

DANISH AMERICAN CHAMBER OF COMMERCE NEW YORK

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NEWSLETTER



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CHAMBER FORMAL AT THE STARLIGHT ROOF

The Danish American Chamber of Commerce formal dinner and dance in our 51st year will be on Friday, March 26, 1982 at the Starlight Roof of the Waldorf-Astoria in New York City.

The American Ambassador to Denmark, John L. Loeb, Jr., will be the Guest of Honour.

Reception will be in the Gold Room at 7 p.m. Formal invitations will follow, stating a subscription of \$60 per person.

CHAMBER MOURNS AL BEDARD

Alfred J. Bedard was born on March 14, 1901 in Lawrence, Mass. He obtained a Bachelor of Arts from Boston College in 1923 and a Master of Law from Fordham University in 1926.

Since he started practicing law, Mr. Bedard assisted the Consulate General of Denmark in New York in legal matters, primarily civil cases. He always showed an interest in his cases over and above the call of duty, and often worked tirelessly without proper compensation. Besides, he had a soft spot in his heart for Denmark and the Danes who could always come to him for assistance.

Mr. Bedard was instrumental in founding the "Consular Law Society" in New York, and after the Second World War, he did a considerable amount of work to sort out many estates that had been tied up overseas during the Nazi occupation. In recognition of his work for Denmark, Mr. Bedard was awarded the Commander's Cross of the Order of Dannebrog.

After a lifetime of dedicated effort, Mr. Bedard, who passed away on January 26, 1982, will be sorely missed by the Danish American Chamber of Commerce, as well as his many private friends and clients.

NEW LINER BEING READIED FOR NEW YORK DEBUT (N.Y. TIMES)

The Scandinavia, the new flagship of Scandinavian World Cruises (subsidiary of DFDS, Copenhagen) and one of the largest ships ever built in France, slid down the ways recently, bound for a nearby outfitting yard where she will be readied for her maiden trans-Atlantic voyage and her debut in New York.

In the fall, the 30,000-ton luxury liner is to begin her year-round schedule of sailing every five days between New York and Grand Bahama Island, taking two and one-half days for the southbound voyage and two and one-half days for the return. The Scandinavia can accommodate 1,600 passengers, 400 of them accompanied by their private automobiles, which will be transported at no charge. On arriving in the Bahamas, the cars can be transferred free to the Scandinavia Sun sailing to Miami and the Scandinavian Sea which sails regularly between Grand Bahama Island and Port Canaveral, Florida.

The Scandinavia, which represents an investment of \$100 million, has 10 decks and will be equipped with an indoor-outdoor swimming pool, two nightclubs, a casino, and five restaurants before her arrival in New York.

Passengers will pay \$150 a person a day in double occupancy on the single-class vessel for the two and one-half day voyage from New York to the Bahamas.

PROMOTION OF DANISH HEALTH CARE PRODUCTS

The steady growing demand for more and improved medical care in the U.S. has prompted the Ministry of Foreign Affairs and the Consulates in the U.S. to plan four health-care product exhibits at which persons from all sides of the industry will have the opportunity to set up private meetings.

Twenty Danish manufacturers of modern medical technology will participate when the exhibit kicks off at Scanticon Princeton, March 22 - 23.

By participating, the firms are afforded an excellent opportunity to meet some of the industry's decision makers and have the sales potential of their products evaluated.

DANES TREATING HAZARDOUS WASTE MATERIALS IN NORTH AMERICA

Denmark's reputation for know-how in treating chemical and hazardous wastes is paying dividends. Chemcontrol A/S has been asked to advise U.S. and Canadian authorities on treatment of industrial waste, and extensive cooperation with large American firms is soon to emerge.

Chemcontrol A/S is a Danish consulting company conducting engineering services covering systems, processes and plants for the collection, transportation, recycling, re-generation, conversion and deposit of waste oil and chemical wastes.

Based primarily on the experience gained in Denmark in the planning, establishment, and running of such a system, Chemcontrol offers solutions to the problems caused by waste oil and chemical wastes at all stages, covering total or partial solutions. Chemcontrol's assistance spans from consulting with regard to legislation and safety and charting of the wastes, to the planning, design and construction supervision of collection facilities and plants.

Chemcontrol A/S is founded on the initiative of Miljøstyrelsen, (the Danish National Agency of Environmental Protection), Kommunekemi A/S, Kampsax International A/S, and I. Kruger A/S, all of whom are represented on Chemcontrol's Board of Directors. The latter three companies are shareholders in the corporation. The parent companies with their additional know-how and specialization stand behind Chemcontrol which is further supported, for that matter, by consultancy agreements guaranteeing that the problems of clients will be conscientiously solved using the most advanced technology and latest findings.

ECONOMIC OUTLOOK (PRIVATBANKEN)

There is now for the first time in many years basis for a moderate optimism regarding the prospects for Danish economy. In spite of the extremely poor international trade conditions, exports lay on a surprisingly high level throughout the better part of 1981. In particular, it is remarkable that exports of manufactured goods rose slightly in a period with generally declining world trade. This trend indicates that industry has won back part of the market shares that were lost in the seventies.

The progress is due to the fact that industry's international competitiveness has been distinctly improved since the end of 1979. It should be noted, however, that the improvement primarily has been caused by the krone rate adjustments and the general weakening of the international value of the EMS currencies. In fact, it is characteristic that the improved competitiveness has especially penetrated into the third-country markets, whereas sales on the traditional European markets have fallen.

The improvement of competitive power has stimulated the structural change of trade and industry which is necessary to solve the balance of payments problem. The exporting trades and the trades competing with imports are now in a more favourable position to consolidate themselves and thus, have much better possibilities of expansion than the purely home-market oriented trades.

Imports also fell appreciably in 1981. Together with the increase in exports this meant that for the first time since 1972, we had a surplus in the balance of goods and services. As a result of the accelerating interest payments on the foreign debt, the current account deficit was, however, only reduced by a few billion kroner.

So, on the fact of it, Danish economy seems to have got on the right track. But the improvement of the balance of payments has been put through at the expense of a lower priority being given to the political aim of creating economic growth and full employment. Over the last few years, the disposable real income has fallen heavily, fixed investments in business are now on the same low level as in the mid-sixties, and the building and construction sector as well as agriculture are in the deepest circle since the war.

Everything suggests that the international trade conditions have now reached the bottom. The recovery will, however, be slow and hesitant. It is, therefore, essential that the competitiveness of the Danish business community is maintained and preferably improved continuously in the years to come; failing this Denmark will not be able to take full advantage of the economic recovery and thus to reduce the current account deficit in a socially reasonable way. A cautious wage development is naturally a decisive element in this policy. Not because we should compete internationally on low wages, but simply because we should ensure a stronger consolidation of Danish trade and industry for a certain period. There can hardly be any doubt that political stability and a generally favourable investment climate will be the most important international competition parameters during the eighties.

CHAMBER NOTES

Kristian A. Holst, Senior Vice President and General Manager of Privatbanken A/S, New York, will shortly leave for London. Kris is a Director of the Chamber and Chairman of the Program Committee. We wish Kris the very best and thank him for his dedicated service to the Chamber.

Jens Peder Jensen, who has been the Industrial Attache at the Danish Consulate General for six years has been transferred to other duties at the Embassy in Washington, D.C. His successor as Industrial Attache, Ebbe Johansen, has arrived here from Denmark. He was a former sales manager of a Danish subsidiary of Brown Boveri of Switzerland. Like Jens Peder Jensen, he holds an engineering as well as a business degree.

Werner Valeur-Jensen will address the American Club in Copenhagen on April 15, 1982. The Club will meet for lunch at the Hotel Scandinavia.

The D.A.C.C. Annual Business meeting will be held on April 27, 1982, at 11:15 a.m. at the New York Yacht Club, preceeding the luncheon also scheduled for April 27. All members are requested to return their proxies whether or not they intend to attend the meeting, so that a quorum can be assured. The luncheon speaker will be Richard Wagner Hansen, Under Secretary of State for Foreign Trade.

Enclosed you will find an offer from Weston Woods Studios regarding their recording of Hans Christian Andersen stories. For orders of 50 or more albums, Weston offers a 50% discount off the retail price and for smaller orders, a 35% discount is possible.

A new and interesting analysis of Novo Industri A/S has recently been published. Any of our members who would like a personal copy, please telephone Chamber member Lars Nilsen at Paine Webber (212) 730-5963.

EXPORTS (BØRSEN)

Vølund Miljøteknik is to build a 425 million kr power station fueled by household rubbish in Florida.

The works, the largest of its kind, will supply power to 150,000 people in Wamba, and about 100 million kr of the contract price will be spent in Denmark.

CHANGES (BØRSEN)

Mr. Anker Jørgensen, the Prime Minister, has made only three changes in his new Government.

The most surprising appointment was that of Mr. Bent Hansen as Minister for Social Services.

Mr. Hansen, 50, was editor of Aktuelt, the Social Democrat's own newspaper and had served as chairman of the commission investigating the problems of the low-paid.

Mr. J.K. Hansen, former chairman of the party's parliamentary groups, has taken over the Traffic Ministry, freeing Mr. Knud Heinesen to become Finance Minister again. The former Finance Minister, Mr. Svend Jakobsen, has become Speaker of the Folketing.

The former Social Services Minister, Mrs. Ritt Bjerregaard, has been appointed chairman of the parliamentary group. Mrs. Bjerregaard, who has been tipped as becoming the country's first woman Premier, will try to ensure that the minority government gets sufficient support to carry out its programme.

FURNITURE (BØRSEN)

Furniture exports last year are expected to have reached between 3,050 million kr and 3,100 million kr, according to the manufacturers' association.

This estimate compares with sales of 2,300 million kr in 1980 and about 1,000 million kr in 1979.

The boom is mainly due to manufacturers concentrating on foreign markets as the home market dried up. The five most important markets gave excellent results with sales increasing in West German (up 12 per cent), Sweden (16 per cent), the U.S. (33 per cent), the UK (54 per cent) and Norway (57 per cent).

In the 35 most important markets, there were only two where sales dipped. These were Austria (down 17 per cent) and Spain (22 per cent).

TRADE (BØRSEN)

Denmark's exports of goods and services last year earned 2,000 million kr more than the cost of imports. This was the first time since 1972 that the year had ended with a surplus on the trade account.

The surplus helped to offset the 13,000 million kr used to service the country's foreign debts which had been badly affected by rising international interest rates and the stronger dollar.

The statistics office says that the quantity of imports fell in 1981 for the second successive year. This was partly due to reduced business activity and continued economising on fuel.

Two other bright points emerged from the statistics: the country's merchant fleet increased its income slightly and foreign tourists spent almost as much in Denmark as the Danes did abroad.

COMING TRADE FAIRS IN DENMARK

BC = Bella Center, Copenhagen
HH = Herning Hallen, Herning

2.25-28	22nd Scandinavian Menswear Fair	Men's and boy's wear, knitwear, sports- and leisure wear. (BC)
2.25-28	33rd Scandinavian Fashion Week	Ladies' and children's fashions, knitwear, leisurewear and accessories. (BC)
3.6-8	Skomesse	Shoes Exhibition (BC)
3.27-29	Scan Fair 82	Scandinavian hardware, pottery and glass fair. (BC)
3.31-4.3	Mikrodata 82	Conference and Exhibition. (BC)
4.27-29	Skandinaviske Guld og Sølv Dage	Scandinavian Gold and Silver Days (BC)
5.12-16	Scandinavian Furniture Fair	Scandinavian Furniture Fair 82 (BC)

5.24-28	3rd International Child Neurology Congress	3rd International Child Neurology Congress (BC)
6.2-4	VVS-Messe 82	Equipment for heating, ventilating, and air-conditioning (BC)
8.7-10	Hardware/non-food & gift-o-rama '82	Hardware, tools, garden articles, home furnishing, electric utensils, sports, leisure and gift articles (HH)
8.16-18	International Conference on Coal Fired Power Plants and the Aquatic Environment	(BC)
8.19-22	Møbelmesse '82	Furniture Fair '82 (HH)
8.26-29	23rd Scandinavian Menswear Fair	Men's and boys' wear knitwear, sports- and leisurewear. (BC)
8.26-29	34th Scandinavian Fashion Week	Ladies' and children's fashions, knitwear, leisurewear, and accessories (BC)
9.5-10	FIP 1982 Congress	42nd International Congress of Pharmaceutical Sciences (BC)
9.5-10	FIP 1982 Expo	Professional Exhibition of Pharmacy (BC)
9.7-12	Construction fair	(HH)
9.7-12	Energien i Focus	Energy saving equipment and alternative energy. (HH)
9.12-17	7th Internet Congress	7th World Congress on Project Management. (BC)
9.18-20	Skomesse	Shoes Exhibition (BC)

BUSINESS OPPORTUNITIES

Danish manufacturer of needle valves looking for importers 401/84/61 MJ.

Danish manufacturer of box washing machines looking for importers/distributors 401/84/19 MJ.

Danish manufacturer of burglar alarms looking for distributors 401/85/17 MJ.

Danish manufacturer of high pressure cleaners looking for importers/distributors 401/84/21 MJ.

Manufacturer of fabrics looking for importers/agents 401/62/02 JJ.

Manufacturer of colonial style wall clocks looking for importer/agent 401/91/4-1 JJ.

Manufacturer of mini-terrariums looking for importers/agents/also interested in license production 401/39/1-7.

Manufacturer of rya-carpets looking for importers/agents 401/58/1-2 JJ.

Danish manufacturer of garden furniture looking for importers/agents 401/94/00 JJ.

Danish manufacturer of special type loud speakers looking for importers/agents 401/85/14 JJ.

Manufacturer of children's clothing looking for importers/agents 401/60/05 JJ.

Manufacturer of colonial style lamp shades looking for importer/agent 401/48/21 JJ/

Please call Danish Consulate General (212) 697-5101 for further information.

JJ: Jan Jacobsen
MJ: Michael Jorgensen

POSITIONS WANTED

Danish citizen, 42 years, currently employed as Executive Vice President in a multi-national concern based in Europe seeks similar position in the U.S. Holds permanent U.S. visa. Formerly, managing director for a decade of a highly successful Danish subsidiary in the U.S. Fluent in English, German and Danish.

Further information, please call Poul Essemann (212) 697-5101.

Danish Citizen seeks employment. 10 Years extensive background in sales/marketing. Experienced in canvassing for new markets. Good knowledge of U.S. business obtained from previous engagements. Willing to travel within U.S. Holds suitable education (BA). Age 34 (M). Please contact Poul Essemann (212) 697-5101 for further information.

WITH SADNESS we report that Mr. Charles L. Hansen passed away December 6, 1981 in Denmark. Mr. Hansen had been the only surviving honorary member of the Danish Luncheon Club and sent special congratulations on the occasion of the Club's 50th Anniversary last year.

FROM THE MEMBERSHIP - - - "HEARTY WELCOME" TO:

CORPORATE MEMBER

Knud B. Gotterup - Garden State Marketing Inc.

INDIVIDUAL COMMERCIAL MEMBERS

Birgitte Taul - Shearson American Express

William S. Johnson - Shearson American Express