

# DANISH AMERICAN CHAMBER OF COMMERCE NEW YORK

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## NEWSLETTER

No. 1

February/March 1984

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### NEARLY 200 PEOPLE ATTENDED THE DACC DINNER DANCE ON JANUARY 27

The Terrace Room of the Plaza Hotel was filled to capacity as the largest crowd ever attended this year's dinner and dance.

The evening was a memorable farewell to Gitte and William Thune-Andersen before their departure for Cairo.

Following are some snapshots from the festive evening:



The Board got the impression that you sometimes run out of ice cubes



Thank you for many years of pleasant co-operation, and good luck in Egypt



The lucky winner of a SAS First Business Class trip to Denmark



The President in readiness in case of an early sand storm



Why can't you enjoy yourself like the rest of us?





SAS is getting more and more friendly



There are some who've got it and some who ain't



A Starr is shining



The last waltz



Is it really that much fun to go to Cairo?



Are we going to stand here alone all night?

The Board of Directors would like to thank the following sponsors for their contribution to the evening:

- Privatbanken: Cocktail hour
- Scandinavian Airlines Systems: First Business Class round-trip ticket to Denmark
- Tholstrup Cheese USA: "Saga Blue" cheese
- Morris National, Inc.: Anthon Berg "Queen of Denmark" chocolate
- Dandy Confectionary, Inc.: "Stimorol" chewing gum
- Birger Christensen: Perfume

CONTRIBUTORS TO THE CHRISTMAS LUNCHEON

The editors regret that we did not mention Peter Heering, Inc. as the sponsor of the Peter Heering Liqueur, which added the final touch to the dessert (ris-a-la-mande) at the Christmas Luncheon.

This is even more regrettable as Peter Heering, Inc. would also have given miniature bottles for the survival bags, but unfortunately the truck that carried the miniatures to the Consulate General was stolen! This, of course, confirms the fact that Peter Heering Liqueur is a valuable product.

DANISH ARTIST AT ARRAS GALLERY

The Danish painter Jørgen Waring will exhibit his works at the Arras Gallery, 28 W. 57th Street, New York City, from February 28 - March 24, 1984.

Mr. Waring has exhibited his works in a number of European countries and has had one previous show in the US at the Gallery Solvang in California in 1974.



A BUSY SPRING TERM

The program committee of DACC proudly announces that the spring term is already "fully booked" with interesting speakers. It is probably the first time in the history of DACC that this has happened.

Monday, February 27  
Mr. Poul J. Svanholm, president of United Breweries Ltd. (Carlsberg and Tuborg among others). Subject: "Danish Beer - Business and Culture".

Friday, March 16  
Mr. Peter Goldmark, Executive Director, Port Authority of New York and New Jersey.

Tuesday, April 17  
DACC Annual Meeting. Mr. Bent Haakonsen, Danish Under Secretary for Trade Relations. The luncheon will also be attended by the Danish Ambassador to the United States, Danish diplomats and trade officers from the US and Canada, officials from the Ministries of Foreign Affairs and Industry and from the trade organizations in Denmark, who are gathered in New York for the yearly conference on export promotion in North America.

Wednesday, May 16  
Mr. Henning H. Sparsø, Presiding Managing Director, East Asiatic Company. Subject: "East Asiatic in a Changing World".

PE

KNIGHTS OF THE ORDER OF THE DANNEBROG

It has pleased Her Majesty Queen Margrethe II to bestow knighthoods of the Order of the Dannebrog upon three well-known persons in New York.

The New York lawyer Richard Netter, who together with Victor Borge founded "Thanks to Scandinavia", was elevated to Knight of the Order of the Dannebrog 1st Class. The Knight Cross was given to Richard Netter by former Consul General William Thune-Andersen on December 12, 1983.

A.B. Ruhly has been appointed Knight of the Order of the Dannebrog. The Knight Cross was given to Mr. Ruhly at the Møller Steamship offices at the World Trade Center by Ambassador Eigil Jørgensen on January 27, 1984.

At a ceremony at the Plaza Hotel prior to the Gala Dinner Dance of DACC Werner Valeur Jensen was elevated to Knight of the Order of the Dannebrog 1st Class. The Knight Cross was given to Werner by Ambassador Eigil Jørgensen.

NPA



ELECTION OF OFFICERS/NOMINATING COMMITTEE

Pursuant to Article V of the By-laws, at least 60 days prior to our annual election (this year scheduled for April 17), the Executive Committee is to appoint a Nominating Committee of five members, of which only 2 may be Directors.

The Executive Committee has appointed the following members to the Nominating Committee:

- Edward Lichtenhagen (212-841-0114)
- Rasmus Andersen (914-939-1325)
- Erik Norup (212-752-3448)
- Niels Olsen (212-868-0310)
- J.O. Velle (212-355-2424)

The By-laws provide that this Committee is to nominate members to be voted on at the annual meeting for the Board of Directors. The Committee shall file its report with the Secretary, Mr. Søren Svenningsen, not later than 30 days before the election. The Committee report shall include:

- A. any recommended change in the number of Directors;
- B. a list of the nominees recommended.

The terms of the following Directors expire this year:

- Henry Greenebaum
- Karsten Hess
- Torben Høge-Jensen
- Ingeborg Larsen
- Bent Hansen

Bent Hansen was appointed by the Board to fill out the remaining term of Steen Parsholt, whose term would have expired April, 1984.

CONSTITUTION DAY AT CROTON-ON-HUDSON

The Danish Constitution Day on June 3rd at the Danish Home in Croton-on-Hudson is shaping up and promises to become one of the most exciting ever. At present we have commitments for entertainment from Ulrich Ravnbøl, known for his MC at Rebild, the famous Danish entertainer Grethe Mogensen, known for her singing and participation in numerous cabarets, and Thyge Thygesen, known from Danish TV and radio for his virtuosity at the piano. Public relations are presently being drafted by Allen E. Milman, and a poster is being designed by Sven Mohr.

Ambassador Eigil Jørgensen from Washington, DC, will be one of the main speakers at this event. All the usual festivities and musical entertainments will, of course, take place.

Entries for what has now become another feature on Constitution Day, the Miss Denmark USA Contest, should be mailed no later than May 15th to:

Ms. Anita Rasmussen  
 Danish Consulate General  
 280 Park Avenue  
 New York, NY 10017  
 (212) 697-5101



Raffle tickets for the many exciting prizes are available from:

Mr. George Jacobsen  
(516) 593-5358

or

Ms. Anita Rasmussen  
(212) 697-5101

Your support and involvement in this event will make this year's Danish Constitution Day a truly memorable event.

THJ

NIELS REUMERT AT THE YVONNE SEGUY GALLERY

Niels Reumert currently has his first exhibition in the US. This young Danish artist, who has a fine reputation in the Nordic countries, shows some of his vibrant expressionistic paintings at the Yvonne Seguy Gallery, 61 W. 62nd Street, New York City (till March 4th).

The paintings in the exhibition are all made in New York City. Some were painted in Riverside Park. One still has dust and squirrel hair in the oil paint from an encounter with local nature. The image of the animal is frozen into the final work.

Niels Reumert, born 1949, was educated at The Academy of Fine Arts in Copenhagen and at Accademia delle Belle Arti, Venice. He has exhibited for 10 years, and is represented in fine Scandinavian collections.

The raw energy and instinct of Mr. Reumert's work is very much in tune with the streets of Manhattan, where he gets some of his inspiration. This artist's powerful work will remain in New York City for a time as he has been invited to two more showings - one of paintings and one of ceramics.

DL

AMERICAN WELCOME SERVICES SHOW NEWCOMERS HOW TO COPE, SURVIVE AND LOVE NEW YORK CITY

Where do I go to find emergency medical care? Can we find housing within close proximity to New York City? How can I change my visa to another non-immigrant status? Where can we take the children for a short trip outside of New York? Dr. Roberta Seret, President and founder of American Welcome Services, answers these questions and many more during the private consultations and group orientation programs she offers to foreigners and relocated Americans. The company, founded in 1982, offers newcomers important information about living and adapting to life in New York City. Dr. Seret discusses in depth such important topics as housing, immigration, medical care, tax preparation, banking, education and recreation.

Dr. Seret is also the author of Welcome to New York, a book which gives practical advice to newcomers about enjoying our marvelous city. It will be available in March for \$14.95 through American Welcome Services Press, 180 East End Avenue, New York, NY 10128. Phone (212) 734-9210 for information about the book and American Welcome Services.

DANISH AMERICAN SOCIETY CELEBRATES 25TH ANNIVERSARY

On May 18, 1984, Danish American Society will celebrate its 25th anniversary at a Gala Dinner Dance at the Plaza Hotel. At the same event internationally famous Danish artist and designer Bjørn Wiinblad will be honored as "Man of the Year".

Danish American Society was established in April, 1959. The Society is a non-profit, non-political membership corporation whose main purpose is to further and enrich Danish-American relations, and to function as a focal point for activities involving Danish culture and business. It also offers assistance and support to other groups with similar objectives.

The first important event sponsored by the Danish American Society took place in 1960 when Their Majesties King Frederik and Queen Ingrid of Denmark were honored at a formal ball at the Waldorf-Astoria. The Royal Danish Ballet provided the entertainment, and 1,200 guests attended the ball.

Another important event was Denmark Day at the World Fair in New York, 1964. Prime Minister and Mrs. Jens Otto Krag were guests of honor.

In 1971 the first annual Christmas Party was given, a tradition that continues every year for members of DAS, their families and friends. The Annual Meeting is held just prior to the Christmas Party.

In 1975 DAS established the "Man of the Year" event which honors a prominent person from the Danish and/or American community who has contributed to the furthering of relations and understanding between Denmark and the US.

In June 1983 a cultural exchange program for young Danish and American performing artists ("DANCE") was established. A Gala Benefit Performance by The Soloists of the Royal Danish Ballet, Peter Martins, and the Martha Graham Dance Company, took place at Carnegie Hall, followed by a Dinner Dance aboard the airplane carrier "Intrepid".

1983 was also the year of the New York City Harbor Festival "A Scandinavian American Salute". The Danish participation was organized by the Danish American Society in co-operation with the Danish American Co-ordinating Council.

1984 will see a number of exciting events apart from the Gala Dinner Dance. Please see the "Coming Events" page for further information, or call the president, Mr. Palle Lorentzen, at (201) 321-1660. The presidents of Danish American Society are as follows:

- Poul A. Christensen, 1959-61
- Erik Thune, 1961-63
- Carl Michaelsen, 1963-65
- Jørgen Jenk, 1965-67
- Jørgen V. Hoffman, 1967-69
- J.U. Kaj-Nielsen, 1969-71
- John E. Heilmann, 1971-73
- Jørgen Kolding, 1973-75
- Torben Høge-Jensen, 1975-77
- Poul B. Steffensen, 1977-79
- Brian Lorenz, 1979-81
- Palle Lorentzen, 1981-present

Evelyn B. Henriksen, V.P., Danish American Society



ELECTIONS IN DENMARK

General elections were held in Denmark on Tuesday, January 10, 1984. Although the results did not swing the balance in the Folketing (the Danish Parliament) the way the four-party coalition government had hoped for, the Prime Minister's party, the Conservatives, almost doubled its seats. However, the Prime Minister decided to continue with an unchanged cabinet. One party that suffered heavily was the Progress Party which went from 16 seats to 6. The founder of the party, tax lawyer Mogens Glistrup, who was serving 3 years in jail for tax evasion, ran for the Folketing and won his seat. In early February, however, the Folketing ruled Mogens Glistrup unworthy of his seat, and he had to return to jail to serve the remainder of his sentence.

The Prime Minister was forced to call the elections due to the opposition's unwillingness to vote for the 1984 finance bill.

Party	Before	After
Social Democrats	59	56
Radical Liberals	9	10
Conservatives	26	42
Justice Party	0	0
Socialist People's Party	21	21
Socialist Worker's Party	0	0
Communist Party	0	0
Marxistic-Leninistic Party	0	0
Center Democrats	15	8
Christian People's Party	4	5
Liberals	20	22
Left Wing Socialists	5	5
Progress Party	16	6

NPA

TWO NEW DANISH CONSUL GENERALS

On February 1st Denmark appointed new Consul Generals to both New York and Chicago.

In New York William Thune-Andersen was succeeded by Villads Villadsen, former Danish Ambassador to Lebanon.

Some of the members of DACC may remember Consul General Villadsen from his time as Vice-Consul in New York from 1957-60.



In Chicago Consul General K.W. Rasmussen succeeded Folmer Dyrlund. Consul General K.W. Rasmussen was Danish Ambassador to Libya for the last 5 years.



DACC welcomes the two new Consul Generals to their challenges in the United States.

PROSPECTS FOR THE DANISH ECONOMY ARE FAIRLY BRIGHT (PRIVATBANKEN)

As a result of a rather steep rise in both exports and domestic demand, the rate of unemployment is not expected to increase in 1984. Domestic demand will be stimulated by rising private fixed investments, increased housing construction, and by larger private consumption. All things considered, the increased economic activity is expected to create well over 20,000 jobs in the private sector, and this will offset the addition to the labor force and the slightly falling rate of employment in the public sector.

Despite accelerating industrial exports the balance of payments is expected to improve only slightly. The reason for this is that the rising activity will be followed by a corresponding increase in imports, including imports of raw materials for stock building, and furthermore that payments on the foreign debt will increase.

An expected fall in the exchange rate of the dollar will have a counterbalancing effect. A fall in the dollar rate will bring about an immediate easing of the balance of payments situation and will reduce the rate of inflation. Thus a fall in the dollar rate will partly offset the rising raw material prices that are foreseen in the wake of the upswing in international business cycles. At the same time the low rate of inflation will result in an - although only slightly - rising take-home pay for most income groups in 1984.

However, a report recently published by the government's own economists forecasts a growth in the balance of payments deficit this year. The government's very pessimistic forecast is primarily due to the fact that estimates on the balance of payments figure are based on the assumption that the dollar will not be weakened this year. A fall in the dollar rate of 10% would improve the balance of payments by approx. D.kr. 2.5 billion. Therefore the dollar-rate assumption is of vital importance when forming an estimate of the Danish economy.

At the end of January the U.S. government presented estimates showing that the dollar is overvalued by well over 30% at present. It would thus be reasonable to assume that the dollar rate will fall this year. And in fact Privatbanken expects a fall in the dollar rate of 10% which will have a beneficial effect on the balance of payments and the rate of inflation.

On balance, prospects for 1984 are fairly bright. The Danish economy will continue to see severe balance of payments problems, but developments will show that the difficulties are not too severe to be solved.



The government budget for the calendar year 1984 which was presented in August 1983 showed a real decrease of 2.7%. The budget deficit was estimated at D.kr. 59.3 billion or 10.9% of GDP. The minority government had to get support from either the Radical Liberals, the Social Democrats or the Progress Party for its proposal.

Although the Progress Party took part in the budget talks it voted against the budget because it refused to accept "the misrule of the past". The Social Democrats did not support the budget either, and the government had to call for elections.

The general election on January 10 did not bring any actual clarification of the parliamentary situation. The government gained 12 seats and now has a total of 77 of the Folketing's 179 seats. The government's supporting party, the Radical Liberals, gained one seat and now has 10 seats. This means that the government can only muster a total of 87 seats and is thus forced to seek the support of several parties for its economic policy.

The budget for 1984 was tabled again on January 25. It corresponds to the government's original budget tabled on August 17, 1983, as amended after the parliamentary division on the amendment proposals held on December 14 and 15, 1983.

The cyclical estimates of daily benefits, taxes and duties etc. in the budget put to the vote on December 15 were based on the evaluation of market conditions made in October 1983 by the government's own economists.

The recent past has proved that the Danish economy is in a phase of revival, which seems to be stronger and to have come sooner than expected just a few months ago. The relatively great change in the socio-economic evaluation with a larger growth in output implies a reduction of the estimated unemployment rate and an improvement of the government finances in 1984. On this basis a number of amendments have been made in relation to the budget put to the vote in December. These amendments concern mainly the revenue from taxes and duties and the expenditure on unemployment benefits.

It is presumed that the budget will be passed practically unchanged. However, the government will probably comply with some of the Social Democrats' demands for increased social expenditure. This may cause the deficit on the government finances in 1984 to become about D.kr. 1 billion larger than provided for in the budget.

DENMARK'S FASHION EXPORTS EXPAND FOR THE THIRD CONSECUTIVE YEAR

According to the Danish daily Børsen, the Danish fashion industry has expanded its exports by 25% during the last 3 years.

The exports, however, are still to a large extent concentrated on three countries, namely Norway, Sweden and West Germany, who absorb 85%. In an attempt to include other countries in the group of main customers, the US has been chosen as a target country, and the exports to this country have shown an amazing increase of 233% from 1982 to 1983.

Mr. Per Andersen, chairman of The Association of Danish Clothing Manufacturers, says that the strong dollar has helped, but they also feel that the Americans like the design and quality of the products.

A reception for US buyers was held at the residence of the Danish Consul General in New York on January 9, 1984, with the purpose of creating interest for The Scandinavian Fashion Week and Menswear Fair in Copenhagen. The reception was co-hosted by Mr. Per Andersen.



Seen from left to right: Mrs. Per Andersen, Mr. Per Andersen, Consul General W. Thune-Andersen, and Ms. Charlotte Kramer, Saks Fifth Avenue.

Furthermore, more than 4,000 personal invitations to visit the fair in Copenhagen have been mailed out to the US retail trade.

At the upcoming international fashion fair in New York, "The New York Pret", on March 4-6, Denmark will be represented by 7 companies showing a wide variety of women's wear, sports- and leisure wear, young fashion, furs, and accessories.

PE

SAS WINS RECOGNITION AS "AIRLINE OF THE YEAR"

On January 19, 1984, Air Transport World awarded SAS the top industry award for "overall excellence" and "outstanding service to the travelling public". Air Transport World is an international trade and consumer magazine. The ceremony took place at the Plaza Hotel.

A lot of praise was showered on SAS as "one of the finest airlines in the world". Rather than give the company all of the special awards the editors decided to award SAS the top honors. The airline was cited for excellence in passenger service, financial management, technical management, market development and industry service personified by CEO Jan Carlzon.

In the fiscal year 1982 SAS had an operating profit of \$24.6 mill. Last year (ending September 30) the profit was \$58.9 mill., one of the best results in the airline industry.

To celebrate the occasion SAS threw a party at Regine's on Park Avenue in New York, inviting some 1,000 friends, associates and contacts. Members of the staff worldwide (20,000) each got a miniature of the award. On the day of the award ceremony all passengers were given free champagne (chocolate in Sweden).



SAS/EASTERN TERMINAL PLANNED FOR JFK

SAS and Eastern Airlines are discussing a terminal partnership in J.F. Kennedy Airport, Jan Carlzon explained during a press meeting at the Plaza Hotel. If the last negotiations are successful SAS will build an eleven-gate terminal at an investment of \$60 mill. Eastern will rent part of it.

The president of SAS explained that a terminal is a good investment both financially and in terms of better passenger service. Travellers from Scandinavia will tag directly on to Eastern's domestic network and avoid the refined horrors of the international arrivals terminal. The terminal can be self-financing without more traffic than at present.

DL

WILL SAS CLOSE SEATTLE OPERATION?

The discussions in business circles here about a prospective closing of the SAS office in Seattle are based on rumours. They spring from a memorandum of understanding between the US and Scandinavian authorities, where the possible establishment of a new SAS gateway in this country was dependent on the closing of an existing port. Seattle was seen as the most likely candidate. A source in SAS tells us that this part of the memorandum would be challenged in court rather than abandoning Seattle.

DL

NEW SAS SERVICE AT KASTRUP AIRPORT

A special drop-off point for luggage destined for domestic flights has been opened adjacent to customs clearance at international arrivals. SAS will now bring the luggage to the domestic departure hall and onto the connecting domestic flight. This new feature represents a real breakthrough in smoothing the transition from international to domestic flights, often cumbersome and time-consuming in the past.

(Press Release)

SCANDINAVIAN BANKS OPEN OFFICES IN CHICAGO

At its Board meeting in Stockholm on February 14, 1984, American Scandinavian Banking Corp., New York, jointly owned by Christiania Bank og Kreditkasse, Den Danske Bank, Post- och Kreditbanken, PKbanken and Union Bank of Finland, decided to establish an office in Chicago in the spring of 1984. The purpose is to provide better service to the Nordic customers in the Chicago and Midwest area. During recent years the Midwest has experienced a substantial influx of investment from the Nordic countries. (Press Release)

Nordic American Banking Corporation, New York, announced the opening of a representative office in Chicago, Illinois, which will be responsible for corporate relationships in the surrounding eleven state area. The office is expected to open for business on March 1, 1984.

Nordic American is owned equally by leading banks in the four Nordic countries. Nordic American's Danish shareholder is Copenhagen Handelsbank.

Other partners in the group are: Den norske Creditbank, Norway, Kansallis-Osake-Pankki, Finland, and Svenska Handelsbanken, Sweden.

The office will be managed by Mr. John A. Redding, Senior Vice President, and will be temporarily located in space leased from the Swedish Trade Office at 333 North Michigan Avenue.

Mr. Nelson, President of Nordic American, pointed out that the Midwest represents the largest concentration of Nordic business trade and investment in the U.S. outside the Northeast. (Press Release)

SCANDINAVIAN TRADING CENTER IN FLORIDA

Danish, Norwegian and Swedish business people in Florida are establishing a Scandinavian trade center in Miami. The project, which is aimed at both the North and South American markets, is expected to be completed towards the end of 1984. Florida has experienced a marked interest from Scandinavian businesses who wish to establish themselves in the US. The initiative to establish the center originates in the Danish, Norwegian and Swedish Chambers of Commerce, and the president of the Danish American Chamber of Commerce, Orla Bülow Gercke, is one of the central figures involved in the project.

"The Scandinavian Trading Center" is not a new idea. The Northeastern states already have companies offering import/export and administrative services to Danish and Scandinavian companies. The plans for Florida, however, seem more ambitious, and the organizers intend to finance the project through a Scandinavian bank based in the US.

DL

RUDD INTERNATIONAL AND LABOFA EXPAND ACTIVITIES IN THE US

On May 1, The Rudd International Corporation and Scandinavian Tobacco (owners of Labofa) will have an assembly plant operating in this country. The initiative is a response to the overwhelming interest for the Cyborg chair.

"The Cyborg is now the premier office chair in this country. The success is coming so fast that we have to start US assembly to meet the demands from the market", said Alan von Eggers Rudd in a conversation with DACC Newsletter.

The Danish production cannot keep up with the US demand and the particular specifications of customers. Delays of just 2-3 weeks can hurt the company, said Rudd. The new plant will take away some of the bottlenecks.

The Rudd International Corporation has worked with Danish furniture makers for several years. Some product ideas developed in this country have proved successful in Europe as well. The reason for the co-operation, according to Alan Rudd, is the tremendous know-how, fine craftsmanship and technological skill of Danish furniture manufacturers. Rudd International does not sell Danish design, but Danish quality, Rudd emphasizes.



# "SURELY THE BEST BUSINESS CLASS SERVICE IS PROVIDED BY SCANDINAVIAN AIRLINES..."

From an article in FORTUNE, August 22, 1983.

We couldn't have said it better ourselves. The headline is a direct quote from an article in FORTUNE Magazine. The article goes on to say this about SAS First Business Class service: "...the food, seating and service come close to matching First Class." The article also points out that SAS offers Business Class service with absolutely no extra charge over Economy Fare. And our service doesn't stop between flights. The article continues: "For executives waiting for their flight, the business class lounge in Copenhagen's Kastrup airport offers a more inviting work environment than many of the home offices its visitors have left behind." We're delighted with the article. But there are a couple of things that it doesn't mention. SAS is the only airline that lets members of Eastern Airlines "Frequent Traveler Bonus Program" or United Airlines "Mileage Plus" program earn free mileage credit

on your transatlantic flight to Europe. And you earn free mileage on SAS when you fly Eastern and United in this country.

### MILEAGE CREDITS EARNED FROM NEW YORK

FIRST CLASS	EASTERN	7000
	UNITED	6000
FIRST BUSINESS CLASS	EASTERN	6000
	UNITED	5000
TOURIST CLASS	EASTERN	5000
	UNITED	4000

SAS also offers more non-stops from New York to Scandinavia than any other airline. And SAS was just named "Airline of the Year."\* We think SAS is the most comfortable and convenient way the business traveler can fly to Europe. We're glad others agree.

**SAS**  
SCANDINAVIAN AIRLINES  
Airline of the Year

© 1983 Scandinavian Airlines System

\*Awarded by Air Transport World



The contract/office furniture market is now \$5 bill., and Rudd International has secured a good and prestigious position. At the Neocon furniture show in June in Chicago the company plans to introduce a new modular office system.

DL

#### US MARKET AGAIN OPEN FOR FRESH MEAT FROM DENMARK

In January the US market was reopened for fresh Danish meat - pork as well as beef.

The US Department of Agriculture temporarily closed the US borders for fresh Danish meat in the spring of 1982 due to an outbreak of hoof and mouth disease in Denmark.

Meat products - in particular canned ham, which was not included in the embargo - are the largest group of products in the Danish exports to the US. In 1983 Danish exports of meat products amounted to approx. \$160 mill., and an increase to \$200 mill. in 1984 is considered to be within reach.

PE

#### CANADA CONSIDERS COUNTERVAILING DUTIES ON DANISH LUNCHEON MEATS

In Canada a countervailing duty investigation against consumer-size packaged hams, picnics and similar items from Denmark and Holland was initiated. The complaint against hams and picnics has been eliminated, but the case has been continued against luncheon meat.

Henry Greenebaum/DACC Business Practice Committee

#### DENMARK AGAIN LARGEST SUPPLIER OF CHEESE TO THE USA

In 1983 Danish cheese exports to the US totalled D.kr. 500 mill., and the high rate of exchange means a record high profit for the Danish exporters and dairies.

Denmark's market share in the US is twice that of t.ex. West Germany and France. The volume of cheese exports in 1983 decreased by 10% compared to 1982, but the prices have increased to make up for the difference. The high rate of exchange is another reason why exports to the US have been highly profitable.

The rich 60% Havarti is still the favorite with Americans, followed by Danablu and Castello types and Svenbo, an Emmenthaler type.

The US quota for cheese imported from the EEC countries is 44.000 tons/year. Denmark's share is 17.000 tons which is more than a third.

Børsen

#### REBILD NATIONAL PARK SOCIETY

The annual meeting of the Rebild National Park Society has tentatively been set for April 27-28, 1984, in New York.

For further information please contact:

Lennard Rambusch (212-344-6800)  
Poul Steffensen (914-592-200) or  
Werner Valeur Jensen (203-348-4255)

#### POSITION WANTED

Person with 9 years sales and marketing experience in the maritime industry is looking for solid position in which to use knowledge to fullest potential.

Presently residing in the New York/New Jersey area but willing to relocate for the right company.

Status: U.S. Resident Alien (holder of Green Card).

All education and apprenticeship received in Denmark.

For further info please call DACC Secretariat, New York, at 212-245-0424.



COMING EVENTS

March

2 - Dinner, DACC, Los Angeles.

8 - Cocktail Party, Danish American Society, New York.

13 - Annual Meeting & Dinner, DACC, Chicago.

16 - Luncheon, DACC, New York.  
Speaker: Peter Goldmark,  
Port Authority of NY & NJ.

19 - The exhibition "Kings and Citizens" opens in Chicago.

April

15 - Birthday Party for Queen Margrethe, DACC, Miami.

16 - Birthday Reception in honor of Queen Margrethe of Denmark, Danish American Society, New York.

17 - Luncheon, DACC, New York.  
Speaker: Bent Haakonsen,  
Danish Under Secretary for Trade Relations.

27-28 (tentatively) - Annual Meeting, Rebild National Park Society, New York.

May

16 - Luncheon, DACC, New York.  
Speaker: Henning Sparso,  
East Asiatic Company.

18 - Gala Dinner Dance & Man of the Year. Danish American Society, New York.

June

3 - Constitution Day at Danish Home, Croton-on-Hudson. Danish American Society, New York.

In the future the Newsletter Committee will include "Coming Events" from all the US Chambers of Commerce (and other organizations at the discretion of the Committee) so that members of any Chamber can participate in meetings of the other Chambers. For further information concerning these events, please contact the organizing committee.



EXHIBITIONS AND FAIRS IN DENMARK 1984

		<u>Location:</u>
Jan.5-8	<u>Horse &amp; Pony 84</u> Equestrian Sports, Horse Breeding and Equipment	Bella Center, Copenhagen
Jan. 20-22	<u>Renewal - Buildings and Installations</u>	Falkonercentret Copenhagen
Jan. 20-29	<u>Camping 84</u>	Bella Center, Copenhagen
Jan. 24-28	<u>Agrowek</u> International Exhibition for Agricultural Mechanization, Cattle and Hogs	Herning
Feb.1-4	<u>Mikrodata 84</u>	Bella Center, Copenhagen
Feb.11-14	<u>Gruppe 2/Presenta</u> Gifts, Handicrafts and Applied Arts	Vejle
Feb.11-19	<u>Copenhagen International Boat Show</u>	Bella Center, Copenhagen
Mar. 1-4	<u>Scandinavian Fashion Week &amp; Menswear Fair</u> Menswear, Ladies and Childrens Wear, plus Accessories and Store Display	Bella Center, Copenhagen
Mar.10-14	<u>Sportex</u> Sportswear and Sporting Requisites	Vejle
Mar.14-18	<u>Scandinavian Travel &amp; Tourism Exhibition</u>	Bella Center, Copenhagen
Mar.24-26	<u>SCAN FAIR 84/Scandinavian Hardware</u> Glass and Chinaware Fair	Bella Center, Copenhagen
Mar.30- Apr.1	<u>Leisure 84</u>	Fredericia
Mar.31- Apr.2	<u>Jutland Fashion Fair</u> Fashion and Accessories Ladies, Men and Children	Vejle
Apr. 5-7	<u>Scandefa 84/Scandinavian Dental Fair</u>	Bella Center Copenhagen
Apr. 7-8	<u>Leisure 84</u>	Fredericia
Apr. 11-15	<u>Scandinavian Hotel and Restaurant Fair 1984</u>	Aalborg
May 8-12	<u>Metal 84</u> Tools, Engineering and Metalworking	Fredericia
May 9-13	<u>Scandinavian Furniture Fair 1984</u>	Bella Center, Copenhagen
		<u>Location:</u>
May 22-24	<u>Cure and Care 84</u>	Herning
May 24-27	<u>Nordic Energy Fair</u>	Aalborg
June 27-30	<u>The Danish Agricultural Fair</u>	Herning
Aug. 11-14	<u>Gruppe 2/Presenta</u>	Vejle
Aug. 18-20	<u>Texpo 84</u> Home and Household Textiles	Bella Center, Copenhagen
Aug. 18-21	<u>Luminex</u> Lightings - Home and Technical	Vejle
Aug. 20-24	<u>The Civil Service Fair</u> Public Procurement	Fredericia
Aug. 23-26	<u>Furniture from Denmark</u>	Herning
Aug.30- Sept.2	<u>Scandinavian Fashion Week &amp; Menswear Fair</u>	Bella Center, Copenhagen
Sept.8-10	<u>Gold - Silver - Watches and Optics</u>	Vejle
Sept.11-16	<u>HI-84 Building and Construction Fair</u>	Herning
Sept.18-22	<u>Wood Industries Buyers Fair</u>	Fredericia
Sept.18-22	<u>Media 84</u> Marketing, Graphic Techniques and Audiovisual and Telecommunications Equipment	Bella Center, Copenhagen
Sept.22-26	<u>Sportex</u>	Vejle
Sept.29- Oct.2	<u>Jutland Fashion Fair</u>	Vejle
Oct. 3-10	<u>International Business and Data Exhibition</u>	Bella Center, Copenhagen
Oct. 30- Nov.3	<u>6th International Subcontractors and Components Fair</u>	Bella Center, Copenhagen
Oct.30- Nov.3	<u>Intertool 84</u> Machine Tools and Tools	Bella Center, Copenhagen
Nov. 8-11	<u>VVS Vision 84</u> Heating, Ventilation and Air-Conditioning	Falkonercentret, Copenhagen

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For further information, please contact the Danish  
Consulate General, New York at (212) 697-5101.



NEW MEMBERS

We welcome the following new members of DACC:

INDIVIDUAL

Mr. Pekka Ohberg  
MARLI, INC.  
580 Sylvan Avenue  
Englewood Cliffs, Nj 07632  
(Importers of Lapponia Liqueurs)

Ms. Hanne Heltai  
HANSLIN TRAVEL SERVICE  
8 Westchester Plaza  
Elmsford, NY 10523  
(Scandinavian travels)

Mr. Nils E.S. Gregersen  
MEXA ENTERPRISES  
P.O. Box 4315  
Upper Montclair, NJ 07043  
(Sales, marketing)

MEMBERSHIP NEWS

Important Birthdays

Consul General Kaj Hansen, Houston, celebrated his 60th birthday on January 10, 1984.

Kaj Hansen is well known to the members of DACC as the Commercial Counselor in New York from 1971-79.

Mr. Ejvind Frandsen, member of the Board of Directors of DACC and a former president of Mærsk Lines, was 80 on January 10, 1984.

Ambassador Wilhelm Ulrichsen celebrated his 60th birthday on February 10, 1984.

Ambassador Ulrichsen is a frequent participant in DACC activities and a personal friend of many Danish-American businessmen since his time as Commercial Counselor in New York from 1961-64.

Back to Denmark

Mr. J.O. Velle, Senior Vice President and General Manager of Den Danske Provinsbank A/S, New York Branch, has been appointed Area Manager for Provinsbanken's Copenhagen area as per May 1, 1984.

His successor in New York is Mr. Tage Benjaminsen, Senior Vice President, who comes from a position as assistant to the General Management in Aarhus.

Scanticon-Princeton Opens National Sales Office In New York City

In January, Scanticon-Princeton opened a national sales office in New York City. Mr. Peter J. Griffith has been appointed National Director of Sales for the new office which is located at:

One Penn Plaza, Suite 3325  
New York, NY 10119  
(212) 868-0310

BUSINESS OPPORTUNITIES

The following Danish manufacturers are looking for importers/agents in the US:

PLASTIC HOUSEHOLD ARTICLES, 39/01-07, EC

MANUAL CAN OPENERS, 73/38:10, EC

FRIED AND FROZEN ONIONS, 07/01-06:2, EC

VISUAL ADVERTISING DISPLAY, 73/21:2, EC

DRINKING VALVE FOR MINKS, 401/84/61:3, MJ

ANTIQUÉ WOODSTOVES, 73/36:14, MJ

MACHINERY FOR FORESTRY, 84/24-25:11, MJ

WIRE ROPE LOCKS, 73/25, MJ

TRANSPORT SKATES (MATERIALS HANDLING), 73/25, MJ

CONTAINER SYSTEM FOR POTTED PLANTS, 86/08, MJ

HIGH-QUALITY SWEATERS, 60/05:1, BJS

For further information please contact Even Claussen (EC), Michael Jørgensen (MJ) or Bjørn Juell-Sundbye (BJS) at the Danish Consulate General, (212) 697-5101.

**Scanticon-Princeton's  
NEW YORK  
CONNECTION**

**Scanticon-Princeton**  
Executive Conference Center and Hotel

**NEW YORK SALES OFFICE**

One Penn Plaza - Suite 3325 - NY 10119  
**212-868-0310**

Our conference sales experts will assist you in planning your next meeting. Call for reservations and information about this leading international executive conference center and hotel.

Niels Olsen Vice President-Marketing/Sales Scanticon International	Victoria Bell Special Accounts Consultant Scanticon-Princeton, New York	Peter Griffith National Director of Sales Scanticon-Princeton, New York
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**Scanticon-Princeton**  
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