

DANISH AMERICAN CHAMBER OF COMMERCE NEW YORK

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NEWSLETTER

DENMARK WINS ITC COURT DECISIONS FOR CANNED HAMS AND BUTTER COOKIES

The United States International Trade Commission decided unanimously on June 19th that the domestic pork industry was not being injured by imports of canned hams and shoulders from Europe.

The 5-to-0 decision means that the foreign pork products, mainly from Denmark, will not be subject to a further investigation that could have led to the imposition of special prohibitive duties.

The National Pork Council and several U.S. Meat Packers spearheaded the offense, and the defense was mounted by two members of the Business Practices Committee of the Danish American Chamber of Commerce in support of the case against the E.E.C. Washington lawyer, Max Berry acted as Counsel for the American Importers Association, Meat Products Group.

The decision was momentous and meaningful because had the decision gone against E.E.C., it would have meant the end of all canned hams and shoulder shipments to the United States from Denmark. Denmark is now in the position to continue shipments but will need the continued support of all concerned to keep this trade viable.

A similar decision was made by The United States International Trade Commission on June 3rd regarding the imports of Butter Cookies. (Henry Greenbaum).

FOREIGN MINISTER TO ADDRESS DACC

President Werner Valeur-Jensen, Director of the Lunch Club division, has announced that Danish Foreign Minister Kjeld Olesen will be the guest speaker at the first fall luncheon September 24th. The usual announcement and reservation form will follow.

The chamber's traditional Christmas lunch is set for December 19th.

NEWSLETTER INVITES ALL DACC MEMBERS TO PARTICIPATE

We hope you like the newsletter's new format. If there is sufficient interest, the newsletter will be published eight times a year. The contents of the newsletter will depend, to a great extent, on contributions from you, the members. This is your newsletter. If you have a newsworthy item, please contact Paul Esseman (212) 697-5101, Jorgen Kolding (914) 592-5277 or Lennard Rambusch (212) 344-6800.

Member companies are invited to tell the Chamber members about their organizations through this newsletter.

Arrangements have been made with the Consulate for all corporate members of the Chamber to receive The Danish Journal and Denmark Review. The Danish Journal is an outstanding magazine published by the Danish Foreign Ministry, containing scholarly articles on timely subjects. Denmark Review, contains interesting articles on Danish companies and new products. If you are not already on the mailing list for these publications and wish to receive them, contact the Secretariat.

ECONOMIC REPORT

The economic activity in Denmark appears to be slowing down. Tax increases this spring combined with an austere government monetary program has resulted in the typical wage earner suffering a reduction in his real disposable income of some 6%, the largest decline experienced in the post war period. This has had the effect of reducing private consumption, activity in the housing industry and investments in the industrial sector.

Exports increased steadily in the first 6 months of 1980 (27%), but because of weakening international markets, this rate of growth is not expected to continue over the balance of the year. Imports through June increased by 30% due largely to the soaring price for oil. Thus, the deficit in the balance of trade totalled DKR 11.5 billion which represents a 33% increase over the first 6 months of last year. In view of declining domestic demand, the balance of trade deficit for the second half of the year is forecasted to improve considerably.

The rate of unemployment in Denmark is increasing. At present some 150,000 Danes are unemployed which represents 5.7% of the total labor force. As in previous years, the crease in the number of unemployed is not due to fewer job openings but to an above normal increase in the percentage of the population entering the labor force.

Inflation continues to be a problem for the Danish economy. However, it appears that after peaking in April (14.3% on an annual basis) the rate of inflation is declining.

MEMBERSHIP CHAIRMAN REPORTS

We are currently 73 corporate members in the following categories:

Banking & Finance	16
Food (Meat, Dairy Prods., Spirits, etc.)	13
Home & Institutional Furnishings	12
Transporation (Passenger, Cargo, Forwarding Agencies, Travel Bureaus & Agencies)	9
Technical Equipment	7
Miscellaneous	16

In addition there are four (4) corporate members in Denmark as well as 57 U.S.A. individual members. A membership drive is being planned.

VIDEO FACILITIES AT THE CONSULATE GENERAL

We live in the age of electronics and this medium is increasingly being used in marketing and promotional efforts. In order to meet the demands of modern export promotion, the Danish Consulate General has been furnished with a video monitor and some video tapes with general information on Denmark and the economic life in Denmark. The main purpose of the video monitor is intended as a convenience for companies in the U.S., importers of Danish goods, agents etc., who might wish to take advantage of these facilities thus available to them for their work in promoting Danish exports to the U.S.

The monitor is located in the conference room of the Consulate General, 280 Park Avenue. The room will accommodate a maximum of 15 people.

Should you wish to book these new facilities, please contact the Trade Department of the Consulate General, Mr. Claus Bayer, phone (212) 697-5101.

COMING EVENTS

- September 19 "Denmark's Day" in Boston. Exhibitions, (tourism/foodstuff/home furnishing) in the City Hall. Performance by a group of Danish "Fokedansere" in the mall in front of the City Hall.
- September 22-27 "A Conference of Great Cities of the World", Boston. The Mayor of Copenhagen, Egon Weidekamp, participates.
- September 24 DACC Luncheon Meeting - Foreign Minister Kjeld Olesen, Guest Speaker.
- September 24 Preview of the Viking Exhibition at the Metropolitan Museum of Art. ASF galla dinner. (Details below)
- September 28 Denmark-Stamford Friendship Race, Stamford. (Details below)
- October 9-18 "Denmark Food Festival", New York City. Opening reception at "Tavern on the Green" October 8. (Details below)
- October 22-25 5 Danish companies' joint participation in "Fish-Expo", Boston.

VIKING EXHIBITION

On October 5 the Viking Exhibition will open at the Metropolitan Museum in New York. The Viking Exhibition consists of the prize possessions of the National museums in the Nordic countries, - for the first time assembled under one roof through the efforts of the Nordic council. The exhibition is presently in London, and is scheduled only to be shown there and in New York City. It is co-sponsored by Scandinavian Airline System and American Scandinavian Foundation.

The opening of the exhibition will be celebrated with a benefit preview and formal dinner on Wednesday, September 24th sponsored by American Scandinavian Foundation. Present will be the Foreign Ministers and ranking Diplomats of the Nordic countries. To receive an invitation you may call the Secretariat or the American Scandinavian Foundation at 879-9779.

DENMARK RACE ON LONG ISLAND SOUND

15th Annual Stamford/Denmark Race will be sailed on Sunday, September 28th on Long Island Sound. It is the largest day race in the East, and it is a follow-up of a Danish promotion arranged by the Consulate General and the Stamford Chamber of Commerce in 1966.

Sailors or businessmen who wish to participate may contact the Race Committee at:
(212) 933-3969

DENMARK FOOD FESTIVAL IN NEW YORK

October 8-18, a major Denmark Food Festival will be launched in the New York Metropolitan area.

The main activity of the Festival will be 80 demonstrations of Danish food and specialities in supermarkets and specialty stores, among these Macy's on Herald Square.

A reception hosted by Consul General William Thune-Andersen and Jorgen Kolding, Managing Director, Denmark Cheese Assoc., at the Tavern on the Green on October 8th will officially open the festival. The guests will include leading trade representatives, city and state officials and representatives of Danish Agriculture.

FROM THE DANISH NEWSPAPERS

SUFFICIENT DANISH NATURAL GAS FOR 102 YEARS

The Danish optimism regarding natural gas reserves has taken a step in the right direction. On July 21st "Borsen" wrote that the Danish North-Sea natural gas reserves, as estimated by the consultant firm of DeGoyler & McNaughton, were 156 billion cubic meters, or with the present exploitation plans enough to last for 62 years. Now, however, the "Petroleum Economist" informs us that Dansk Olie og Naturgas A/S is estimating the recoverable gas reserves in the Danish North Sea to be not less than 255 billion cubic meters, which should afford sufficient reserves for 102 years.

D.O.N.G. (The state owned oil and gas company), which also works in co-operation with DeGoyler and McNaughton as well as with the state experts of "Danmarks geologiske Undersogelse" (Denmark's Geological Explorations) and other experts confirms that the figures given by the "Petroleum Economist" are correct.

Everything taken into consideration, it thus does not look as if we will be without natural gas for the next several years. If we do not expand the present plans, we should be relatively secure for the next 102 years, and if we do decide also to put into operation the currently shelved "Phase 2", the reserves should last us for more than 56 years. (Borsen 8.5.80).

A SUBSTANTIAL ORDER TO "REGNECENTRALEN"

A/S Regnecentralen af 1979 has had a decisive break through with its telephone information systems in the U.S.

Regnecentralen and its associate, Lockheed Electronic Company, have entered into an agreement with Michigan Bell Telephone one of the biggest and most advanced American telephone companies.

The contract which includes delivery of 65 RC 3503 mini-computer systems and 14 RC 8000 computers is a 12 mill. D.kr. order. (Berlingske Tidende 8.16.80).

ISS-COMPANY SHOWS A PROFIT

The ISS concern is having success with Prudential Building Maintenance, New York, the biggest cleaning company in the U.S. Last year ISS became the major shareholder of the company and, according to the company's recently published report for the first half of 1980 there is a comfortable upward trend.

Prudential is a nation wide service company and is listed on the American Stock Exchange. (Berlingske Tidende 8.12.80).

BUYS TOBACCO IN THE UNITED STATES AND SELLS IT BACK TO THE UNITED STATES AS CHEWING TOBACCO

Smokeless Tobacco Use is Popular and Makes Herman Kruger's Eftf. in Odense a success.

The world's largest exporter of smokeless tobacco is located in Odense, and if the factory is not one of the giants, it is at least a contented enterprise, which does not know the word "crisis".

Herman Kruger's Eftf. A/S located at Borstensbindervej in Odense is Denmark's, and maybe even the world's, oldest chewing tobacco factory. It was founded the same year that Hans Christian Andersen was born and thus has just celebrated its 175th Anniversary.

"Niche Industry" is often a misused phrase says B. Drest Nielsen, President of the company, to Borsen, but in our case it is a true "niche industry", producing an extremely specialized product made solely by hand.

The raw material is a dark Kentucky tobacco which we import from the United States, and when it has been twisted into chewing tobacco and packaged in attractive small boxes, we send it back to the United States. That really is a pretty good accomplishment, isn't it?

In a recession we are fortunate to be able to say that the trend is still upward, Mr. Drest Nielsen continues. Both the rising cigarette prices and the great attention presently being paid to the dangers of cigarette smoking have caused more and more people to become interested in the pleasures of smokeless tobacco use. (Borsen 8.7.80).

BUSINESS OPPORTUNITIES

Danish companies seeking business partners in the USA (for further information please call the Trade Department of the Consulate General (212) 697-5101).

Manufacturer of innovative springs for rocking chairs seeks US importer or agent (401/73/35 CB).

Medium sized Danish producer of energy conserving exterior shading devices seeks US importer/distributor to market the company line of stationary as well as adjustable shades. (401/76/08). CB.

Small manufacturer of kitchen utensils seeks US importer/agent (401/73/38). CB.

Danish export group consisting of 4 manufacturers of greenhouse equipment seeks importer of the line of nursery products (401/76/08). CB.

Fancy food company seeks importer/distributor of branded line of butter cookies, fried onions, Danish meat balls, Danish doughnuts, Danish pastry and Danish coffee cakes all branded under same brand name (401/19/07-08). CB.

Danish manufacturers of knock-down bathroom furniture seeks US importer (401/94/00). CB.

Well-known Danish producer of health food, natural drugs, skin care products and shampoo seeks US importer/distributor (401/33/01-06). CB.

Well-known Danish producer of fruit drinks seeks US importer of protein-rich fruit drink primarily for the institution market (401/20/07). CB.

Innovative Danish company seeks US importer in house-wares/gourmet business to market a line of candles in pastel colours (401/34/06). CB.

Danish design company seeks importer of own line of postcards and posters designed in naive style from Danish landscapes (401/49/09). CB.

Well-known and very old producer of kitchen utensils seeks US importer for line of high-quality kitchen knives (401/73/38). CB.

Danish producer of silver and brass polisher seek US importer. (401/34-05) CB.

Danish producer of lamp shades and lamps seeks US importer (401/85/20-21). CB.

Danish producer of Museum of Modern Art exhibited salt and pepper mills seeks US importer for the company' line (401/73/38). CB.

Manufacturers of high-quality foul-weather gear seeks US importer/distributor (401/61/01-02).

Danish producer of luxury yachts seeks US importer (401/89/01-05). CB.

Danish manufacturer of viking style jewelry seeks US importers/retailers (401/71/12-16). CB.

Danish manufacturer of jewelry, among products also viking style jewelry, seeks US importer/distributor (401/71/12-16) CB.

Danish manufacturer of jewelry clasps seek US importer (401/71/12-16) CB.

Danish manufacturer of foam-based furniture seeks contact with US foam manufacturer for joint venture on production and marketing of foam-base furniture designed by the Danish company (401/94/00). CB.

Danish manufacturer of carrier bands for filing of large drawing architects' plans, etc. seeks US wholesalers of drawing-boards and accessories, file cabinets etc (401/98/00.) JLJ

Danish manufacturer of wood and coal burning stoves seek importer/distributor (401/73/36).

3 Danish manufacturers of incinerators with a capacity range from 80-500 pounds of waste pr hour seeks importer/distributor (401/73/36). JL.

Danish manufacturer of lifts and brake testers for the automotive aftermarket seeks importer/distributor (401/84/22). JL.

Danish manufacturer of automatic cage cleaning equipment for mink breeders seeks importer/distributor (401/84/24-25). JL.

JLJ: J.R. Lilje-Jensen, Vice-Consul
CB : Clau Bayer, Consular Secretary
JL : Jorgen Lenskjold, Consular Secretary

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