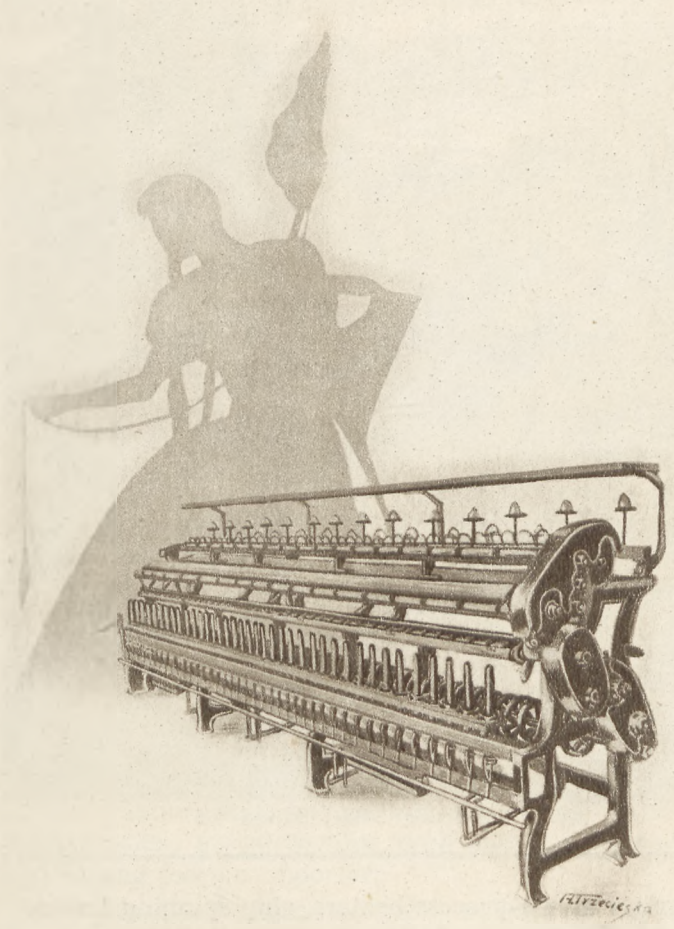
Ring doubling frames for plain and fancy yarn are also among our current exports.

Individual electric motor drive by means of V-belts has been our standard practice for several years now. Special emphasis must be laid on the fact that, as a result of rationalization of production and new plant and equipment, deliveries are extremely prompt and do not exceed a matter of a few months.

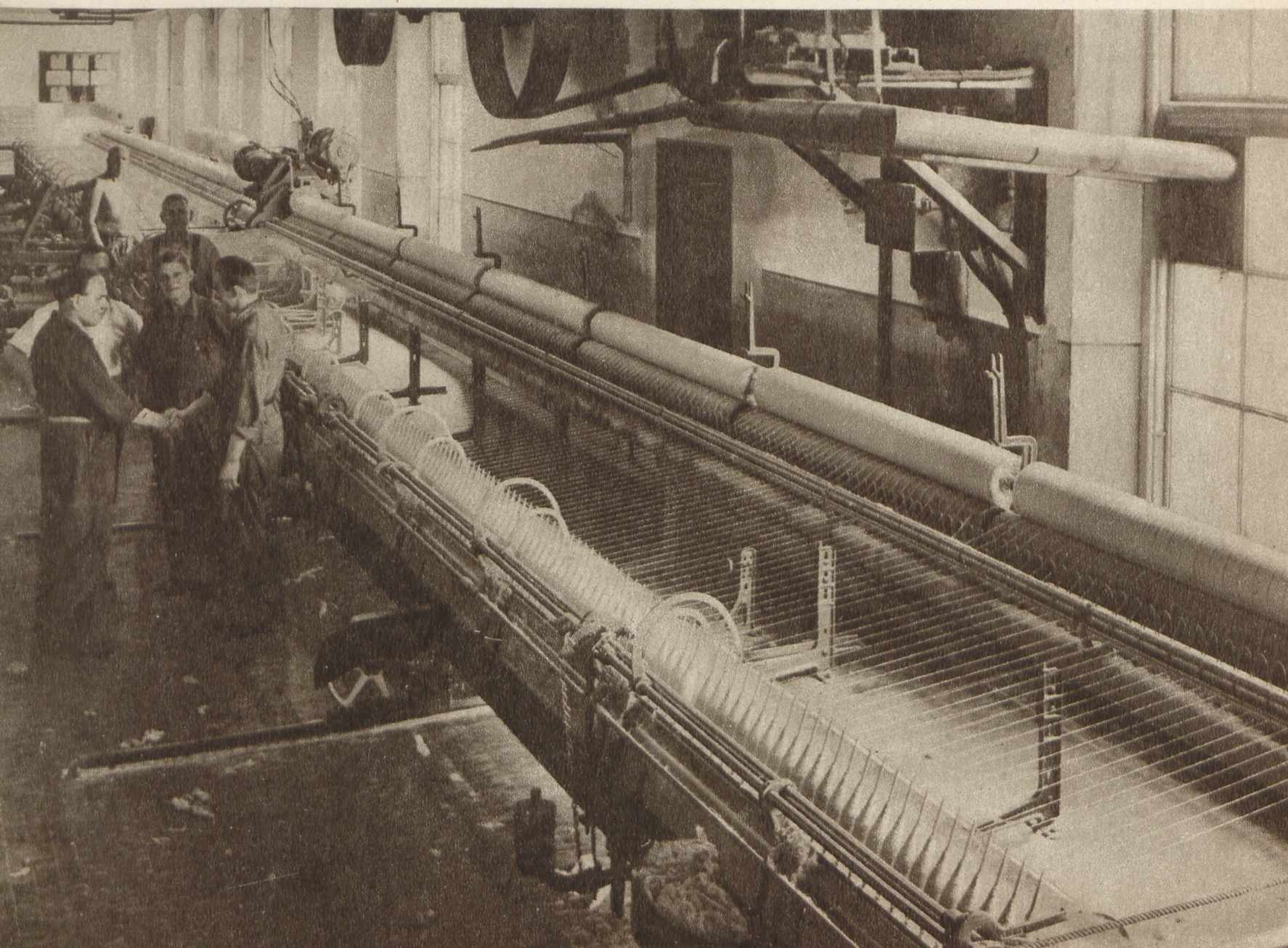
(2) Textile machinery for cotton. In view of the call for renewal, modernization and mechanization of mill equipment, the Polish textile machinery industry has taken up the manufacture of complete cotton-spinning units.

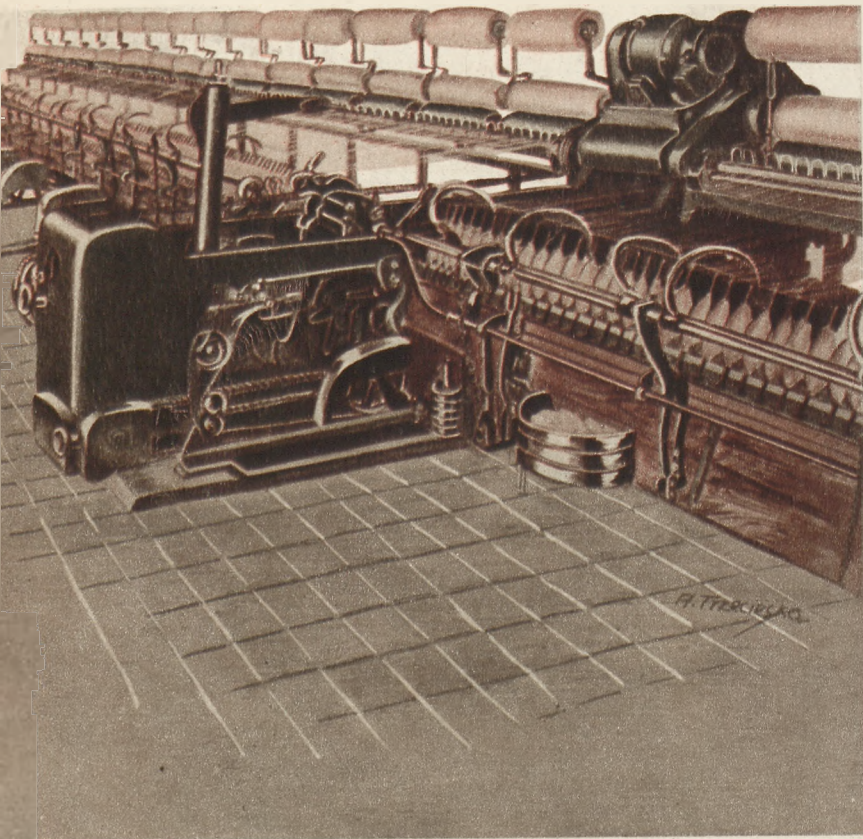
The main object in the construction of this type of plant has been to combine simplicity of design and operation with the highest possible output capacity of the machines.

We are exporting at present: sizing and drying machines with a working width of 1800 mm, two-sided cross winders provided with 120 (2×60) bakelite drums, high-speed warpers with a 600-thread beam. In the coming year, our export range of machinery will be amplified by further cotton-processing plant,



Ring Doubling Frame





Self-acting Mule, Model S5

namely single-process beaters, ring spinning frames, cotton carding machines, etc.

(3) **Accessories.** Among accessories for textile machinery, our long-standing export tradition in card clothing must be emphasized. As a result of recent improvements in the production methods, our exports of card clothing show a steady increase and, in addition to card clothing for wool, include card clothing for cotton, inclusive of flats.

We also offer, for early delivery, rubbing leathers and condenser tapes.

Our shuttles are finding a steadily increasing number of customers.

(4) **Looms.** Two types of looms are now available for export:

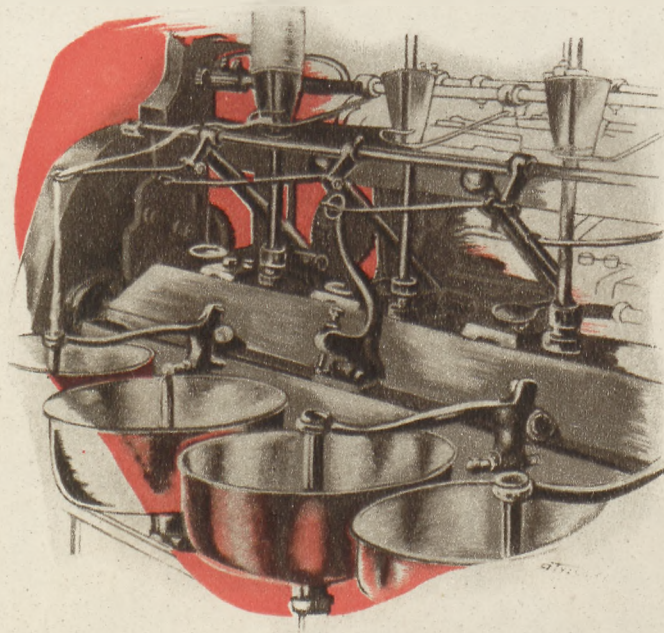
a) wool loom, former Schwabe-Bielsko type, semi-automatic, 14/4 wide, with 24-head harness and 1.5 HP integral motor. The practical merits of this loom are well-known to users and enable it in many instances to compete with the far more expensive and complicated automatic loom;

b) type KA automatic cotton loom, of very simple design and fool-proof in operation, working at a speed of 180 picks per minute, enabling 32 looms to be served simultaneously by one attendant. The loom is made in two sizes, for 80 and 90 cm wide cloth. It is unrivalled in its class for simplicity of design, operation and infallibility.

Our sustained efforts to improve the quality and efficiency of our plant and equipment, based on laboratories attached to the works and on close co-operation with Research Institutes, gives us reason to believe that our wide circle of foreign customers will continue to develop.

At a time when prices of the basic raw materials are rising, our textile machinery is unique in working throughout the world on waste or inferior quality material and is assisting in meeting the essential requirements of the broadest masses of the working population.

The sole exporters of textile machinery are: "METAEXPORT", National Enterprise, Bracka 5, Warsaw, P. O. Box 442.



Box Spinning Frame

B R U S H E S

Polish brushes, manufactured, prior to the war, by one of the largest and most modern factories in Europe, had an established reputation and numerous customers in all parts of the world.

The havoc of war, however, affected this industry to such an extent that it was not until quite recently that production reached the pre-war level, and brush manufactures began, by their high quality, to attract foreign buyers.

At present, Polish factories are producing a wide assortment of brushes, ranging from elegant brushes for the dressing table to technical and industrial brushes, as well as to every kind of brush made to special order.

There is, however, one specific branch of the Polish brush-making industry, which is to some extent a speciality and which is contingent on a raw material unique in itself. This is the production of paint brushes. As a result of the peculiar properties of Polish bristles, Polish-made paint brushes were always in great demand, particularly by professional users best able to appreciate their merits. Important in a paint brush is its pliability, its resistance to the chemicals contained in paints, together with absence of brittleness — and these are the very features which qualify Polish bristles as the ideal raw material for the production of these goods. It was, therefore, no mere coincidence which caused Polish paint brushes to be the first item among brushes

to find ready buyers in foreign markets.

Of the wide assortment of paint brushes produced in Poland, probably one the most important items are circular brushes used for enamel paints. Being made, as to length of the bristles, height of stringing and diameter of circle, according to the so-called Nuremberg standards which have been adopted as the international standard on which customers, particularly in Western Europe where this particular article is highly popular, are in the habit of relying, Polish circular paint brushes gained an easy access to foreign markets.

Artists' brushes made of bristles, and water-colour brushes made of animal hair also enjoy a high measure of success.

Other kinds of paint brushes, such as brushes for oil paint and varnish and particularly Polish white-wash brushes, are attracting more and more attention among foreign importers.

A most valuable and successful novelty in brush manufacture is the use of bristles of the wild boar. Due to their resilience, hardness and durability, these bristles provide an excellent material for hair and clothes brushes, far surpassing ordinary and plastic bristles in many respects.

The export of brushes and paint brushes is in the hands of "VARIMEX", Polish Company for Foreign Trade, Wilcza 52, Warsaw.

Polish factories manufacture a wide range of brushes, from attractive examples for the dressing table down to technical and industrial lines





RESUMPTION OF EXPORTS OF ORDINARY
AND PAINT BRUSHES FROM POLAND

»VARIMEX«

POLISH COMPANY FOR
FOREIGN TRADE

WILCZA 52, WARSAW
TELEGRAMS: VARIMEX-WARSAW



SYNTHETIC ORGANIC DYE STUFFS



oland has valuable deposits of coal which is the basic raw material for the manufacture of dyestuffs. Dry distillation of coal yields gas tar containing organic compounds of exceptional value to the dyestuffs industry.

The direct base for the manufacture of the majority of synthetic dyes is aniline, a product obtained from coal derivatives; hence the general term of aniline dyes.

Synthetic dyes with a high index of colour fastness to light, washing, perspiration, milling, carbonization, etc. are most valuable, and therefore the makers' efforts are concentrated on the production of dyes having a maximum degree of resistance.

The export of Polish dyestuffs is increasing steadily, parallel with the expansion in the production of dyestuffs.

There has been a six-fold increase in these exports as between the years 1947 and 1950.

Our permanent customers include the countries of People's Democracy, India, Mexico, Egypt, etc.



Polish dyes have also attracted attention in the Netherlands, Turkey and France.

Dyes are exported from Poland in a variety of types and these, from a professional point of view, are classified as follows:

1. Direct Dyestuffs
2. Direct Durazol Fast Dyestuffs
3. Acid Dyestuffs
4. Chrome Dyestuffs
5. Carbolan Dyestuffs
6. Sulphur Dyestuffs
7. Vat Dyestuffs
8. Basic Dyestuffs
9. Brenthols — Bases and Salts
10. Fur Dyes
11. Nigrosines
12. Leather Dyes

The great advantage of direct dyes, which are available in large quantities for export, is that they can be used, without any preliminary treatment, for direct dyeing of rayon and cotton fabrics and in fact for all fabrics made of natural fibres. These dyes are extremely simple in use and impart a gay colour to fabrics.

An improved type of direct dye are the Durazol dyes, the export of which increased considerably during 1950.

Durazol dyes are, owing to their high degree of colour fastness to light, washing, etc., in great demand among our customers.

We are now exporting the following Durazol dyes:

1. Chlorazol Fast Yellow B
2. Durazol Fast Orange RS
3. Durazol Fast Blue GS
4. Durazol Fast Blue BL*
5. Durazol Fast Brown B*
6. Durazol Fast Brown G*
7. Durazol Grey RS
8. Durazol Fast Brown BRS
9. Durazol Black GF*

Being direct dyes, they make the dyeing of fabrics simple and easy, the colours are extremely fast, and they are, therefore, mainly used for the printing of fabrics made of natural fibres. Poland has available a wide assortment of acid dyes, such as are used for the dyeing of wool and, partly, natural silk in an acid bath.

Our chrome dyes are also used for the dyeing of wool; they are faster than acid dyes, chrome consolidating the pigment in the fibre.

Sulphur dyes, used for the dyeing of cotton, are known the world over for their extreme fastness, due to their forming insoluble compounds in the fibre.

Vat dyes are dyes of the highest class and are the most valued of all; they are used for printing

cotton and rayon fabrics. Almost in the same class as vat dyes are Brenthols — Bases and Salts, a group of dyes which at the moment are extensively used for printing cotton and rayon piece goods.

The following types of Brenthols are being exported by us:

1. Brenthol AS
2. Brenthol OT
3. Brenthol AN
4. Brenthol MN
5. Brenthol BN
6. Brenthol AT
7. Brenthol GB
8. Brenthol BT
9. Brentamine Fast Yellow GC Base
10. Brentamine Fast Orange GC Base
11. Brentamine Fast Scarlet GG Base
12. Brentamine Fast Scarlet G Base
13. Brentamine Fast Scarlet RC Base
14. Brentamine Fast Red KB Base
15. Brentamine Fast Red 3GL Base
16. Brentamine Fast Red GL Base
17. Brentamine Fast Red RL Base
18. Brentamine Fast Bordeaux GP Base
19. Variamine Blue Salt B*
20. Variamine Blue Salt RT*

The method of using Brenthol dyes is comparatively simple and produces fast colour effects. The fabric, after having been previously treated with naphthol, is dyed with Brenthol bases or salts.

Polish Brenthol dyes have a reputation for purity and high concentration and are for this reason highly appreciated not only in Europe, but also in China, India, Mexico and Egypt.

We are at all times ready to supply our customers with leaflets dealing with our dyes and also with detailed instruction booklets in English, French and German, containing colour chart and fastness table.

We are about to prepare new dyestuffs catalogues in Russian, English, French and German, dealing with the latest types of dyes produced by the Polish industry.

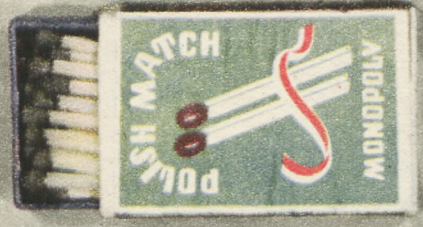
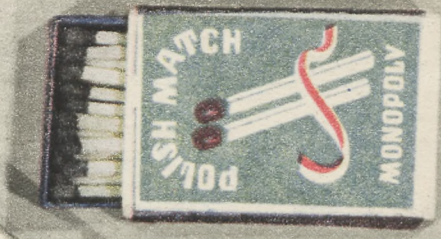
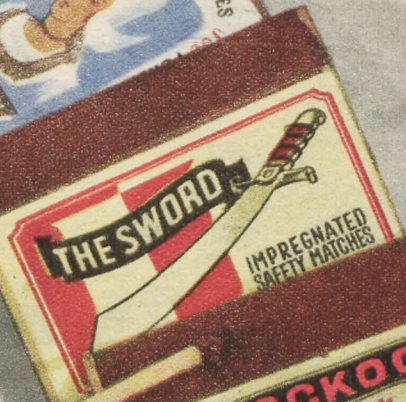
In view of the fact that the production of dyestuffs in Poland is contingent on natural raw material abundantly available in the country, and that constant progress is being made in improving their quality, there is every prospect of a satisfactory development of exports and of extending them to new markets.

The export of dyestuffs is in the hands of "CIECH", General Import and Export Agency for Chemicals and Chemical Laboratory Equipment, Jasna 10, Warsaw. (Telegrams: CIECH WARSAW).

Note: The names of dyestuffs marked with an asterisk have been literally translated; all other dyestuffs are quoted according to I.C.I. nomenclature.



POLISH DYESTUFFS
"Ciech" JASNA 10. WARSAW

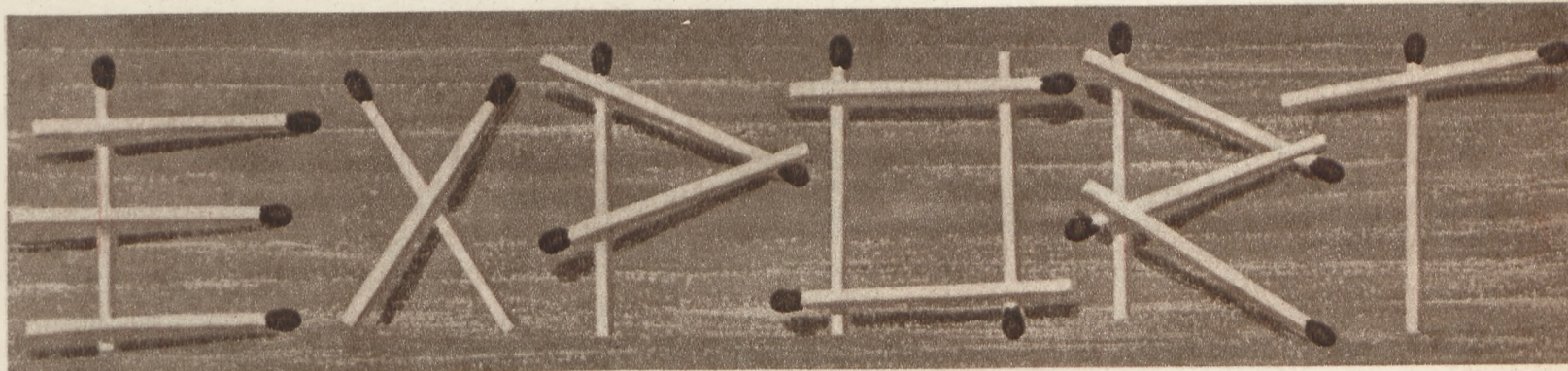


POLISH EXPORT-QUALITY IMPREGNATED SAFETY MATCHES

usually brown in colour, adhere well to the match sticks and ignite very easily. In accordance with customers' orders, matches of this kind can be packed in the following standard boxes:

Size	Dimensions
3/4	2.05 ins. × 1.42 ins. × 0.67 ins.
5/8	2.05 ins. × 1.42 ins. × 0.59 ins.
3/4	2.13 ins. × 1.42 ins. × 0.67 ins.

The matchboxes are carefully made of hard wood and have lasting striking surfaces on each side of the box. The Polish Match Monopoly has in stock a great variety of attractive labels well able to meet the requirements and customs of any particular foreign market. Great production adaptability which is one of the characteristic features of match factories working for export, makes it possible to meet, to a large extent, the requirements of customers in respect of the number of matches in a box. Most



The Polish Match Industry proved in a very short time after the Second World War that it was able — owing to favourable conditions of development — not only to meet the increased demand of the home market, but also, about the end of 1948, to start the production of matches for export.

Export matches are being manufactured in factories equipped with up-to-date plant, which can adapt their production to the varied requirements of foreign markets.

At the present time, the following varieties of matches are being exported: household safety matches, diminutive "Liliput" matches and fancy matches.

Household Safety Matches.

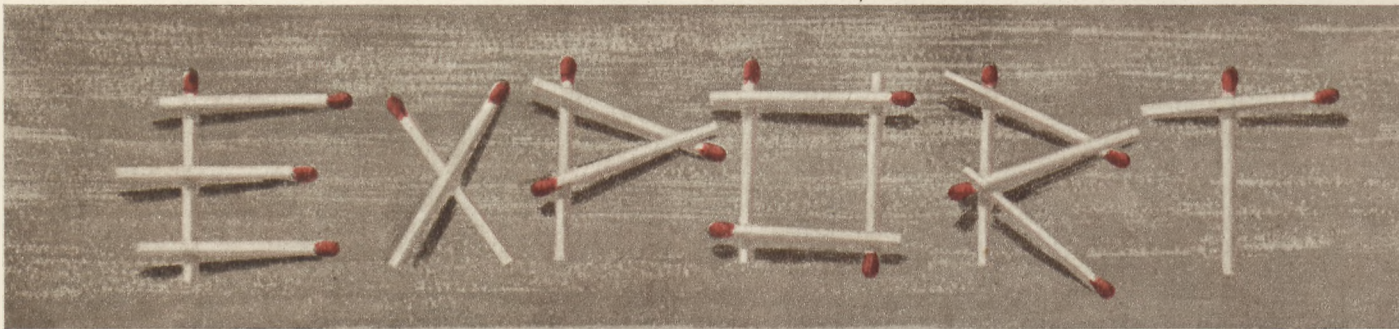
This kind of matches constitutes the main export line. The sticks are made of impregnated aspen- or spruce-wood of the best quality. All raw materials used in their production are of the highest grade. The splints are 1.7736 ins. (4.5 cm) long. The tips,

common, however, in export production are boxes containing from 40 to 50 matches (with a 4% tolerance). The Polish match industry is also technically equipped to produce boxes containing 60 or 32 matches.

Packing.

Matches may be packed in various ways to suit the wishes of the buyer. The usual method of packing, however, is as follows:

The matchboxes are wrapped in lots of one dozen in paper and labelled; twelve such packets are packed in lots of one gross and again labelled. Standard export cases contain from 50 to 60 gross lots. The packing cases are carefully made of planed wood and ensure safe transport by rail and sea. The strength of the cases renders them fit for further use as packing material. The cases are lined inside with sheet iron or tarred paper to protect the matches against moisture.



In addition to this method, the following ways of packing matches are in use:

- a) wooden cases holding 10 gross lots,
- b) cartons holding 6 gross lots,
- c) wooden cases holding 50 or 100 bundles of 10 packets each, with 10 boxes of matches to a packet.

Diminutive "Liliput" matches.

This is a fancy kind of match of high quality. The sticks are made of aspen-wood. The tips are usually dyed blue or red and adhere well to the match-sticks. They ignite easily. This kind of match is much appreciated for the attractive and handy size of the box, measuring 1.58 ins. \times 1.05 ins. \times 0.43 ins. A "Liliput" matchbox holds 32 matches.

The packing is similar to that already mentioned.

Every 10 boxes are wrapped in paper, 25 such packets to a bundle and 5 bundles to a package, 4 packages to a standard wooden case of about 53 lbs gross weight.

Fancy Matches.

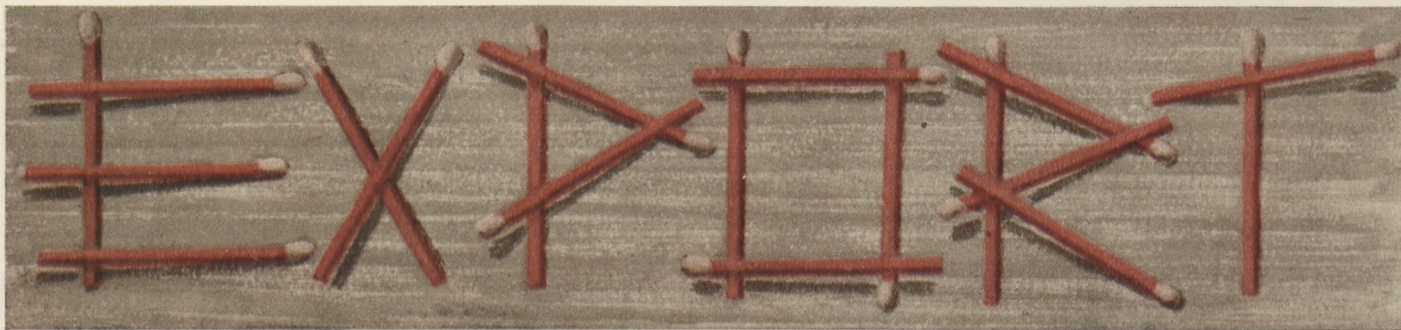
These are matches of the highest grade. The labels are multi-coloured and most attractive. Their pleasing appearance and the unconventional size of the boxes cause them to be used principally for representation purposes. The sticks, usually dyed red, are made of best quality aspen-wood and have

yellow tips which ignite very easily. The 1/1 size is 4.33 ins. \times 2.56 ins. \times 0.67 ins. Such a matchbox holds approximately 200 matches. They are packed 4 boxes to a packet, 25 packets to a bundle, 3 bundles to a package and 4 packages to a wooden case.

Besides the 1/1 size, two 1/2 sizes are also being manufactured — with the matches packed in the box either lengthwise or crosswise. Boxes of this size hold approximately 100 matches each.

The export-quality brands conform to world market standards. They are reputed for their quality, being damp-proof and safe in use, igniting easily on being struck lightly against the striking surface and burning for a considerable time with an even and steady flame.

The export of Polish matches is carried on exclusively by the "DALSPÓ" Foreign Trade Company, Filtrowa 61, Warsaw. This Company operates in close and permanent contact with the manufacturers and, owing to the great technical potentialities of the Polish match factories, is in a position to execute all orders promptly and to the absolute satisfaction of foreign customers. All orders for current varieties can be carried out within 3—5 weeks from the date of making financial arrangements in the form of the usual Letter of Credit. In cases in which a buyer cannot choose a suitable label from those available and asks for a special label deemed particularly suitable for his market, his wish can be complied with, though the execution of the order may take a little longer.



N O T E S A N D N E W S

Signing of a Protocol for mutual goods exchange between Poland and the Soviet Union.

Negotiations between Poland and the Soviet Union have resulted in a Protocol for the mutual supply of goods during 1951 being signed in Moscow on the 9th March.

The Protocol provides for a considerable increase, as compared with 1950, in the 1951 goods turnover between the two countries.

Mr. Tadeusz Gede, Minister of Foreign Trade, commenting on the importance of this agreement for Poland's economy, said:

"Both the negotiations between the two countries and the resultant agreements fully reflect the decisive importance of Soviet Russia's assistance and of the mutual relations between the U. S. S. R. and Poland for the implementation of Poland's Six-Year Plan.

Trade Agreements recently concluded by Poland.

Poland, in accordance with her policy of developing goods exchange with foreign countries has, in the first quarter of this year, concluded a number of trade agreements.

In order to consolidate economic co-operation with China, Poland has recently concluded 3 agreements of considerable economic importance to both countries, namely: a) a trade agreement for 1951, b) a shipping agreement and c) a postal and telecommunication agreement. All these agreements were signed in Peking. As a result of the trade agreement concluded, the goods exchange between Poland and China will be substantially increased. China will, under the terms of this agreement, supply to Poland valuable raw materials, and receive in return a number of industrial products of which China is in need.

Economic agreements between Poland and Albania were signed in Warsaw on the 25th January. They provide for the supply by Poland of a number of commodities and industrial plant and equipment, as well as for the rendering of engineering services.

Albania, on the other hand, will supply ores, natural asphalt and certain other raw materials. The agreements cover the period from 1951 to 1955.

A Protocol covering mutual goods exchange in 1951 between Poland and Finland has been signed in Helsinki.

Poland's imports from Finland include copper, wood cellulose, railway sleepers, paper and miscellaneous industrial plant and equipment, whereas exports include coal, textiles, rolled steel products, miscellaneous machinery and products of the food-processing industry.

A Polish — Egyptian agreement for the year 1951 has been concluded in Warsaw. Poland will, under its provisions, receive cotton, phosphorites, etc., while exporting farm produce, chemicals and products of the metal, woodworking and mineral industries, etc.

Poland has further concluded an agreement with India, signed in New Delhi. This agreement covers goods exchange for the year 1951 and provides for the supply by India of iron ore, pepper, tea, hides, drugs, etc., Poland, in exchange, supplying metal manufactures, enamelled hollow-ware, bicycles, chinaware, chemicals, canned food products, etc.

General Meeting of the members of the Polish Chamber of Foreign Trade.

The General Meeting of the members of the Polish Chamber of Foreign Trade was, as provided for in the Statute, held on the 3rd April.

The General Meeting approved the exhaustive Report for the year 1950 submitted by the Board and the Praesidium of the Chamber, as well as the Report of the Auditing Commission.

Establishment of an Average Staters' Office in Gdynia.

The Polish Chamber of Foreign Trade has recently appointed average staters and opened a Staters' Department at its branch office in Gdynia. This institution will enable all matters arising from mutual average claims to be dealt with in Poland.

Poland at International Spring Fairs.

During the 1951 spring season, Poland has been, or will be taking part in the following Fairs:

Leipzig	4th to 12th March
Utrecht	3rd to 12th April
Milan	12th to 29th April
Prague	20th May to 3rd June.

TRANSACTIONS ON A COMPENSATION BASIS IN POLAND'S FOREIGN TRADE

Foreign trade transactions are being carried out by some tens of central offices of the individual branches of industries which, in principle, deal exclusively with imports and exports in their particular line of business. The concentration of the entire foreign trade in central offices, each of them specializing in a particular industrial branch, has for the foreign customer a number of advantages, such as making it possible to conclude large-scale contracts, to investigate market opportunities and any particular requirement of a foreign market.

The prevailing difficulties in international trade have, however, necessitated resort to special forms of international goods exchange, such as compensation and barter arrangements. Transactions on a compensation and barter basis are intended to act, in spite of all restrictions, as a stimulant to foreign goods exchange, by making suitable commercial, rather than official arrangements.

In order to facilitate the maintenance, on a major scale, of trade relations between foreign exporters and importers and Poland, the „DAL“ International Trading Company, Ltd. of Warsaw has been authorized to concentrate in its hands all carried out on export transactions which are to be carried out on compensation or barter terms.

Trade relations have already been initiated between „DAL“ and important customers in Europe, the western hemisphere, Africa and the Middle and Far East.

The concentration of all compensation and barter transactions in the hands of „DAL“ has resulted in a goods turnover which, already running into millions, is increasing from day to day. The „DAL“ International Trading Company, Ltd. has thus assumed a prominent position in Poland's foreign trade. The address of this Company is:

„Dal“ INTERNATIONAL TRADING COMPANY
NOWY ŚWIAT 40, WARSAW • TELEGRAMS: DALOS-WARSAW

LIST OF POLISH CENTRAL ORGANIZATIONS FOR FOREIGN TRADE

Telegrams	Name of organization and scope of activity	Postal address
ANIMEX Warszawa	„ANIMEX“ Central Import and Export Office of Products of Animal Origin.	„Animex“ Warszawa, Hoża 66/68
CEBILOZ Warszawa	„CEBILOZ“ CENTRAL BUREAU FOR ANTI-FRICTION BEARINGS Import and export of anti-friction bearings.	„Cebiloz“ Warszawa, Filtrowa 71a.
CENTROMOR Warszawa	CENTRAL IMPORT & EXPORT OFFICE FOR MARINE EQUIPMENT Import and Export of ship and harbour equipment.	Centr. Morska Import.-Eksportowa Warszawa, Zgoda 5.
CENTRORUD Katowice	SUPPLY CENTRE OF THE IRON AND STEEL INDUSTRY Import of ores, alloys, chemicals, machines and equipment for the Iron and Steel Industry	Centrala Zaopatrzenia Hutniczego Katowice, Armii Czerwonej 12/14.
CENTROZAP Katowice	SUPPLY CENTRE FOR THE POLISH COAL MINING INDUSTRY Import of machines and equipment for the coal mining industry.	Centrala Zaopatrzenia Przemysłu Węglowego Katowice, Plebiscytowa Nr 36.
CENTROŻŁOM Katowice	CENTRAL SCRAP IRON BUREAU Import of scrap iron.	Centrala Żłomu Katowice, Armii Czerwonej 51.
CEPEDE Warszawa	IMPORT & EXPORT OFFICE OF WOOD INDUSTRY PRODUCTS Import & Export of wood furniture, packing sets, barrels, cases, veneers, plywood, floorings, wooden household articles, osier, basketware.	Centr. Import.-Eksportowa Przem. Drzewnego Warszawa, Miodowa 1.
CETEBE Łódź	„CETEBE“ FOREIGN TRADE BUREAU OF THE TEXTILE INDUSTRY Import & Export of textile goods.	„Cetebe“ Łódź, Moniuszki 6.
CIECH Warszawa	„CIECH“ GENERAL IMPORT & EXPORT AGENCY FOR CHEMICALS AND CHEMICAL LABORATORY EQUIPMENT Import & Export of industrial and pharmaceutical chemicals, drugs, and equipment for the chemical and pharmaceutical industry.	„Ciech“ Warszawa, Jasna 10.
CUKROZBYT Warszawa	CENTRAL SUGAR TRADING BUREAU Export of beet sugar, and molasses.	Centrala Handlowa Przemysłu Cukrowniczego Warszawa, Al. Niepodległości Nr 161
CYNKPRODUKT Katowice	NON-FERROUS METALS TRADING BUREAU Import & Export of non-ferrous ores, metals and products thereof.	Centrala Handlowa Metali Nieżelaznych Katowice, Warszawska 31.
DALOS Warszawa	„DAL“ INTERNATIONAL TRADING COMPANY Barter and compensation transactions.	„Dal“ Warszawa, Nowy Świat 40.
DALSPO Warszawa	„DALSPO“ FOREIGN TRADE COMPANY Import & Export of food products, groceries, oilseeds, breed-stock. Import of all animal and vegetable oils and fats, hops. Export of potato products, malt, salt, matches, peat, bristles and animal hair, slaughter-house by-products.	„Dalspo“ Warszawa, Filtrowa 61.
ELEKTRIM Warszawa	„ELEKTRIM“ POLISH FOREIGN TRADE COMPANY FOR ELECTRICAL EQUIPMENT Import of raw materials and equipment for tele- and radiocommu- nication, Power plants and Electrotechnical Industry.	„Elektrim“ Warszawa, Sienna 32.
EXPEZET Warszawa	POLISH GRAIN ESTABLISHMENTS Import & Export of grain & grain products, pulses. Export of table potatoes.	Polskie Zakłady Zbożowe Warszawa, Kopernika 30.
HAZAPAGED Warszawa	„PAGED“ CENTRAL TIMBER BUREAU Import & Export of timber, sleepers, pit-props, pulp-wood, tele- graph poles.	„Paged“ Warszawa, Pl. Trzech Krzyży 18
HORTUS Warszawa	„HORTUS“ FOREIGN TRADE COMPANY FOR SEEDS Export of field, garden and tree seeds, flower bulbs and plants.	„Hortus“ Warszawa, Klonowa 20.
IMEXFILM Warszawa	„FILM POLSKI“ BUREAU FOR THE IMPORT & EXPORT OF FILMS Import & Export of films.	„Film Polski“ Służba Zagr. Obrotu Filmów Warszawa, Marszałkowska 56.

Telegrams	Name of organization and scope of activity	Postal address
IMPEXMETAL Katowice	CENTRAL BUREAU FOR IRON AND STEEL Import and export of pig iron, ferro-alloys and products of steel and iron foundries and rolling mills.	Impexmetal Katowice, Wita Stwosza Nr 7.
IMREX Warszawa	CENTRAL FISH TRADING COMPANY Import & Export of fresh, frozen, smoked, salted and canned fish.	Centrala Rybna Warszawa, Puławska 14.
METALEX Warszawa	„METALEXPORT“ Export of steel constructions, factory equipment, railway rolling stock, machine tools, cast iron goods, hardware, enamelled and galvanized articles, bicycles and spare parts, electrical machinery and material.	„Metalexport“ Warszawa, Bracka 5.
MINEX Warszawa	„MINEX“ EXPORT BUREAU OF MINERAL PRODUCTS Export of portland cement, minerals, porcelain, glass, earthenware, sanitary earthenware	„Minex“ Warszawa, Kredytowa 4.
MOTORIM Warszawa	„MOTOIMPORT“ FOREIGN TRADE BUREAU FOR THE MOTOR CAR INDUSTRY Import of motor cars, tractors, trailers, spare parts and accessories,	„Motoimport“ Warszawa, Mazowiecka 13.
PAPEXPORT Warszawa	„PAPEXPORT“ CENTRAL EXPORT AND IMPORT BUREAU Import and Export of newsprint, printing, writing, greaseproof and wrapping papers, cigarette paper, cardboards, tomophan, decalcomania for ceramics, miscellaneous paper goods and stationery.	„Papexport“ Warszawa, Wspólna 50
PETROL Warszawa	CENTRAL BUREAU FOR MINERAL OIL PRODUCTS Import & Export of mineral oil products.	Centrala Produktów Naftowych Warszawa, Rakowicka 39.
POLIMEX Warszawa	„POLIMEX“ POLISH IMPORT COMPANY FOR MACHINES AND TOOLS Import of machine tools, machines and equipment for factories, pneumatic, electric and ordinary hand tools, railway rolling stock, land transport equipment	„Polimex“ Warszawa, Czackiego 7/9.
SKÓRIMPEX Łódź	„SKÓRIMPEX“ FOREIGN TRADE BUREAU FOR THE LEATHER INDUSTRY Import & Export of raw hides, leather and furs, fancy leather goods, footwear, leather articles for industrial use. Import of tanning materials.	„Skórimpex“ Łódź, Sienkiewicza 9.
TABULATOR Warszawa	OFFICE EQUIPMENT COMPANY Import of typewriters and other business machines, office equipment and accessories.	Polskie Tow. Maszyn Biurowych Warszawa, Szpitalna 8.
TEXTILIMPORT Łódź	„TEXTILIMPORT“ CENTRAL IMPORT BUREAU FOR THE TEXTILE INDUSTRY Import of raw materials, machines and accessories for the textile industry.	„Textilimport“ Łódź, 22-go Lipca Nr 2.
VARIMEX Warszawa	„VARIMEX“ POLISH COMPANY FOR FOREIGN TRADE Import of raw materials and equipment for paper and ceramic industries, surgical, veterinary and dental instruments and equipment, miscellaneous technical articles. Export of Christmas tree ornaments brushes, buttons, rubber footwear and other rubber goods, gramophone records, musical instruments, artistic handicraft, amber-ware.	„Varimex“ Warszawa, Wilcza 50/52
WĘGŁOKOKS Katowice	CENTRAL COAL SALES BUREAU Import & Export of coal and coke.	Centrala Zbytu Węgla Katowice, Kościuszki 30.
ZALAS Warszawa	„LAS“ CENTRAL TRADING BUREAU FOR FOREST PRODUCTS Export of dried, salted and pickled mushrooms, fresh & dried berries and other forest fruits.	„Las“ Warszawa, Al. Jerozolimskie 57.
	„DOM KSIĄŻKI“ BUREAU FOR THE IMPORT & EXPORT OF BOOKS AND PERIODICALS Import & Export of Books.	„Dom Książki“ Warszawa, Nowy Świat 70/72

SECTION THROUGH THE
WIELICZKA SALT MINE
ACCORDING TO A 1760 →
ENGRAVING BY BORLACH

