

Firm Handling Handicrafts Enters World-Wide Business

EDMONTON (CP) — When Hans Faass was traveling across Canada as a salesman, he found what he believed to be a great unfulfilled demand for Canadian-made handicrafts. He couldn't convince his employers that they should move into this field, so he and his wife started their own business, Interprovincial Supplies.

Four years later, he has a world-wide trading company with an annual sales volume of \$500,000 and he's still expanding.

"I started in Edmonton because this is where I was living," he said in an interview. "I didn't know whether I could make a go of it or not. It all started with nothing—just an idea."

Mr. Faass, a native of Germany, confined his operations at first to Alberta and British Columbia.

The company acts as wholesaler for handicrafts manufacturers such as Okanagan Cabin Crafts Ltd., a British Columbia government-backed centre for handicapped persons.

SELL ON MERITS

The Okanagan firm's goods are sold on their merits—99 per cent of the people who buy them don't know they are made by handicapped persons—and business in this line is so good that 28 employees work for the Okanagan company now on regular wages.

Another product Mr. Faass handles is the Oopik Arctic owl doll for which he is the sole wholesaler in Western Canada.

He is one of two or three wholesalers in Canada for Eskimo carvings.

Today about 70 per cent of his business is in Eastern Canada and is handled from a Toronto office. He also sells items in Germany, Switzerland and Japan.

He is in the process of setting up a United States subsidiary and anticipates that within a couple of years most of his business will be in the U.S., where he plans a coast-to-coast chain of gift shops.

PLANS IMPORTS

In his travels abroad, which take him an average of 150,000 miles a year, he has run into a number of "traps" to export to Canada. To handle their

Hanoi Raid Protests Heard Around World

Protests over U.S. air attacks on the Hanoi-Haiphong area in North Viet Nam rang out around the world this week. About 4,500 Japanese police shielded U.S. State Secretary Dean Rusk from demonstrators as he arrived in Tokyo for an economic conference. Rusk had to be hustled into the city by a back road.

Shouting "Rusk go home" and carrying placards reading "Home boss of war," the demonstrators lined the main airport highway. Estimates of the number of demonstrators ranged from 30,000 down to 5,000.

In Paris, a group of Americans calling for the United States to get out of Viet Nam tried to march on the U.S. Embassy. Communist demonstrators seized control of the pro-

Hanoi Raid Protests Heard Around World

cession and led it into a battle with police around the embassy.

In London, Prime Minister Wilson gave way to demands from his party's left wing and scheduled a debate in the House of Commons Thursday on the American bombing of Hanoi.

Oslo—About 500 Norwegians demonstrated outside the U.S. Embassy.

Aalborg, Denmark—Prime Minister Jens Otto Krag was both cheered and heckled at the annual Danish-American July 4 program when he said his government opposes "any action

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by which large population centres in North Viet Nam would become the target of bombing."

Reykjavik—About 50 Icelandic communists demonstrated quietly outside the American Embassy.

Frankfurt—West German demonstrators hung a banner reading "1776 Independence for the U.S.A. for Viet Nam independence now" across the street from the U.S. consulate.

Hamburg—About 3,000 persons, marched from Hamburg University to the U.S. consulate in this big German port.

Munich—About 500 demonstrators paraded through Munich's Bohemian Schwabing district.

Stockholm—Twenty youths continued a fast in a Swedish protest against the bombings.

The Guardian, Charlottetown, Thurs., July 7, 1966. 15

The firm reported it invested 424,000 marks during the past year, primarily in new assembly and production facilities.

RAN HIGH SKIRTS

LONDON (AP)—The boss of one of London's biggest department stores said Monday he has forbidden his girl clerks to wear high-heeled skirts. "They're not businesslike," said Dennis Turner, managing director of Peter Jones Ltd. Turner acknowledged that his store sells short-skirted skirts, but added: "We sell bathing costumes and wedding dresses, but we don't expect the staff to turn up for work in them."

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