



# **information**

**FOR AMERICAN BUSINESSMEN  
ON THE MARSHALL PLAN**



**JULY 1, 1949**

## Table of Contents

Selling Under the Marshall Plan .....	1
The Customers—The European Businessmen .....	2
The Salesmen—The American Businessmen .....	3
The Banker—the ECA .....	4
The Prospective Exporter .....	5
Foreign Government Purchasing Missions .....	6
Foreign Government Non-Purchasing Missions .....	16
U. S. Government Purchasing Agencies .....	23
Department of Commerce Field Offices .....	24
How ECA Renders Aid .....	25
Long-Range Programming .....	26
Preparation, Approval of Supply Program .....	27
How an Importer Gets the Goods .....	28
ECA Pays the Bill .....	29
Alternate Methods of Payment .....	30
Some Basic Information Sources .....	(Inside Back Cover)

## Selling Under the Marshall Plan

The United States is granting billions in dollar credits to the Marshall Plan countries<sup>o</sup> so that they can buy the goods, raw materials, equipment and services needed to stimulate the recovery of the war-crippled economy of Western Europe.

At the end of the Second World War, much of Europe lay in ruins. The major nations stood in imminent danger of economic collapse and resultant political upheaval, which might well have marked the beginning of the end of western civilization. Hunger and desperation spread as production and trade slowed nearly to a halt. The situation was grim. Hungry, desperate men take desperate measures to feed and clothe themselves and their families.

Well realizing the seriousness of the situation, the United States stepped in with an offer of aid—*designed to preserve the free institutions of Europe, and, incidentally, our very own in the United States*. This offer of aid was based upon pledges of the fullest cooperation on the part of the European nations.

We are providing dollar credits—**NOT** the money itself—to the Western European nations for recovery. The United States, through the Economic Cooperation Administration (ECA), which is administering the Marshall Plan or the European Recovery Program as it is sometimes known, pays the bills *after* authorized purchases are made. The citizens in the Western European nations who receive American products under the Marshall Plan do not get them *free*. Our aid is free to the nations but not to the individuals. They *pay* their own governments for the products in their own currencies, and these “counterpart” funds are then used on projects approved by the ECA which will further economic recovery. Thus American dollars are doing “double duty” toward rebuilding Europe.

This country, which emerged after two World Wars with a large proportion of the world’s wealth and resources, is the *market place* for most of the goods and services purchased with the American dollars.

The businessmen of the foreign nations participating in the program are the *customers*.

The U. S. businessman, with his technical know-how for production and merchandising, is the *salesman*.

The *salesman’s* job is, as in any business, to make his product attractive to the *customers* in quality, price and service and then *sell the customer*.

<sup>o</sup>France, Austria, Belgium-Luxembourg, Denmark, Bizone Germany, Greece, Iceland, Ireland, Italy, the Netherlands, Norway, Portugal, Sweden, Trieste, Turkey, England. The ECA is also charged with providing economic assistance to China and Korea.

The ECA does **NOT** buy or sell, book cargoes, route shipments or engage in any other phase of the actual buying-selling operations.

The ECA serves as the *banker* for the buyers and sellers, making sure that the investments in the economic recovery of Western Europe are on the soundest possible basis to yield the greatest returns in world peace and prosperity, not only for Europe but for this country as well.

The ECA's procedures for establishing a flow of essential goods and services to Western European countries are outlined in these pages for the information of American businessmen who want to participate in Marshall Plan purchases.

## THE CUSTOMERS—The European Businessmen

As the *customers*, the businessmen of the Marshall Plan nations, through their governments, estimate their needs for their annual recovery programs and ask the ECA for dollar financing. After review and approval of the programs by the ECA in the light of combined needs of all participants, the ECA informs the countries as to how many dollars may be used to finance purchases of commodities and services. The countries then submit requests to the ECA for "procurement authorizations" to be issued against these funds. Approved procurement authorizations are then granted on broad commodity classifications (such as "Construction and Mining Equipment") because of the inability of the *customers* to predict so far in advance the exact goods they will need. The *customers* may then contract for thousands of related items which fall under the general commodity classification through the issuance of sub-authorizations granted by their respective governments. The ECA generally does not know *in advance* (to keep track of each individual purchase would greatly delay the recovery program and require a tremendous staff) exactly what these thousands of items are or by whom they are going to be purchased. If any irregularities are found when the itemized bills are submitted for payment, the nations concerned are asked to make the proper adjustments.

After the sub-authorizations are issued, *the customers proceed to negotiate for their purchases with salesmen of their own choice through normal trade channels*, searching for the most satisfactory products at the most satisfactory prices. They pass along to the salesmen the basic information concerning documentation required and any special conditions imposed by the terms of the authorization.

## THE SALESMEN—The American Businessmen

As the *salesmen*, the U. S. businessmen enter the picture when procurement authorizations are approved by the ECA.

The authorizations, usually approved in advance of contracting and delivery dates, serve the *salesmen* as a "lead" on what Marshall Plan *customers* are authorized and plan to buy. This information is made available by the ECA as quickly and completely as possible, through press releases, Department of Commerce field offices, trade journals and other similar sources.

Congress in April 1949 directed that "Insofar as practicable . . ." the ECA ". . . shall assist American small business to participate equitably in the furnishing of commodities and services . . . by making available . . . to suppliers in the United States, and particularly to small independent enterprises, information, as far in advance as possible, with respect to purchases . . . and by making available . . . to prospective purchasers in the participating countries information as to commodities and services produced by small independent enterprises in the United States, and by otherwise helping to give small business an opportunity to participate in the furnishing of commodities and services financed . . ."

Efforts by which the intent of Congress may be carried out are now receiving intensive study.

The *salesmen* go after the business in the same manner that they pursued their normal export-import trade before the war. Through private commercial channels of international trade, they contact the *foreign customer* and offer their wares. They negotiate contracts directly with their customers, taking the same precautions with respect to terms and conditions of delivery and payment as they would if financing was not being provided by the ECA.

While the countries participating in the European Recovery Program follow the general practice of utilizing private channels of trade wherever possible, certain ECA-financed commodities are purchased through foreign government purchasing missions or agencies under foreign government supervision.

In certain instances, due to legislative or administrative determinations, the necessity for coordination of inland movement of supplies, or in the absence of established commercial channels in certain countries, like Korea, the ECA may find it necessary to arrange purchasing through U.S. government agencies. Such purchasing is confined to relatively few commodities, like grain and foodstuffs and occasionally non-food items for Greece, Trieste and Korea.

A list of foreign government purchasing missions and agencies under government supervision functioning under ECA-financed programs is on page 6. A list of government agencies employed in the administration of the ECA programs, but *not* in purchasing, follows on page 16. A list of U. S. government purchasing agencies presently serving the ECA is on page 23.

### THE BANKER—The ECA

As the *banker*, the ECA, in addition to its review, consolidation and approval of the procurement programs of all the participating countries, sees that the prices paid for commodities and services purchased with Marshall Plan dollars are not in excess of the normal market price for that particular commodity.

The ECA, as the *banker* who pays the bills after the goods are delivered, utilizes four methods:

- (1) Reimbursement to a Marshall Plan country which has used its own dollars initially to pay for purchases.
- (2) Letter of commitment issued by the ECA to a U.S. bank, against an individual procurement authorization for the commodities or services covered therein and subject to the terms and conditions of the authorization. Then letters of credit against the letter of commitment are arranged by the purchaser. The bank actually pays the bills, charging them against the letters of credit. The ECA then reimburses the bank.
- (3) Letter of commitment issued directly to the supplier. This method is not frequently used and is mainly for the financing of industrial projects and for such equipment involving complicated terms or advance and progress payments.
- (4) A revolving fund account which the ECA establishes for a country on the books of the Treasury Department. The country may draw drafts on the ECA against this account in order to make payment to suppliers.

## The Prospective Exporter

*The greatest proportion of business transacted under the ECA program is through regular commercial channels.*

In most cases companies which were doing export business before the war have re-established their foreign connections and assumed their pre-war trade relationships.

Firms without experience in the export markets therefore face a distinct competitive disadvantage, although opportunities for sales still exist for the enterprising company having a product which will meet foreign needs and which will aid in European economic recovery.

Selling in foreign markets requires know-how. The manufacturer without experience in the export business who desires to participate in the furnishing of supplies financed by the ECA is confronted with numerous problems. *He must establish for himself* the foreign need for his product and locate foreign outlets either directly or indirectly. He must consider the adaptability of his product to peculiar foreign requirements, whether design changes may be necessary and for what areas. He must determine the method of sales promotion. Other problems relate to technical details such as export licenses, packing, transportation, insurance, tariffs, documentation, marks of origin, patent or trade-mark laws and other foreign regulations. He must consider, too, the competition from other already established U. S. exporters.

After weighing all the factors involved, the inexperienced exporter must decide whether he is prepared to embark on and support an export program on a long-term basis. Export markets, like domestic markets, are not built overnight. A haphazard attempt to engage in international trade without full knowledge may result in disastrous financial consequences.

There are many avenues to which prospective exporters may turn for assistance and information. Local banks, chambers of commerce and trade associations are good sources of advice. The Department of Commerce through its field offices can supply information on many of the problems entailed in exporting. Similarly the Department of Commerce field offices have information available regarding export licenses, documentation, tariffs and other pertinent technical requirements of foreign governments. These offices are also in a position to direct prospective exporters to lists of specialists in foreign trade, such as export merchants, combination export managers and export agents and to assist in many other ways. A list of Department of Commerce field offices is on page 24.

# Foreign Purchasing Missions

Following is a list of foreign government purchasing missions and other such official agencies under foreign government supervision which are engaged in purchasing goods and services under the Marshall Plan:

## AUSTRIA

The purchase of all commodities for Austria with the exception of coal and food, is effected through private channels of trade. In the case of coal a quasi-governmental agency has been formed for centralized buying because all important European sources of coal are selling to Austria through government organizations. This consequently necessitates negotiation with these organizations through a central agency. On other commodities the individual purchaser is free to purchase from a supplier of his own choice subject to the specific provisions of an import license. In some cases, however, private purchasers have formed voluntary purchasing groups in order to increase individual quantities and to obtain better prices, deliveries, and other benefits. These associations have been formed in the Austrian leather, wool, and pharmaceutical industries. Where voluntary groups have been formed individual purchasers are not precluded from negotiating directly if they prefer to do so.

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
Fuel Imports, Inc. (Oesterreichische Prennstoff-Import ges. m.b.h.)	24 Stubenring Vienna I.	Procures coal from European suppliers. At this time no purchases of coal from the U.S. are contemplated.

## BELGIUM - LUXEMBOURG

Purchases of all commodities for Belgium-Luxembourg under ECA-approved programs are made through private channels of trade, with the exception of the commodities listed below. Some other commodities are bought by the Belgian Economic Mission through U.S. government agencies conducting sales of surplus commodities in accordance with the Economic Cooperation Act of 1948, as amended.

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
Belgian Economic Mission	1780 Mass. Ave., N.W. Washington, D.C.	Currently procures wheat and radioisotopes.

## BIZONE GERMANY

ECA-financed commodities imported into Bizone Germany are divided by the Department of the Army into two categories: "A"

and "B." Category "A" consists principally of food and petroleum, oil and lubricants which are all purchased by the Army or the Department of Agriculture. To the extent that the ECA approves category "B" items, which are mainly industrial, the Joint Export-Import Agency has acted on behalf of the German importers in effecting contracts. However, there is a trend toward the liberalization of the position of German importers which will permit them to enter into contracts with foreign exporters and to operate through the normal commercial export and import trade channels.

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
Joint Export-Import Agency	APO 757 % Postmaster New York, N.Y.	Procurement functions of this agency currently being reduced. Exporters, however, may contact JELA on all matters pertaining to purchases for Bizone.

## DENMARK

All ECA-financed buying with Denmark is carried out through normal private trade channels with the exception of feeds (oil cake and meal and coarse grains). Because of a strict rationing system in force with respect to such feeds, some of which are home-produced, and in order to fix average sales prices, a central buying office for these commodities has been established. This office is composed of members representing private importers and functions under the supervision of the Danish government. Though the central office is the sole buyer, it buys only through the usual importers and/or agents representing foreign suppliers who present their offers to the central office for approval.

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
Centralkontoret for Indkøb af Korn og Foderstoffer	Kalvebod Brygge 4, Copenhagen V.	Buys all feeds for animals.

## FRANCE

The agencies existing for the procurement of commodities for France under its ECA-financed program, except for those purchased through the normal export channels of trade, fall into four categories:

1. *Governmental missions*, which are maintained for the purchasing of commodities for specific use by a governmental department, e.g., Air Mission, (Mission de l'Air).
2. "*Offices nationaux*" which are organizations created by special French laws to carry on specific activities in the interest

of the French national economy, e.g., French Grain Board, (Office Nationale Interprofessionnel des Cereals).

3. *State corporations*, which are organizations established to own and control nationalized industries, e.g., Mission of the French National Railways (Societe Nationale des Chemins de Fer Francais).

4. *Groupements* and *associations*, which are trade organizations in the nature of a corporation existing under French law. They are owned and controlled by their members under the direct supervision of the state, e.g., Groupement for the Purchase of Fats and Oils, (Groupement Nationale d'Achat des Produits Oleagineux). The members of a groupement ordinarily consist of all, or many of the firms in the industry in which the groupement is active. The groupements were created in 1938 when the "law for the national organization in time of war" was instituted. This law provided for an organization which would govern commercial and industrial trade in order to obtain the maximum efficiency by insuring an orderly operational course of action. Because of the existence of this law, the professional organizations were intrusted with the responsibility to import supplies, a process, which in normal times, was carried out by private trade. Purchases made by these groupements are always effected within the tonnage and financial limits set by the state.

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
Air Mission (Mission de l'Air)	1759 R St., N.W. Washington, D.C.	Purchases engines, spare parts, etc., for aircraft manufacturers, most of which are nationalized companies.
French Office of Power Stations (Electricite de France)	1322 18th St., N.W. Washington, D.C.	Purchases general construction equipment, power plants electrical material and spare parts.
French Mining Equipment Purchasing Office (Charbonnages de France, Bureau d'Achat d'Equipment, Minier)	1322 18th St., N.W. Washington, D.C.	Purchases coal mining equipment.
French National Airline (Air France)	683 5th Avenue New York, N.Y.	Purchases airplanes, spare parts, aerial navigational equipment and surplus equipment from WAA.

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
French National Railways (Societe Nationale des Chemins de Fer Francais)	1759 R St., N.W. Washington, D.C.	Purchase railway equipment, ties and spare parts for French National and French North African Railways.
French North African Railways (Societe des Chemins de Fer d'Afrique Du Nord)		
French office for the Purchase of Well Drilling Equipment (Societe Nationale d' Materiel pour la Recherche et l'Exploitation de Petrole)	44 Beaver Street New York, N.Y.	Purchases well drilling equipment and parts.
French Purchasing Office for Tobacco and Matches (Service d'Exploitation Industrielle des Tabacs et Allumettes)	529 N. Charles St. Baltimore, Md.	Purchases tobacco and matches for France and French North Africa.
Groupement for the Purchase of Petroleum Products (Groupement d'Achat des Carburants)	44 Beaver St. New York, N.Y.	Purchases raw petroleum, gasoline (low and high octane), fuel oil, lubricants, kerosene, paraffin.
French Steel Procurement Agency (Groupement d'Importation de Produits Siderurgiques)	1761 R Street, N.W. Washington, D.C., and 44 Beaver St. New York, N.Y.	Purchases steel and ferrous metals such as tin-plate, electrical sheets, tubes, coils, alloy steels.
Groupement for the Purchase of Fats and Oils (Groupement Nationale d'Achat des Produits Oleagineux)	1328 18th St., N.W. Washington, D.C., and 174 Avenue Victor Hugo Paris 16, France	Purchases fats and oils in all their forms such as oil seeds, vegetable and animal fats and its derivatives, i.e., glycerine, oleine, stearine fatty acids, for food and industrial purposes. Actual purchases are consummated by Paris Office.
Groupement for the Purchase of Foodstuffs (Groupement Nationale d'Achat des Tourteaux)	1800 Mass. Ave., N.W. Washington, D.C.	Purchases high protein feeds, (oil cake), meat-meal, fish meal.
Groupement for Purchase of Non-Ferrous Metals (Groupement l'Importation et de Repartition des Metaux Non-Ferrous)	44 Beaver St. New York, N.Y.	Purchases antimony, copper, copper alloys, lead, zinc, cadmium, bismuth, tin, and aluminum.

<i>Address</i>	<i>Agency</i>	<i>Functions Performed</i>
Groupement for the Purchase of Pharmaceuticals (Groupement d'Importation des Produits Pharmaceutiques)	44 Beaver St. New York, N.Y.	Purchases pharmaceuticals and related items.
Groupement for the Purchase of Cotton (Groupement d'Importation et de Repartition des Coton)	Bureau de Paris 8, Rue Volney, Paris (2E), and 44 Beaver St. New York, N.Y.	Purchases cotton.
Association for French Coal Purchasing (Association Technique de l'Importation Charbonniere)	1520 New Hampshire Ave., N.W. Washington, D.C.	Purchases coal and coal-tar pitch in the U.S. for the various French governmental, industrial and private users.
French Grain Board (Office Nationale Interprofessionnel des Cereals)	44 Beaver St. New York, N.Y.	Purchases grain, cereals and flour.

### FRENCH ZONE OF GERMANY

The purchases of all ECA-financed commodities for the French Zone of Germany are effected through the French Zone branch of the Joint Export-Import Agency (JEIA) in Baden-Baden, Germany.

There is, however, a liaison office of the French zone branch of JEIA in Washington, D. C. This office functions with complete authority to discuss and consummate contracts in accordance with the ECA rules and regulations, entered into pursuant to the issuance of cabled purchase orders by the French office of JEIA in Germany.

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
Joint Export-Import Agency (French Zone Branch Office)	Hotel Bareren Lichetenthal Baden-Baden, Germany	All purchasing for the French Zone is consummated in Baden-Baden. U. S. exporters should direct all inquiries to this office.

### GREECE

Most ECA-financed trade with Greece moves through private trade channels under licenses issued by the Foreign Trade Administration of the Greek government. Exceptions to private trade channels occur in the case of certain agricultural products where procurement is effected by the Commodity Credit Corporation of the U. S. Department of Agriculture. Items included in the programs moving through Department of Agriculture channels include wheat and flour and, in some cases, other food products such as milk derivatives, pulse, and similar items. Such purchases are shipped to the Min-

istry of Supply of the Greek government for subsequent redistribution in Greece through trade channels. A proportion of Greek requirements for medical supplies is also bought by the Bureau of Federal Supply on request of the ECA mission in Athens.

In some instances private trade channels are utilized by various Greek ministries who wish to make direct contact with suppliers in the U. S. Under this procedure, requests for bids with specifications and time limits are issued by the various Greek ministries, being made public in Athens and also being sent to trade circles in U. S. by telegram. Ministries making purchases from time to time in this manner include the following:

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
Ministry of Supply	Athens, Greece	Conducts bidding and selects successful (low) bidder for procurement of its own requirements.
Ministry of Agriculture	Athens, Greece	Same
Ministry of Hygiene	Athens, Greece	Same
Ministry of Reconstruction	Athens, Greece	Same
Ministry of Air	Athens, Greece	Same
Ministry of Public Works	Athens, Greece	Same
Ministry of Mercantile Marine	Athens, Greece	Same
Ministry of Religion and Education	Athens, Greece	Same
Ministry of Welfare	Athens, Greece	Same
Ministry of Transport	Athens, Greece	Same
Ministry of Post Telephone and Telegraph	Athens, Greece	Same
Agricultural Bank of Greece	Athens, Greece	Same

## **ICELAND**

The importation of commodities into Iceland under ECA-financed programs is through the normal private trade channels. There are, however, two major groups which, for the most part, are responsible for imports into Iceland. Membership in these groups does not preclude individual importers from negotiating with private exporters. These private groups are the Union of Importers of Iceland, which has to do with the procurement and importation of food and feed-stuffs from the U. S. and Canada, and the Federation of Icelandic Cooperative Societies, which handles the procurement and importation of all items for the cooperative societies. Because of the tendencies of Icelandic importers to become members of cooperative organizations, it is felt that these associations will continue indefinitely.

## IRELAND

There is no direct government buying of ECA-financed goods by Ireland. However, there are groups of private importers who have united for the purpose of obtaining the procurement benefits of centralized purchasing of commodities in short supply. These are non-profit organizations and to some extent operate similarly to cooperatives. These companies are considered necessary to insure the implementation of allocations. They have small nominal capital and operate on bank loans guaranteed by the government. They are not in any sense government-financed. There are no government nominees on the board of directors of these companies, but they do operate in close consultation with government departments concerned in the distribution of imports and in this respect are under government direction. These companies are purely emergency creations which have the sponsorship of the government and it is expected that they will disappear as soon as world trade conditions permit. In the case of items purchased through the U. S. Commodity Credit Corporation, an organization, Grain Importers Eire Ltd., has been designated by the Irish government as the consignee for receipt and distribution of these commodities. This organization operates in close consultation with the government but in no way is to be construed as a governmental or quasi-governmental organization.

## ITALY

Procurement of commodities for Italy under its ECA-financed program is effected through the normal channels of trade with the following exceptions:

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
Italian Technical Delegation	740 11th St., N.W. Washington, D.C.	Acts on behalf of Italian Ministry of Foreign Trade. Procurement is limited to spot requirements of government agencies.
Italian Coal Procurement Agency (Ente Approvvigionamento Carboni)	1424 K St., N.W. Washington, D.C.	Purchases coal in the U. S. for various governmental, industrial and private users.
Italian Federation of Farmers' Cooperatives (Federazione Italiana dei Consorzi Agrari)	740 11th St., N.W. Washington, D.C.	Procures wheat and flour in the U. S. for the Ministry of Agriculture.

## NETHERLANDS

With the exception of foodstuffs and fertilizer, all goods pur-

chased by The Netherlands under ECA-financed programs are procured through the normal private trade channels.

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
Netherlands Government Food Purchasing Bureau (Nederlands Voedsel Aankoop Bureau)	2 Broadway New York, N.Y.	Purchases those commodities which are procured on government-to-government basis such as wheat, barley and flaxseed.
Food Import Bureau (Voedselvoorzienings Import Bureau)	Hooftskade 1 The Hague The Netherlands	After private importers negotiate with private exporters for the purchase of food and feed products, final contracts are made with the exporters through this agency.
Central Nitrate Selling Office, Inc. (Centraal Stikstof Verkoopkantoor, N.V.)	Alexanderstraat 19 The Hague The Netherlands	Normally a selling agency, this office acts as representative for nitrate manufacturers who negotiate with private exporters for the purchase of ammonium nitrate. Final contracts are made with exporters through this agency.

## NORWAY

In general importation into Norway for commodities financed by ECA are in the hands of private trade. Government purchasing established by necessity during the war and maintained for the immediate postwar period has been discontinued.

There remains only one group of commodities which, for the past 20 years, has been and remains subject to exclusive government purchasing. These commodities are: wheat, flour and rye for human consumption. They are purchased by the State Grain Corporation, (Statens Kornforretning) which constitutes a monopoly on the importation of these items. The milling and distribution is left entirely to private trade. However, in the procurement of these commodities this agency utilizes to the fullest extent the usual commercial trade channels and has regularly purchased through commercial agents or exporters in exporting countries except where such exportation from these countries is subject to governmental monopolies, e.g., where wheat and rye are purchased from the U.S. through the Commodity Credit Corporation.

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
State Grain Corporation (Statens Kornforretning)	Stortingsgt 28 Oslo, Norway	Procures bread grains and wheat flour.

## PORTUGAL

Portugal has no such agencies.

## SWEDEN

All imports under ECA-financed programs to Sweden are made through normal private trade channels.

## SWITZERLAND

Switzerland has no such agencies.

## TRIESTE

ECA-financed imports into Trieste (U.S.-U.K. Zone) are closely controlled by the Allied Military Government located in Trieste. Exporters may direct their inquiries regarding purchases of ECA-financed items to the following agency:

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
Finance and Economic Directorate of Allied Military Government	Free Territory of Trieste	Supervises purchases made under ECA-financed programs

## TURKEY

With the exception of coal mining machinery and port construction machinery for the Zonguldak Harbor, all items being supplied Turkey under its ECA-financed program are procured through the normal export trade channels. Coal mining and port construction machinery are purchased through the Turkish Economic Mission. No alternative to government procurement of mining and construction machinery is available because the government of Turkey is the sole owner of that nation's mines and consequently makes all purchases. Construction equipment and machinery for the highway construction and rehabilitation program of Turkey are purchased by the U. S. Federal Works Agency. This highway program is supervised by the Turkish Government in cooperation with a special U. S. Public Roads Administration mission. For the address of this agency see list of U. S. Government Procurement Agencies on page 23.

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
Turkish Economic Mission	1700 Webster St., N.W. Washington, D. C.	Purchases for the Turkish state mining and industry program.

## UNITED KINGDOM

The purchase of ECA-financed commodities for the United Kingdom is effected through normal trade channels, but certain commodi-

ties are bought through these channels on behalf of governmental agencies. Of these the most important are foodstuffs, some types of timber, non-ferrous metals, hides and skins, and some other raw materials. Cotton is purchased by the Raw Cotton Commission, a statutory body operating autonomously within over-riding financial limitations prescribed by the U. K. government.

U. S. suppliers, manufacturers, and exporters not having representation in the United Kingdom may direct their inquiries regarding ECA-financed items to the appropriate agency listed below or to the United Kingdom Treasury and Supply Delegation, 1800 K St., N.W., Washington, D.C.:

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
Cereals Division of the Ministry of Food	Stanmore, Middlesex	Purchases wheat and flour.
Milk Products Division of Ministry of Food	29 Bryanston Sq. London, W. 1	Purchases cheese and dried whey.
Eggs Division of Ministry of Food	Stanmore, Middlesex	Purchases frozen eggs.
Fruits Products Division of Ministry of Food	Portman Court Portman Square London, W. 1	Purchases concentrated orange juice.
Dried Fruits Division of Ministry of Food	Portman Court Portman Square London, W. 1	Purchases dried fruit.
Molasses and Industrial Alcohol Directorate, Board of Trade	Sunninghill, Downs Rd. Epsom, Surrey	Purchases molasses, acetic acid and acetic anhydride.
Sundry Materials Branch, Board of Trade	8-10 Old Jewry London, E. C. 2	Purchases rosin, pine oil and turpentine.
Leather Control, Board of Trade	9 St. Thomas St. London, S.E. 1	Purchases hides.
Timber Control, Board of Trade	30 Cadogan Sq. London, S. W. 1	Purchases timber.
Paper Control, Board of Trade	Oxford St. Chambers Oxford Road Reading	Purchases wood pulp for paper.
Sulphuric Acid Control, Board of Trade	166 Piccadilly London, W. 1	Purchases sulphur.
Raw Cotton Commission	Cotton Exchange Buildings Old Hall Street Liverpool 3	Purchases cotton and cotton waste.
Non-Ferrous Metals Directorate, Ministry of Supply	Shellmex House London, W. C. 2	Purchases copper, lead, zinc, aluminum.

# Non-Purchasing Foreign Missions

Following is a list of foreign government agencies employed in the *non-purchasing* phases of the Marshall Plan. *These agencies do not buy goods or services:*

## AUSTRIA

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
Austrian Federal Chancellery, Department of Foreign Affairs, ERP Division	2 Ballhausplatz Vienna I	A central agency for all ERP matters, including liaison with ECA mission in Vienna. Issues sub-authorizations and import licenses.
Austrian Federal Chancellery, Department of Foreign Affairs, Central ERP Office	3 Hessgasse Vienna I	The central agency responsible for administration of approved programs under supervision of ERP Division of Austrian Federal Chancellery.
Austrian Legation, ERP Office	14 Rue de Castiglione Paris I	Is liaison agency with OEEC and OSR, Paris.
Austrian Legation, ERP Office	1344 Connecticut Ave. Washington 6, D.C.	Is liaison agency with ECA, Washington.

## BELGIUM

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
Administration Belge de Cooperation Economique	56 Avenue Des Arts Brussels	The Branch of the Ministry of Foreign Trade handling all ECA activities.
Office des Contingents et Licenses	Brussels	Issues import licenses.
Institut Belgo-Luxembourgeois du Change	Brussels	Approves issuance of foreign currency to Belgian importers.
Belgian banking Institutions		Issue: (a) sub-authorizations on presentation by importers of I.B.L.C. visa-ed import licenses for commodities subject to license; (b) sub-authorizations upon request by importers for commodities under general license; (c) sub-authorizations are issued only on confirmed transactions, ECA-financed or otherwise.

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
Belgian Economic Mission	1780 Massachusetts Ave., N.W. Washington, D.C.	Acts as governmental procuring agency of the Belgian Ministry of Foreign Trade. Procures, when necessary, wheat, and radioisotopes, and eventually other commodities which are sold only by U.S. regulations to foreign governmental agencies. Performs all ECA activities.

### **BIZONE GERMANY**

For the purposes of the Economic Assistance Act of 1948, the ECA recognized the "Military Governors of the US/UK Occupied Areas of Germany" as the "government of Bizone Germany." The military governors have agencies under their jurisdiction as set forth below. Neither military government nor the German economic government has purchasing missions in the United States. The Department of the Army has two groups, described below, to facilitate the operations of military government in the ECA programming and procurement matters in Washington. These activities are not under the jurisdiction of the military governors but have been established to aid the military governors.

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
Department of the Army, Office Assistant Secretary	3E-1006, The Pentagon Washington 25, D.C.	Represents the department's interests in Bizone high-level policy considerations, including relations with ECA.
Office of the Food Administrator for Occupied Areas, OAS	4C-913, The Pentagon Washington 25, D.C.	Directs procurement through U.S. Government agencies of food items, seed, fertilizer and petroleum, oil and lubricants, if any, under ECA financing.
ERP Group, OAS	2D-913, The Pentagon Washington 25, D.C.	Transmits, in behalf of the Bizone, program and related financial requests to ECA.
The Military Governors	Berlin, Germany % APO 742 New York, N.Y.	Within broad governmental policies this group makes policy determinations for ECA programs.
The Bipartite Board	Berlin, Germany % APO 742 New York, N.Y.	This is the two military governors when performing their functions in concert.

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
The Bipartite Control Board	Frankfurt, Germany % APO 757 New York, N.Y.	This agency screens German-initiated programs before final review by the military governors.
The Joint Export-Import Agency	Frankfurt, Germany % APO 757 New York, N.Y.	This agency, created by the Fusion Agreement through which the American majority voice is effected, is technically charged with the approval of foreign trade programs. As a practical matter, the Bipartite Control Office, working in close cooperation with JEIA representatives, screens the German proposals and formal action by JEIA is not taken unless there is need to exercise the American majority voice. In regard to ECA-financed items, JEIA issues sub-authorizations and import licenses.
Verwaltung Fuer Wirtschaft	Hoechst Frankfurt, Germany	Under military government this German governmental agency initiates ECA programs and submits them to the Bipartite Control Office for screening prior to final review by the military governors.

## DENMARK

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
Ministry of Foreign Affairs	Christiansborg, Copenhagen	Heads administration of ECA.
Ministry of Commerce, Industry and Shipping	Slotsholmsgade 10 Copenhagen K	Issues import licenses and sub-authorizations.
Danish Embassy	2874 Massachusetts Avenue, N.W. Washington 8, D.C.	(1) Is liaison agency with ECA, Washington, and Danish authorities. (2) Is liaison agency with exporters and Danish importers with respect to financing.

## FRANCE

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
French Supply Office	1800 Massachusetts Avenue, N.W. Washington, D.C.	Is liaison agency with ECA, Washington (programming and authorizations).

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
French Financial Counselor	1822 Massachusetts Avenue, N.W. Washington, D. C.	Is liaison agency with ECA (general questions of financing).
Secretariat General du Comite Interministeriel pour le Plan Marshall.	58, Rue La Boetic Paris, France	Is liaison agency with ECA, county mission and OEEC.
Ministere des Finances et Affaires Economiques Direction des Relations Exterieures — Commission des Approvisionnements	58, Rue La Boetic Paris, France	Prepares import programs. Issues notification of procurement authorizations.
Ministere des Finances et Affaires Economiques— Office des Changes Direction des Licenses Plan Marshall	45, Rue St. Dominique Paris, France	Issues sub-authorizations to importers.
Ministere des Finances et des Affaires Economiques — Direction des Finances Exterieures	93, Rue de Rivoli Paris, France	Handles general financial problems in connection with Marshall Plan.
Credit National	39 Broadway New York, N.Y.	Is liaison agency with American banks, in connection with financing of ECA purchases.
Credit National	45, Rue St. Dominique Paris, France	Is liaison agency with French banks in connection with financing of ECA purchases.
Centre National du Commerce Exterieur	10 Avenue d'Iena and 21 Boulevard Haussman Paris, France	Issues information concerning import and export procedure.

### FRENCH ZONE OF GERMANY

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
French Military Gov't. of the Occupied Zone of Germany, Div. Economie Generale et Finances, Service du Plan Marshall	Baden-Baden, Germany	Employed in administration of ECA program.
French Zone of German Mission in the U.S.	1322 18th St. Washington 6, D. C.	Discusses and consummates contracts entered into pursuant to the issuance of confirmed purchase orders to exporters by French Zone branch office of JELA.

## GREECE

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
Ministry of National Economy (Foreign Trade Administration)	Athens, Greece	When and if foreign exchange is available for purchases, issues import licenses, which are the authority for the ministry concerned to open credit with Bank of Greece, drawing on either ECA funds or Greek state funds for the indicated purchase. When import license is approved, issues sub-authorizations.

## ICELAND

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
Vioskiptamalaraduneytid (Ministry of Commerce)	Reykjavik, Iceland	Is the agency through which liaison with the ECA mission in Reykjavik is maintained.
Fjarhagsrad (Economic Council)	Reykjavik, Iceland	Is the agency which issues import licenses and sub-authorizations.

## IRELAND

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
Department of External Affairs	Iveagh House St. Stephen's Green Dublin, Ireland	These departments have formed an interdepartmental committee with representatives from all four departments, which operate at government level. Currency authorizations are issued through commercial banks on the authority of the Department of Finance. The other work with the ECA mission is directed through the Interdepartmental Committee.
Department of Industry and Commerce	Kildare Street Dublin, Ireland	
Department of Agriculture	Upper Merrion St. Dublin, Ireland	
Department of Finance	Upper Merrion St. Dublin, Ireland	

## ITALY

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
Delegazione Italiana per la Cooperazione Economica Europea (Italian Delegation for Economic European Coop-	Corso Vittorio Emanuele 116, Rome, Italy	Maintains liaison with the ECA mission in Rome.

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
Ministero Commercio Estero (Ministry of Foreign Trade) Servizio Coordinamento Piano ERP (ERP Coordinating Office)	Piazza Indipendenza 6 Rome, Italy	} Issue import licenses and sub-authorizations.
Istituto Mobiliare Italiano (Italian Financial Agency)	1311 L Street, N.W. Washington, D.C.	

### NETHERLANDS

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
Bureau of the Government Commissioner for the European Recovery Program (Bureau van de Regerings-commissaris voor het Europese Herstel Programma)	Smidswater 2 The Hague The Netherlands	Coordinates all activities concerning the recovery program.
Netherlands Ministry of Economic Affairs (Ministerie van Economische Zaken)	Bezuidenhoutseweg 30 The Hague The Netherlands	Makes up all ERP programs and issues sub-authorizations.
Centrale Dienst van in- en Uitvoer, (Div. of Netherlands Ministry of Economic Affairs).	Piet Heiplein 6 The Hague The Netherlands	Issues import licenses.

### NORWAY

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
Handelsdepartementet (Department of Commerce)	Fr. Nansens plass 5 Oslo, Norway	Maintains liaison with ECA mission in Oslo. Issues important licenses and sub-authorizations.
Norges Bank (Bank of Norway)	Bankplassen 4 Oslo, Norway	Approves applications for letters of commitment, collects documentation for reimbursement. In charge of accounting.
Norwegian Embassy, Office of the Commercial Counselor	2720 34th St., N.W. Washington, D.C.	Maintains liaison with ECA, Washington, but does not perform any procurement functions.

### SWEDEN

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
Royal Ministry for Foreign Affairs	Gustaf Adolfs Torg, Stockholm, Sweden	Is liaison agency with the ECA mission in Stockholm.

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
State Trade Commission	ERP Division Kungstradgardsgatan 12 Stockholm, Sweden	Issues import and export licenses (other than fuel and foodstuffs) and sub-authorizations.
State Fuel Commission	Ralambsvagen 8-10 Stockholm, Sweden	Issues import and export licenses etc. for fuel.
State Foodstuffs Commission	Artillerigatan 42 Stockholm, Sweden	Issues import and export licenses etc. for foodstuffs.
State Industrial Commission	Sveavagen 44 Stockholm, Sweden	Agency consulted by State Trade Commission in import and export licensing of industrial equipment, raw materials and supplies.
Commercial Section of the Swedish Embassy	2247 R Street, N.W. Washington 8, D. C.	Is liaison agency with the ECA in Washington.

## TURKEY

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
Turkish Economic Mission	1700 Webster St., N.W. Washington 11, D. C.	Is liaison agency with ECA, Washington.
Devlet Bakanligi	Ankara, Turkey	Government agency through which liaison with ECA mission in Turkey is maintained.
Tarim Bakanligi	Ankara, Turkey	Issues sub-authorizations for imports under the ECA agriculture machinery, implements, and allied products program.
Ticaret Bakanligi	Ankara, Turkey	Issues import licenses.
Etibank	Ankara, Turkey	In charge of Turkish mining and power program.

## UNITED KINGDOM

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
His Majesty's Treasury	Great George Street London, S.W. 1.	Has general supervision of ECA programs and accounts and liaison with ECA, London.
Import Licensing Dept., Board of Trade	Millbank, London, W. 1.	Issues import licenses and sub-authorizations.

## U. S. Government Purchasing Agencies

As previously stated, the ECA, in certain instances, may find it necessary to arrange some purchasing for the Marshall Plan countries through U. S. government agencies. This is generally due to legislative or administrative determinations, the necessity for coordination of inland movement of supplies, or in the absence of established commercial channels in certain countries like Korea. However, such purchasing is confined to relatively few commodities like grain and foodstuffs and occasionally non-food items for Greece, the Free Territory of Trieste and Korea. (Korea and China are not considered Marshall Plan countries, and assistance being provided these nations is administered under separate legislation.)

Following is a list of U. S. agencies which have on occasion purchased on behalf of the ECA:

<i>Agency</i>	<i>Address</i>	<i>Functions Performed</i>
Department of the Army	Pentagon Bldg. Washington 25, D. C.	Has procured drugs, veterinarian supplies, and laboratory equipment for Austria, Greece and Trieste; foodstuffs for Germany (Bizone and French Zone), Austria, Italy, Greece and Trieste; fertilizers for France, Netherlands and China; petroleum products for Korea.
Bureau of Federal Supply Special Programs Branch	Seventh and D Sts., S.W. Washington 25, D. C.	Has procured technical equipment for China; medical supplies, industrial equipment and chemicals for Greece; industrial equipment and medical supplies for Korea.
Department of Agriculture, Production and Marketing Administration	Washington 25, D. C.	Has procured foodstuffs and supplied wool from CCC inventory for Austria and Bizone Germany; foodstuffs for Belgium, China, Denmark, France and French Territories, French Zone of Germany, Greece, Ireland, Korea, Netherlands, Norway, Trieste, and United Kingdom.
Federal Works Agency, Public Roads Administration	Eighteenth and F Sts., N.W. Washington 25, D. C.	Purchases road building equipment for Turkey.

# Department of Commerce Field Offices

Albuquerque, New Mex.  
Hanosh Bldg.  
203 W. Gold Avenue  
Atlanta, Georgia  
418 Atlanta National  
Bldg.

50 Whitehall St., S.W.

Baltimore, Maryland  
314 U. S. Appraisers'  
Stores Building

103 South Gay Street  
Boston, Massachusetts  
1800 Customhouse  
2 India Street

Buffalo, New York  
242 Federal Building  
117 Ellicott Street

Butte, Montana  
301A O'Rourke Estate  
Building

14 W. Granite Street

Charleston, S. C.  
310 Peoples Building  
18 Broad Street

Cheyenne, Wyoming  
304 Federal Office  
Building  
21st St. and Carey Ave.

Minneapolis, Minnesota  
338 Midland Bank  
Building  
401 Second Ave. South

Mobile, Alabama  
308 Federal Bldg.  
109-13 St. Joseph St.

Chicago, Illinois  
1150 McCormack Bldg.  
332 South Michigan Ave.

Cincinnati, Ohio  
1204 Federal Reserve  
Bank Building  
105 W. Fourth Street

Cleveland, Ohio  
215 Union Commerce  
Bldg.  
925 Euclid Avenue

Dallas, Texas  
Room 602  
1114 Commerce Street

Denver, Colorado  
210 Boston Building  
828 17th Street  
Detroit, Michigan  
1038 New Federal Bldg.  
230 W. Fort Street

El Paso, Texas  
12 Chamber of  
Commerce Bldg.  
310 San Francisco St.

Hartford, Connecticut  
224 Post Office Building  
135 High Street

Philadelphia, Penna.  
719 Pennsylvania Bldg.  
42 South 15th Street

Phoenix, Arizona  
425 Security Bldg.  
234 No. Central Ave.

Houston, Texas  
602 Federal Office Bldg.

Jacksonville, Florida  
425 Federal Building  
311 West Monroe St.

Kansas City, Missouri  
2601 Fidelity Bldg.  
911 Walnut Street

Los Angeles, California  
1546 U. S. Post Office  
and Court House  
312 North Spring Street

Louisville, Kentucky  
631 Federal Building

Memphis, Tennessee  
229 Federal Building

Miami, Florida  
947 Seybold Building  
36 N.E. First Street

Milwaukee, Wisconsin  
700 Federal Building  
517 E. Wisconsin Ave.

Richmond, Virginia  
Room 2, Mezzanine  
801 East Broad Street  
St. Louis, Missouri  
910 New Federal Bldg.  
1114 Market Street

New Orleans, La.  
1508 Masonic Temple  
Bldg.  
333 St. Charles Avenue  
New York, New York  
42 Broadway

Oklahoma City, Okla.  
311 Council Bldg.  
102 N.W. Third  
Omaha, Nebraska  
Room 502, W.O.W. Bldg.  
1319 Farnum Street

Pittsburgh, Penna.  
1013 New Federal Bldg.  
700 Grant Street

Portland, Oregon  
217 Old U. S. Court  
House  
520 S.W. Morrison Street  
Providence, Rhode Island  
203 Custom House  
24 Weybossett Street

Reno, Nevada  
Cladianos Building  
118 West Second St.

Salt Lake City, Utah  
508 Post Office Bldg.  
350 So. Main Street  
San Francisco, Calif.  
306 Customhouse  
555 Battery Street

Savannah, Georgia  
218 U. S. Court House  
and Post Office Bldg.  
125-29 Bull Street  
Seattle, Washington  
809 Federal Office Bldg.  
909 First Avenue

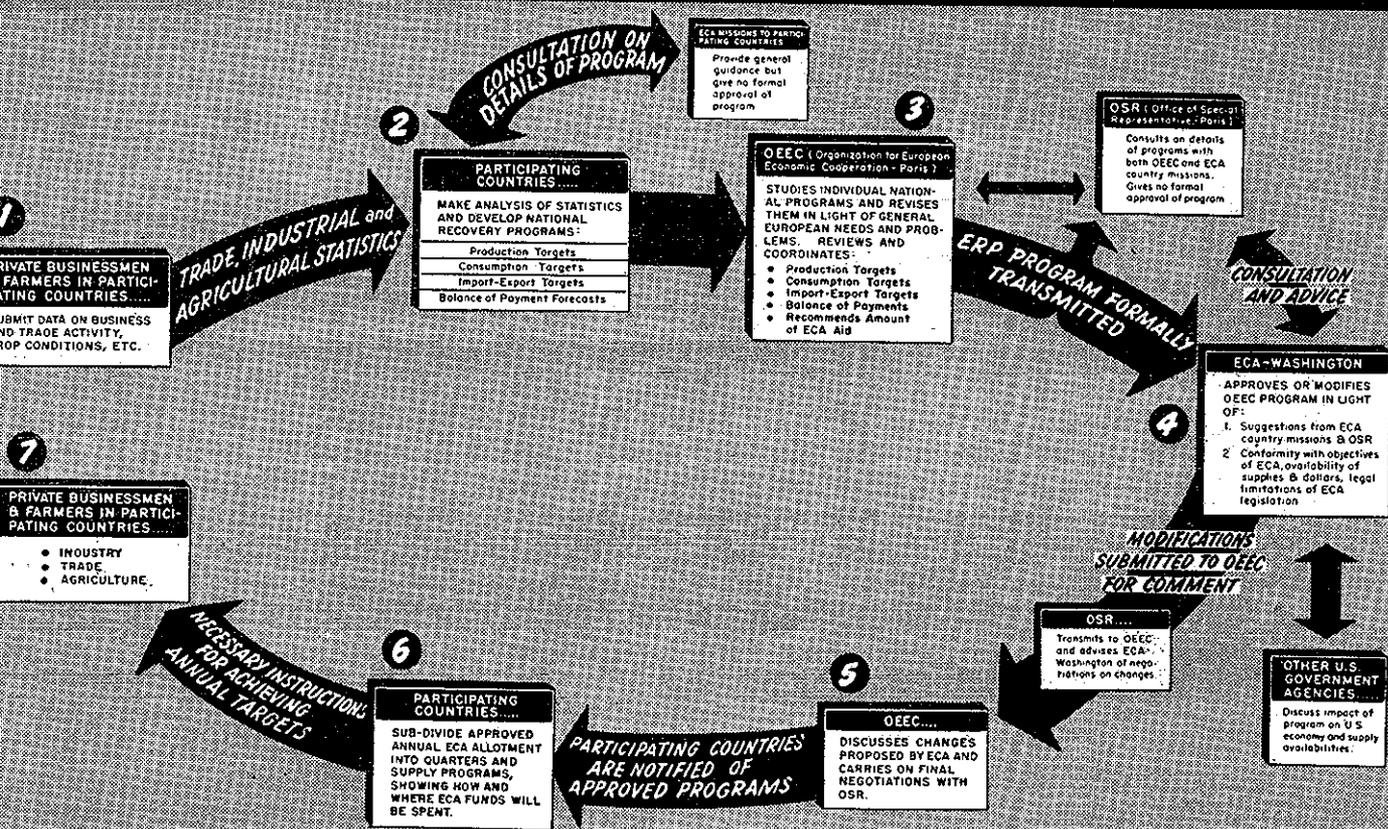
# *How* **ECA** *Renderers Aid*



***THE CHARTS ON THE FOLLOWING PAGES SHOW:***

- 1. LONG-RANGE PROGRAMMING UNDER THE MARSHALL PLAN.**
- 2. THE PREPARATION AND APPROVAL OF THE SUPPLY PROGRAM.**
- 3. HOW AN IMPORTER GETS THE GOODS PURCHASED WITH MARSHALL PLAN FINANCING.**
- 4. HOW ECA PAYS THE BILLS AFTER GOODS ARE DELIVERED.**
- 5. ALTERNATE METHODS USED TO PAY THE BILLS.**

# LONG RANGE PROGRAMMING



# PREPARATION and APPROVAL of SUPPLY PROGRAM

Approved  
OEEC  
Annual  
Program

ECA MISSIONS  
TO  
PARTICIPATING  
COUNTRIES

*COMMENTS OF ECA MISSIONS  
ON SUPPLY PROGRAM*

1

PARTICIPATING  
COUNTRIES....

REQUEST AUTHORIZATIONS  
60 DAYS IN ADVANCE OF  
PROCUREMENT NEED BY 154  
MAJOR COMMODITY GROUPS.

2

ECA-WASHINGTON...

SCREENS ECA  
FINANCED SUPPLY  
PROGRAM IN LIGHT OF  
AVAILABILITIES, ETC.

OTHER U.S.  
GOVERNMENT  
AGENCIES.....

CHECK EXPORT  
QUOTAS AND  
SUPPLY  
AVAILABILITY

*ISSUES PROCUREMENT  
AUTHORIZATIONS FOR  
APPROVED ITEM GROUPS  
IN ECA-FINANCED  
SUPPLY PROGRAM*

4

PARTICIPATING  
COUNTRIES....

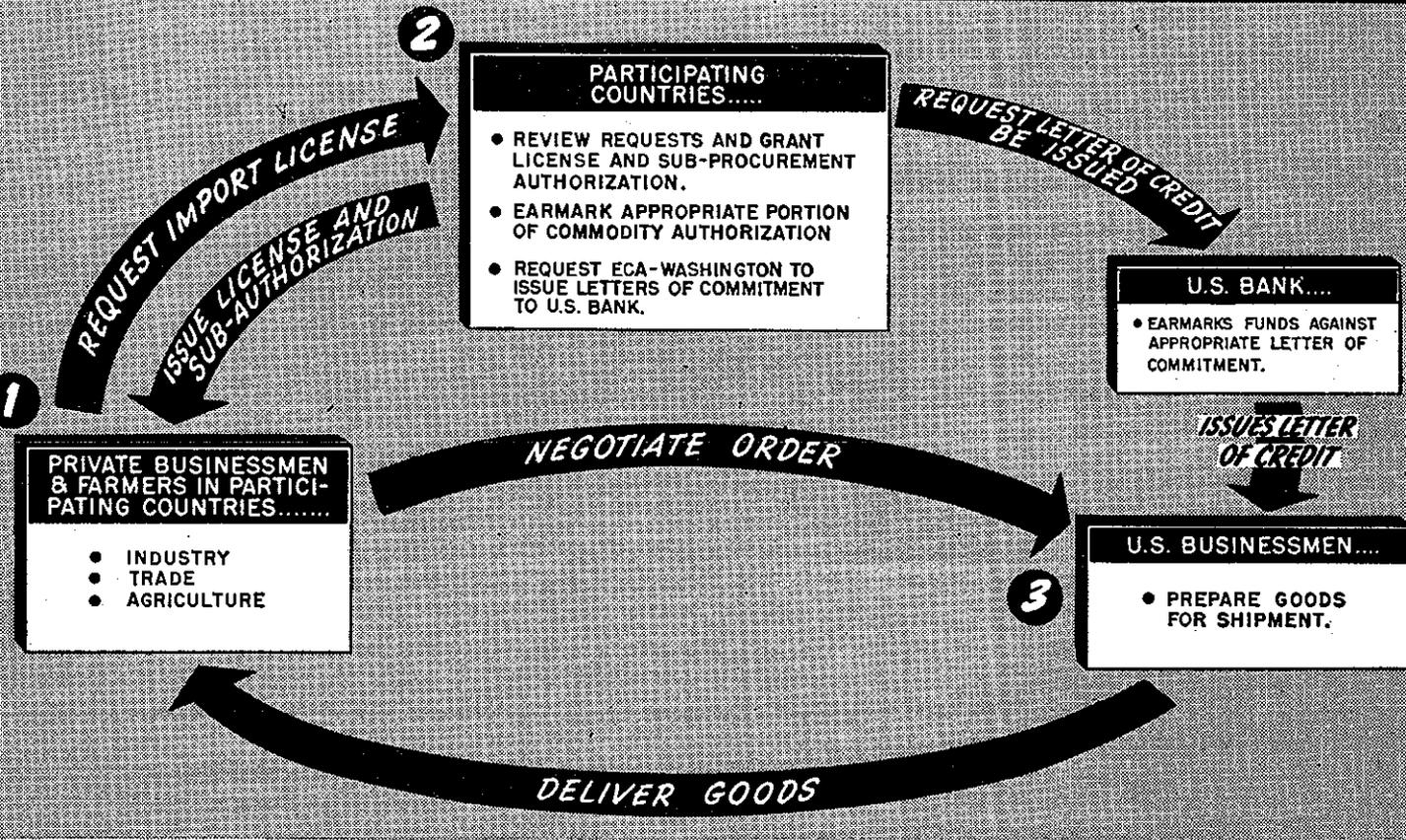
ISSUE SUB-PROCUREMENT  
AUTHORIZATIONS AND  
IMPORT LICENSES.

3

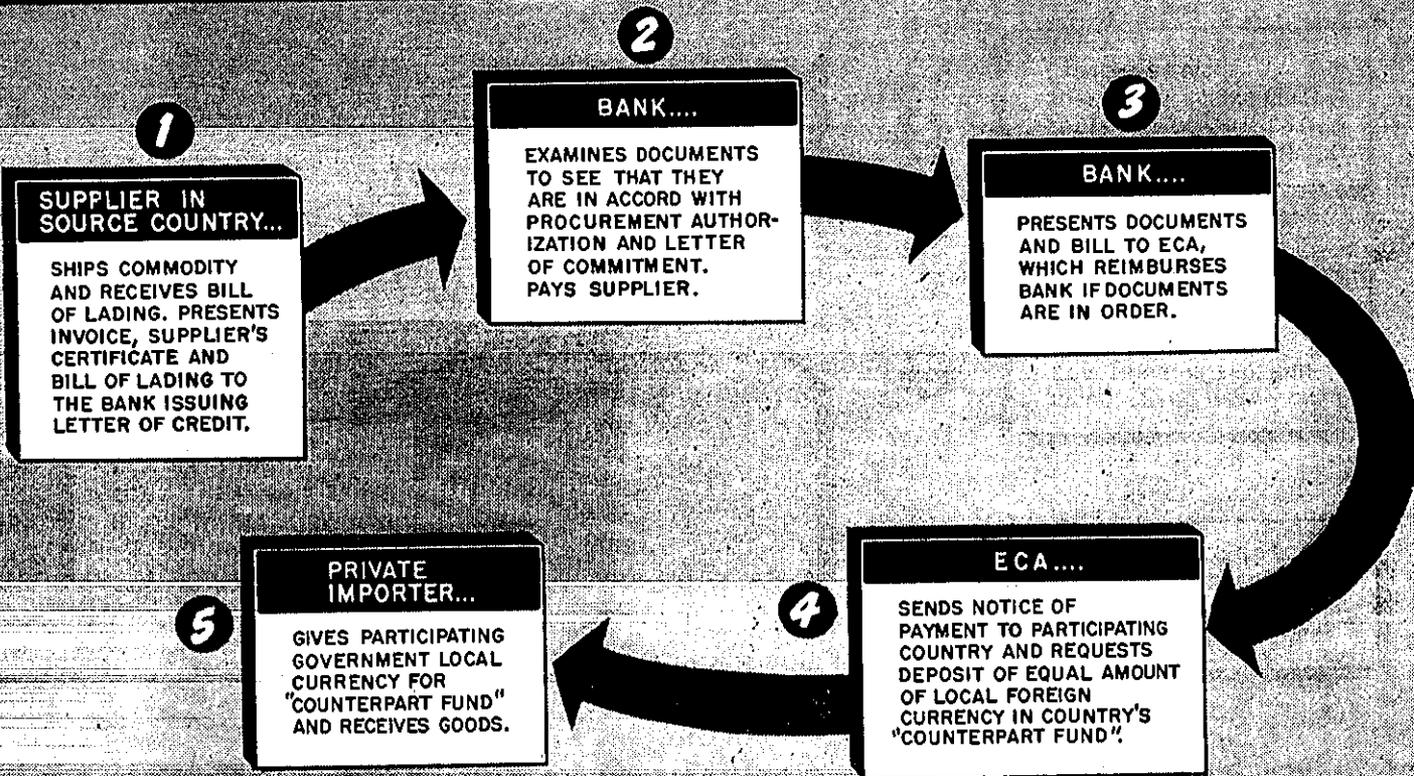
REPRESENTATIVES OF  
PARTICIPATING COUNTRIES...

NOTIFY RESPECTIVE  
GOVERNMENTS OF  
PROCUREMENT AUTHORI-  
ZATIONS RECEIVED.

# HOW AN IMPORTER GETS THE GOODS



# ECA PAYS THE BILL\*



# ALTERNATE METHODS OF PAYMENT

## A PARTICIPATING COUNTRY ...

INSTEAD OF HAVING ECA  
ISSUE A LETTER OF  
COMMITMENT TO A BANK,  
MAY ELECT TO.....



1

PAY WITH FREE DOLLARS  
AVAILABLE THROUGH OWN  
EXCHANGE PROCEDURE, AND  
GET REIMBURSED BY ECA.

2

ISSUE DRAFT DRAWN ON  
ECA THROUGH FEDERAL  
RESERVE IN FAVOR OF  
U.S. SUPPLIER.

3

REQUEST ECA TO ISSUE  
LETTER OF COMMITMENT TO  
SUPPLIER, PLEDGING DIRECT  
PAYMENT BY U.S.

## Some Basic Information Sources

*Export and Import Practices* (Trade Promotion Series No. 175, 1938). A manual for the foreign traders, giving step-by-step descriptions of all the elements of procedure. Available from Department of Commerce field offices or the Superintendent of Documents, Washington 25, D. C.

*Channels for Trading Abroad.* (Economic Series No. 52, 1946) Designed particularly for businessmen who are planning to enter the fields of exporting or importing for the first time or greatly expand their prewar trade abroad. Available from Department of Commerce field offices or the Superintendent of Documents, Washington 25, D.C.

*Foreign Commerce Weekly.* A channel for the quick dissemination of information of immediate value to those engaged in foreign trade. Available from Department of Commerce field offices or Superintendent of Documents, Washington 25, D. C.

*Comprehensive Export Schedule.* Based on official regulations of Department of Commerce. With supplements issued as "Current Export Bulletins" comprises all regulations relating to export control. Available from Superintendent of Documents, Washington 25, D.C.

*Trade Lists.* Listings of foreign firms and individuals (agents, distributors or dealers, exporters, growers, importers, manufacturers, producers, refiners, etc., classified by commodity and service organizations). Available from Commercial Intelligence Division, Office of International Trade, Department of Commerce, Washington 25, D.C.

*Exporters Encyclopedia, 1946.* An export shipping guide. Available from Thomas Ashwell and Co., Inc., 20 Vesey St., New York 7, N. Y.

*Guides for the New and Prospective Foreign Trader.* (Economic Series No. 44, 1945). A list of selected sources of information and services to assist the prospective foreign trader in exploring the problems and techniques of the export business. Available from Department of Commerce field offices or the Superintendent of Documents, Washington 25, D. C.

*Institute on Foreign Trade, 1945-1946.* A series of lectures in a course on practical export problems, under the educational direction of St. Louis University. Available from Export Managers Club of St. Louis, Inc., St. Louis, Mo.

*American Register of Exporters and Importers, 1945-1946.* Lists concerns and individuals engaged in export and import trade, gives types of products in which they deal and the countries with which their business is conducted. Available from American Register of Exporters and Importers, Inc., 170 Broadway, New York 7, N. Y.

# **INFORMATION**

## **For American Businessmen on the Marshall Plan**



**Prepared by**  
**The Office of Information**  
**Economic Cooperation Administration**  
**Washington 25, D. C.**