

DANISH AMERICAN CHAMBER OF COMMERCE NEW YORK

825 Third Avenue, 32nd Floor
New York, NY 10022-7519



NEWSLETTER

November/December 1985

No. 5

Published by the Danish American Chamber of
Commerce, New York, NY.

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WE CONTROL OUR DESTINY

The general spirit of the current Danish government is a desire not to "grow fatalistic" about things. After three years in power the conservative minority coalition is in fact upbeat on the future for Denmark and her economy.

Foreign Minister Uffe Ellemann-Jensen spoke at the DACC September luncheon in New York to a large audience. He outlined a successful economic policy where Denmark as the only EEC member has slowed unemployment and experienced the highest GNP growth in Europe (4.5%). The economy has generated 40,000 new jobs this year in the private sector. On a U.S. scale this would mean 1.8 million new jobs.

Over the years 1985-86 the Government expects a 3% growth each year with less than 2% inflation. Unemployment is expected to decrease a little more. The reverse of the medal is a current account result slightly worse than the 1984 deficit of \$1.6 billion. The Minister expects the high investment activity to spill over into future export betterment.

The United States grew in 1984 to become Denmark's 4th largest foreign market absorbing 10% of exports. It is only surpassed by Germany, England and Sweden. In 1980 the U.S. accounted for only 5% and ranked 6th.

Uffe Ellemann-Jensen said that the Danish government will continue to give the economy first priority. A structural change in Danish industry is envisaged. The code-word for the future is high tech.

DL

MEMBERSHIP LUNCHEONS

The members of the DACC are reminded that luncheon reservations must be made at least 24 hours prior to the event. Please submit payment together with the luncheon reservations.

WHITE HOUSE STATE DINNER FOR PRIME MINISTER SCHLÜTER

During an official visit to the United States last September Prime Minister Poul Schlüter had the occasion to be an honored guest at a state dinner at The White House on September 10. Following is a summary of remarks of President Reagan and Prime Minister Schlüter in an exchange of toasts confirming the continuing strong alliance between the U.S. and Denmark.

President Reagan: Referring to the debate over tax reforms, The President noted, "Everyone, winners and losers, will feel proud to live in a country committed to freedom of speech and press and dedicated to the principles of representative government. This is what binds not just Americans, but the free citizens of all lands - especially the people of our two countries. That bond is evident in so many ways."

The President cited two moving examples of the bond between Denmark and America: the story of Gutzon Borglum, son of Danish immigrants, as the one who immortalized in granite the faces of Washington, Jefferson, Roosevelt and Lincoln on Mount Rushmore; the story of an elderly couple living in the small town of Marstal on the island of Erø, who have for the past 40 years minded the grave of a 19-year-old U.S. Air Force Sergeant who died when his plane was shot down off that island. The President ended his remarks with a toast to the Queen of Denmark and a toast to Prime Minister and Mrs. Schlüter.

Prime Minister Schlüter: Observing that the dinner fell on the third anniversary of his taking office, The Prime Minister touched on the long history of alliance, some 185 years, with particular emphasis on the importance of the "idea of America as a partner in cooperation to ensure the concept of democracy". He declared that NATO remains the "indispensable basis for our security and for our endeavours to conduct a constructive dialogue with the Soviet Union and the countries of Eastern Europe". He referred to the olive branch, arrows and seals of the presidential seal, designed originally for George Washington by Danish-born artist Christian Guldager, as symbolic of the basic foreign policy of the United States. He made reference to the small Danish settlement of Solvang in California near The President's ranch as a further symbol of closeness of the two nations. The Prime Minister concluded with a toast to President and Mrs. Reagan for a continuing strong friendship.

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20TH DENMARK STAMFORD FRIENDSHIP RACE

Hurricane Gloria did not deter the sailors in the 20th Denmark Race on Long Island Sound, but the Dinner and Dance the night before became a candlelight cocktail reception at Stamford Yacht Club as all electricity was out in the area.

Over 300 yachts raced in fifteen (15) Divisions. The Queen of Denmark Cup was won by Vice Commodore Frank Snyder of the New York Yacht Club, The Prince of Denmark Trophy was won by Donald Bresnan of Larchmont Yachtclub, The Denmark Cup was won by William Lipkind of West Orange, NJ, The SAS Royal Viking Cup was won by Jon Edelman of Stamford Yacht Club, The Aalborg Akvavit Trophy was won by Stephen Breckley of Larchmont Yacht Club, The Royal Copenhagen Trophy was won by Thomas Naglieri of Stamford Yacht Club, The Provinsbank Crown Trophy was won by Howard Reynolds of Pequot Yacht Club, and The Tuborg Skaal Bowl was won by Eric Witte of Capistrano Yacht Club, California.

Present at the Race were Ambassador and Mrs. Eigil Jørgensen, Consul General and Mrs. Villads Villadsen, Mr. and Mrs. Victor Borge, and a contingent of sailors from the Royal Danish Yacht Club.



DACC at the Races. The winners of Division A for J-30 class boats, Captain Bill Rivkin of Cedar Point Yacht Club and first mate Ingeborg Larsen of DACC are awarded The Friendship Cup by Consul General Villads Villadsen (right), and General Chairman Werner Valeur-Jensen (left). Presenting the Cup is Mrs. Inga Ole-Larsen of the Royal Danish Yacht Club.

Werner Valeur-Jensen

DAN LARSEN APPOINTED TO THE DANISH EMBASSY

The journalist Dan Larsen has been appointed Press Attaché at the Royal Danish Embassy in Washington, DC. His main function will be to aid and support Danish industry in their communications with the U.S.

Dan Larsen, 36, has lived in the US for nine years. He was the U.S. business correspondent for Børsen for five years and now serves Jyllands-Posten in that same capacity. He is expected to take up his responsibilities at the Embassy in April, 1986.

STRENGTH AND ENDURANCE

Three DACC members participated in the recently held New York Marathon. They were Roger Anderson, Peter Flinch (both for the second time) and Werner Valeur-Jensen (as the first-timer).

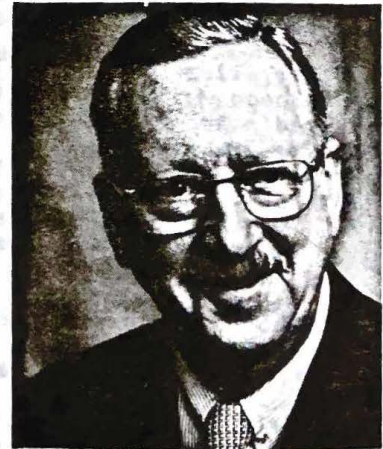
If other DACC members contemplate participating in the Marathon next year, your Newsletter will be happy to organize a "Chamber Spectator Cheering Group".

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HENRY GREENEBAUM TURNS 75

On October 20 Henry Greenebaum celebrated his seventy-fifth birthday. His association with Denmark dates back to 1931 when he started to import Danish bacon. In 1936, the company of M.H. Greenebaum, Inc., so named after Henry's father, was the first company in the United States to import canned hams from Denmark.

Henry has been one of the trend setters in the Danish American community. He was one of the founders of DATCO, which was incorporated on March 23, 1964, after a visit by Per Hækkerup, then Foreign Minister, who saw the need for a Danish Trade Council.



Henry was an active part of the committee formed by DATCO and of the Danish Luncheon Club, which established the present Danish American Chamber of Commerce. Mr. Greenebaum is still an active board member and serves as Chairman of the Business Practice Committee.

Henry has continued to be involved in political issues that effect importation from Denmark. Together with Mr. Knud Sørensen and others involved in importing Danish pork products he has made numerous trips to Washington D.C. and Europe in an effort to limit quotas and avoid countervailing duty.

When asked, Henry states, "It is a pleasure to see a trade, which I saw and cherished in its infancy, bloom and flourish."

Henry's birthday was celebrated with his entire family and close friends in Denmark at Hotel Munkebjerg, Vejle, near Danish Crown, Kolding, the company that now owns M.H. Greenebaum, Inc. with Alma Käsefabrik, Bregenz, Austria.

THJ

THE DANISH ECONOMY IN 1986 (DEN DANSKE BANK)

The Danish economy continues to improve as a result of the economic strategy maintained by the Government since 1982 and the relatively favourable economic climate on Denmark's major export markets.

The economic strategy is based on a strict incomes policy, stable exchange rates and reductions in public expenditures. The goal is to eliminate the deficits on the balance of payments and on central government finances within the next 3-5 years.

A conflict on the labour market in April 1985 was shortlived and settled by legislation allowing only a 2 per cent increase in wages in the first year of the contract period and a 1.5 per cent increase in the second year. So far this intervention seems successful. Consumer prices now increase at an annual rate of only 4.6 per cent which is the lowest rate seen in Denmark in several years.

Interest rates have fallen from 14 per cent at the end of December 1984 to 10.5 per cent at the end of August 1985.

Public expenditures have been constant in real terms since 1983. During the same period revenues have grown as a result of new taxes and a considerable growth in employment. The central Government budget deficit is estimated to improve further by 8.8 bn. kroner in 1985 showing a deficit of 34.9 bn. kroner.

Den Danske Bank's forecast for 1986 The Gross Domestic Product is estimated to increase by 1 3/4 per cent in real terms in 1986 which is somewhat lower than the 2 1/4 per cent expected for 1985.

Inflation in 1986 is likely to drop to around 3 1/2 per cent. Wage increases are estimated to drop to 3 per cent on average which is in line with or below increases on most markets for Danish exports. The high growth rates for private fixed investments during the preceding years will ensure a continued increase in productivity.

The downward trend in inflation rates outside Denmark and a dollar exchange rate somewhat below the average rate in 1985 would also contribute to lower rates of inflation in Denmark.

Employment is estimated to rise moderately and as the labour force grows slowly, the rate of unemployment is expected to drop to 9 1/4 per cent.

The anticipation of a shift in the composition of demand is supported by the most recent statistics. Private consumption no longer increases as fast as earlier, while at the same time exports are picking up. Private consumption is estimated to rise by only 1 per cent in 1986, mainly because of a slower development in real disposable income.

Should private consumption grow faster the government is likely to tighten the fiscal policy. On the other hand it could have unintended consequences for employment, if disposable incomes are restricted at a time when consumption is no longer rising. A change in fiscal policy is therefore not likely to appear unless the balance of payments and the balance of trade continue to show unacceptable large deficits during the next 4 months.

The balance of payments is estimated to improve markedly in 1986. Exports will rise by 4 3/4 per cent in real terms as a consequence of the shift in the composition of demand and the improved competitiveness. Imports on the other hand will slow down to a 3 1/2 per cent increase because of only moderate growth in consumption and investment. The increase in the production of and in the Danish sector of the North Sea and falling energy prices in general also contribute to the falling growth rate in imports.

Finally the drop in interest rates both internationally and domestically will reduce interest payments on the foreign debt. The deficit on the current account is estimated to improve by 8 bn. to 12 bn. kroner compared to the present 1985 estimate.

TOLL-FREE CALLS BETWEEN DENMARK AND THE U.S.

As of October 1, 1985, toll-free calling is available between Denmark and the U.S. This service is the result of a cooperation between the Danish Postal Service (P & T) and AT & T Communications.

In the U.S., 800-numbers have been available for over 20 years, and approx. 15% of all long distance calls are now made on toll-free numbers.

In Denmark the toll-free numbers are 0430 and 0434.

The new toll-free service will make it possible for export companies in the U.S. and Denmark to test their export markets before actual establishment, thus reducing the start-up costs.

From Denmark the toll-free service is also available to and from Great Britain, and coming participants of this new network are Sweden, France and the Netherlands.

For further information regarding toll-free calling in Denmark, please call Preben Agerbo Larsen of P & T at 45-2-529111, ext. 2302.

Press Release

KOLDING'S INVESTMENT SEMINARS

In October, The Industrial Development Council of Kolding held five investment seminars in Atlanta, Miami, New Orleans, Dallas and Houston. The seminars were sponsored by Den Danske Bank and the Danish Consulates General in Houston and New York. The Danish Trade Offices in Atlanta and Miami played active roles in organizing the seminars in Atlanta and Miami.

Mr. Ole Buhl, who represented Kolding, gave a distilled presentation of Denmark as a gateway to Europe. Ms. Ingeborg Larsen, Den Danske Bank, covered the subject "Doing Business in Europe: Some Financial Considerations" and Mr. Carsten Schmidt, the Consulate General of New York, who participated in the seminars in Atlanta and Miami, introduced Denmark by speaking about "Trends and Opportunities in the European Markets".

The Atlanta meeting was attended by about 30 U.S. businessmen, and the Miami meeting by 50.

MARGRETHE BOWL RECEIVES 1985 ID PRIZE

Rosti A/S - a part of the A.P. Møller group - was recently awarded the ID Prize 1985 by The Danish Design Council for industrial design of permanent value.

The purpose of the ID Prize is to show the surrounding world examples of good Danish industrial design.

The Margrethe Bowl - named after Princess Margrethe as she then was - was designed by her uncle the Swedish Count Sigvard Bernadotte and the Danish designer Acton Bjørn.

The Margrethe mixing bowl has been in production for 30 years and is still selling tremendously well all over the world.

In order to celebrate the award of the ID Prize and the 30th production anniversary, the world-famous Danish silversmith Georg Jensen Sølv was assigned by Rosti A/S to make a Margrethe mixing bowl in sterling silver.



Mikael Olufsen, President of Rosti, presented the silver bowl to Her Majesty the Queen and expressed Rosti's gratitude that the bowl had been sold under the Queen's name for so many years.

Press Release

DENMARK WILL SOON BE ENERGY SELF-SUFFICIENT

The Danish 1985 oil production will reach a record high of 2.75 million tons. The production of natural gas is also on the rise with an output this year of 1.3 billion cubic meters. This means that 40 % of Denmark's energy consumption in 1985 will be covered by its own energy production.

Denmark's oil and natural gas production is expected to cover 50 % of the total consumption in 1986 and 70 % in 1987, so self-sufficiency should be just a few years away.

The expanded energy production has a very favorable influence on the balance of payments, which in 1985 would have been 8 billion D.kr. deeper in the red if we had had to rely solely on imports.

EXPORT AWARD TO DANISH DISTRICT HEATING COMPANY

The Export Pioneer Award from Scandinavian Airlines System for 1985 was given the district heating company I.C. Møller A/S in Fredericia for an energetic approach on the export markets - not least for their latest achievements in USA and the People's Republic of China.

I.C. Møller manufactures and markets preinsulated pipes especially for district heating application. The product has also been developed for district cooling and transportation of hot crude oil. I.C. Møller is owned by BBC Brown Boveri, Denmark A/S and employs 300 persons. The annual turnover is approx. D.kr. 300 million. Within this product area their market share in Western Europe is approx. 25%. I.C. Møller has their own office in the U.S.

The total Danish export of district heating know-how and components represents approx. D.kr. 3 billion per annum.

News Release

"EXPORT" NOW AVAILABLE IN THE U.S.

For several years the Commercial Section of the Danish Ministry of Foreign Affairs has issued a magazine directed towards Danish exporters. The weekly magazine, "Export", primarily contains information on the export markets and various export promotion activities.

"Export" is now available in the U.S. One year's subscription costs D.kr. 970 (or the equivalent in US\$) and can be obtained from:

Danish Ministry of Foreign Affairs
Asiatisk Plads 2
DK-1448 Copenhagen K

Phone: (1) 920000

or:

Consulate General of Denmark
825 Third Avenue, 32nd Floor
New York, NY 10022

Phone: (212) 223-4545

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DAN-TRANSPORT EXPANDS U.S. OFFICES

Dan-Transport Corp. recently acquired the U.S. operations of the Danish forwarding agent Speditionscenteret and took over that company's office in Los Angeles. Dan-Transport also has offices in Port Elizabeth, NJ, and Des Plaines, IL, and plan to open an office in Chicago shortly.

Børsen

GOLD AWARD TO BANG & OLUFSEN

On October 10 Bang & Olufsen's Expo Competence Division received the attractive IBD (Institute of Business Designers) Gold Award for their "Accenta" wall system.

EN

ITC HEARING ABOUT EUROPEAN PORK

American pork producers are working their third year without profits. The reserve of live pigs is at its smallest in the last 10 years, and the industry fears a loss of sales of \$500 million in 1985. They blame the Danes.

The European Common Market has been singled out by the American Pork Industry as the perpetrator in this drama. Denmark is the leading EEC exporter (85%) with sales of \$200 million a year. In late September the International Trade Commission held a hearing about EEC pork exports attended among others by American Importers Meat Products Group.

The accusations of theft of market shares in the U.S. presented by the domestic industry were rebutted strongly by the European producers and American importers. The claim of unfair EEC subsidies to exports were rejected.

The exporters said their market share in the U.S. is insignificant and below the level of the early 1970's. They sell 174 million pounds of pork here. The American industry's problems were ascribed to industrial cycles, poor management, strong dollar rates, feed prices, interest rates and prices on machinery.

The International Trade Commission was ordered to do its study by the Senate Finance Committee at the initiative of the domestic industry. The September 27 hearing was followed by post hearing briefs on October 11. The ITC final recommendations will come forth later.

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NEW SCANTICON EXECUTIVE CONFERENCE CENTER AND HOTEL IN MINNEAPOLIS

Development and construction of Scanticon-Minneapolis, an executive conference center and hotel, was recently announced. Scheduled to open in September 1987, the center will be located on a 21 acre site in Plymouth, 15 minutes from downtown Minneapolis and 25 minutes from the airport.

A joint venture between Scanticon Corporation and The Prudential Insurance Company of America, the new conference center and hotel will contain 33,000 square feet of dedicated, specialized meeting space, as well as 240 luxury guest rooms, 2 restaurants and recreation center. Designed to meet the needs of the corporate meetings market, the business traveler as well as the local market, Scanticon-Minneapolis will be completed at a cost of \$40 million.

The construction of Scanticon-Minneapolis marks the second Scanticon project in the U.S. Future plans include Scanticon Executive Conference Centers and Hotels in Denver, Dallas and Atlanta.

Scanticon-Minneapolis will offer 32 specialized meeting rooms ranging in capacity from an auditorium seating up to 300; eight conference rooms for groups of 40 to 60 persons, two board rooms for meetings of 20 to 25 persons and 21 breakout rooms accommodating 10 to 15 persons each.

Two restaurants are planned for the Center, one of which will cater primarily to conferees while the other is directed towards the local community and

hotel guests. Several cocktail lounges will provide convivial meeting spots and four banquet rooms will host groups of up to 500.

The 240 guest rooms include 41 parlors and suites, and are all equipped with mini-bar refrigerator, color TV, spacious work desks and computer interface capability.

Among the facilities offered at the recreation and fitness center are indoor swimming pool, whirlpool, racquetball courts, saunas, exercise equipment, aerobics facilities, game room and juice bar. Outside are four tennis courts lit for night play and several jogging trails.

Scanticon-Minneapolis is under design by the internationally known Danish architectural firm Friis & Moltke, led by Professor/Architect Knud Friis, in collaboration with BRW of Minneapolis.

Press Release

DANISH FURNITURE MANUFACTURER'S EXHIBITION IN THE U.S.A. A SUCCESS

The first joint participation of 60 Danish manufacturers at the biggest furniture fair in the US, the Southern Furniture Market in High Point, North Carolina, was a big success.

During the market the Danish manufacturers obtained satisfactory orders and established many new contacts.

Expanded Exhibition Area at High Point

During the last two years the exhibition area at High Point increased by approximately 1 million sq. feet, and in addition to the seven large buildings there are now about 120 freestanding buildings. In the same period of time the number of exhibitors has increased by 200 to approximately 1,500.

The estimated number of visitors to the market was 45,000.

Internationalization

During the last year the number of overseas exhibitors increased by an additional 30 per cent and comes up to 120 at present. This figure does not represent the individual manufacturers but only the number of groups of foreign exhibitors. This way the 60 Danish manufacturers are considered only as one exhibitor.

Due to excellent coverage by the trade press and advertising before the opening of the market, it was already known beforehand that the Danes were now coming to High Point.

Besides, the Danish participation had been announced by four Tivoli Guardsmen marching several times through High Point during the first days of the fair. The fact that a restaurant offering Danish specialties had been set up in connection with the Danish stand also contributed to the publicity of the Danish presence at the market.

Furthermore, the Danish participation has been commented on several occasions on TV.

The Success to Be Repeated

According to The Danish Furniture Manufacturers' Association (Møbelfabrikantforeningen) it has already now been decided that Danish exhibitors will be represented in the Market Square Building in the autumn of 1986 (October 16-24), either as a temporary exhibition or in permanent showrooms. But it has not yet been decided whether there is going to be a major Danish participation in the spring market which will take place from April 10-18, 1986.

Special Exhibition for Ready-to-Assemble Furniture

The newly established "Ready-to-Assemble Association" succeeded in arranging a special exhibition for Ready-to-Assemble furniture in a new exhibition center, the Hamilton Square. 25 exhibitors with Ready-to-Assemble furniture were represented here, including Danish furniture and lightning.

Towards New American Markets and Consumers

The US market for home furniture totalled a turnover of \$ 36 billion on the retail stage in 1984. The imports amounted to \$ 2 billion of which \$ 173 million came from Denmark. The retail margin taken into consideration, the Danish share of the US market comes up to approximately 1 1/2 per cent. -So there is still some 98 per cent to go for.

Bjørn Juell-Sundbye

DANOP BID FOR NORTH SEA

Danop I/S (Dansk Operatørselskab) is going to be the only Danish operator for oil and gas consortiums bidding in the second Danish North Sea round which starts in November. Dansk Borelselskab (A.P. Møller) is not participating in this round. Danop is half owned by Dopas (Dansk Olie og Gas Produktion) which is government controlled through DONG (Dansk Olie og Naturgas). Depending on the particular circumstances of each bidder, the Ministry of Energy can condition development rights to the use of Danop.

The other half is owned by Denerco K/S (Dansk Energi Consortium). This company was formed by East Asiatic Co. (EAC Energy), J. Lauritzen and Dansk Petroleum Enterprise, which is a partnership between four major Danish contractors. They are Højgaard & Schultz, Kampsax, Monberg & Thorsen, and Christiani & Nielsen.

Denerco has invited other Danish companies to join in a 50% DKK 30 million (\$3 billion) offering of shares through Den Danske Bank. There are 60 shares of each DKK 500,000 (\$50,000) available to partners with something professional to offer the partnership apart from the investment. The President of Danop will be Niels P. Dahl, currently CEO of Danish-owned U.S. contractors Danac.

DL

ROYAL DANISH AWARD PRESENTED TO PIONEER WIND ENERGY DEVELOPER

James G.P. Dehlsen, President and Chairman of Zond Systems, Inc., has received His Royal Highness Prince Henrik's Medal of Honor and the Highness Award of the National Association for Export Enterprise.

The Royal award was given to Mr. Dehlsen in recognition of his contribution to establishing a market for Danish wind turbines in California.

Mr. Dehlsen was the first developer to recognize the high quality and durability of the Danish delivering wind-generated electricity to Southern California Edison.

Zond Systems, Inc. now operates 1800 Danish turbines in its "Victory Garden" in Tehachapi and in the San Gorgonio pass at Palm Springs.

Mr. Dehlsen has also shown great foresight and consideration in preserving and protecting the environment in connection with the wind farms.

The award was recently presented to Mr. Dehlsen by Mr. Henning Kristiansen, Consul General of Denmark in Los Angeles, at a dinner party at the Regency Club in Los Angeles.



Mr. Dehlsen, left, and Consul General Kristiansen

Present were also Mr. Dehlsen's closest family and business associates, including Mr. Finn Hansen, President of the Danish company VESTAS, which is the main supplier of wind turbines to Zond.

Henning Kristiansen, Consulate General of Denmark, Los Angeles

A/S WITTENBORG ESTABLISHES U.S. SUBSIDIARY

A/S Wittenborgs Automatfabriker, a Danish manufacturer of vending machines for food and beverages, have established their U.S. subsidiary in Atlanta, GA. The dedication took place on October 2.

The Atlanta facility includes both office and warehouse space for the Danish-manufactured vending machines.

Press Release

FANTASTIC FIVE-A-SIDE IN BROOKLYN

350-400 people showed up for the 14th annual Five-A-Side tournament, which took place on a beautiful Indian Summer day on October 26, 1985, at the Leif Ericson Field in Brooklyn.

27 men's teams and 14 women's teams competed for the precious metal and food prizes donated by several Danish companies. After 5 hours of soccer Heidelberg II won the men's finals over Maersk VII. The women's tournament was won by DAK over Privatbanken.

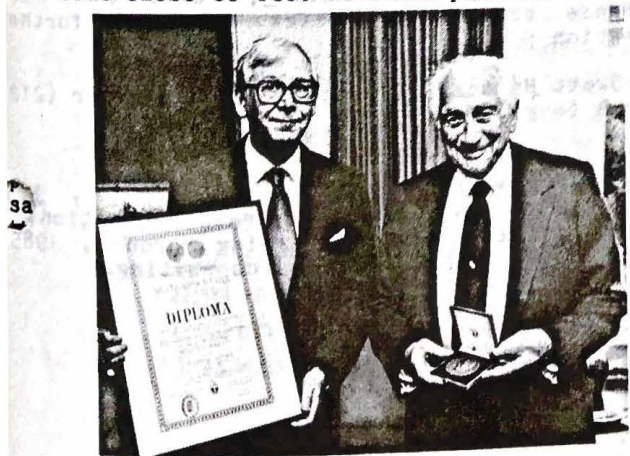
Following the tournament a lavish Danish luncheon was served to the tunes of Max Bruhn's Bingo game.

This year a large number of Danish companies contributed prizes to the Five-A-Side arrangement, and the proceeds of the day will benefit the Danish Seamen's Church and the Scandinavian Sports Club.

Ty
Ebbe Johansen

MR. OTTO STERN AWARDED EXPORT OSCAR

The Export Award of the National Association for Danish Enterprise and the Medal of Honor of H.R.H. Prince Henrik of Denmark was recently granted to Mr. Otto Stern in recognition of his efforts to promote and sell Danish cheese in the U.S. for almost half a century. From the few hundred thousand pounds brought to this country in 1936, Danish cheese exports via Otto Stern & Son, Inc. now come close to four million pounds.



Mr. Villads Villadsen, Consul General of Denmark (left) is seen here presenting the diploma to Mr. Otto Stern.

Press Release

DACC CHRISTMAS LUNCHEON

The annual DACC Christmas Luncheon will this year take place on Thursday, December 12, at the University Club.

As in previous years the DACC will be pleased to receive contributions to the traditional "care packages". Generous companies may contact the Secretariat at (212) 980-6240.

I.D.C.-N.Y. IN LONG ISLAND CITY

On November 9 the first phase - Center Two - of the new International Design Center-New York was opened by the City of New York's Mayor Ed Koch, followed by a gala banquet for architects, interior designers, manufacturers, and the press.

IDC-NY is a showroom complex for manufacturers of furniture, textiles, lightings etc. to the architectural trade.

Center One will be ready for occupancy in early 1986, and the first two centers in the IDC-NY complex will have a total of 1 million square feet for rent. There is still space available.

Over the years to come IDC-NY will undoubtedly play an important role in presenting international and domestic designs.

EN

SLIDE SHOW AT DACC LUNCHEON

The last two years have not been good for the J. Lauritzen group. It hurt very much. No one knows the future of shipping - not even Aksel Drejet, CEO of J. Lauritzen Holding and many other companies. Mr. Drejet was the featured speaker at the October DACC meeting.

J. Lauritzen has 12,000 employees, an equity of \$200 million, and a \$1 billion turnover. The most well-known parts of the vast group is the J. Lauritzen Line, DFDS, and various shipyards. Mr. Drejet said his group has reached a sound bottom and the only way from now is up. Thereafter he showed color slides.

DL

BUSINESS OPPORTUNITIES

Danish manufacturer of ICE CREAM POWDER seeking distributor. For further information, please contact Even Claussen at the Danish Consulate, (212) 223-4545.

NEW MEMBERS

We welcome the following new members to the DACC:

CORPORATE

Ms. Ellen Ranstrom
SCANDINAVIAN EXPRESS
65 W. 55th St., Suite 4 B
New York, NY 10019
(212) 765-7650
(Professional, incentive and vacation tours to Scandinavia)

INDIVIDUAL COMMERCIAL

Mr. Kasper Kåre Andersen
INTERTEC TRADING, INC.
1201 Corbin Street
Elisabeth, NJ 07201
(201) 353-0800
(Subsidiary of the Danish furniture manufacturing company Intertec Trading A/S)

Ms. Bodil Hayka
BANK OF NEW YORK
Corporate Park Drive
White Plains, NY 10602
(914) 899-6601
(Banking)

Mr. Bjarti Mohr
COLDWATER SEAFOOD CORPORATION
Rowayton, CT 06853
(203) 852-1600
(Importers of frozen seafood from Scandinavia)

Mr. Ib Vestergaard
SCANMARK, INC.
4 Rider Place
Princeton Junction, NJ 08550
(609) 275-0735
(Consulting and representative services to Danish companies wanting to do business in the U.S.)

POSITION AVAILABLE

As of December 1, 1985, The Danish Consulate General in New York seeks a person to prepare Danish sandwiches and maintain the luncheon room. The hours are 9 am - 2 pm, Monday through Friday. For further information, please contact Per Rotne, (212) 223-4545.

POSITIONS WANTED

Danish bilingual secretary available for freelance assignments. Experienced in translation, word processing, accounting, exhibition and conference assistance, telex etc. For further information please contact:

Dorte Skøtt Hansen, (212) 223-4545 (days) or (212) 674-7053 (evenings).

Danish civil engineer (24 years, female), graduated, is looking for a trainee position New York or New England starting March 1, 1985. Experience in construction and consulting.

Please contact:

Ms. Runa Hilduberg
Blegdamsvej 29 A, Room 805
DK-2100 Copenhagen Ø
Phone: (01) 265178

or:

Bjarti Mohr, (203) 852-1600.

Engineering-Management position Danish engineer with permanent U.S. work permit, looking for management or engineering position in U.S.-located company. Presently living in Connecticut but willing to relocate anywhere within continental U.S. or Canada.

Extensive experience with manufacturing, sales, service and support of capital equipment (C & C production machines). Also in-depth experience with project management and operations of smaller corporate divisions both in the U.S. and Denmark.

Resume, references and portfolio available upon request. Please contact the Secretariat or (203) 972-3239.

DANISH AMERICAN CHAMBER OF COMMERCE NEW YORK

825 THIRD AVENUE, 32nd FLOOR
New York, NY 10022-7519
(212) 980-6240

COMING EVENTS

Dear DACC Members:

On behalf of the Board of Directors, I extend to each of you and to your families warm greetings for the approaching holiday season.

1986 will mark 55 years since the founding of the Danish Luncheon Club, 22 years since the establishment of DATCO and 9 years since the the Luncheon Club and DATCO were merged into the Danish American Chamber of Commerce. In those nine years, the Chamber, nurtured by the strong traditions of its predecessor organizations, has continued to provide a forum for discussion of trade matters and has played an increasingly vital role in encouragement of trade and economic relations between Denmark and the United States. We thank you for your encouragement during 1985 and look forward to your continued support in 1986.

With best wishes for a very Merry Christmas and a healthy and prosperous New Year, I am

Sincerely,



Lennard K. Rampusch
Chairman



DANISH AMERICAN CHAMBER OF COMMERCE

NEW YORK

COMING EVENTS

NOVEMBER

- 11 - Thursday
Danish American Society
Cocktail Reception -
"Come and Bring a Friend"
New York Athletic Club

DECEMBER

- 1 - Sunday
Danish Home
Croton-on-Hudson
Christmas Party and
Open House

- 12 - Thursday
DACC Annual Christmas
Luncheon.
University Club

- 23 - Saturday
Danish Seamen's Church
Annual Bazaar

- 13 - Friday
American Scandinavian
Society.
Annual Christmas
Dinner Dance at
Hotel Pierre

- 15 - Sunday
Danish American Society
Annual Christmas Party.
Plaza Hotel

The Annual Dinner Dance of the DACC is planned for February, 1986. The date and place will be announced in the next Newsletter.

Denmark's Import from the United States

	<u>1983</u>	<u>1984</u>	<u>Jan-jun 1984</u>	<u>Jan-jun 1985</u>	<u>change from previous year</u> <u>- per cent -</u>
		- mio. D. kr.-			
Cereals	49	60	22	20	-10
Vegetables and fruits	152	169	60	66	+10
Fodder	293	335	277	109	-61
Tobacco	92	466	211	210	0
Hides, skins	83	107	90	104	+15
Oil Seeds, etc.	405	359	252	131	-48
Crude fertilizers and To minerals	22	24	11	19	+72
Crude animal and vegetable materials, n.e.s.	280	176	100	93	-7
Coal	848	402	98	471	+381
Crude oil and mineral oil products	203	178	87	80	-8
Raw chemicals and combinations	129	122	68	111	+63
Pharmaceuticals	88	83	38	65	+71
Fertilizers manufactured	81	38	5	26	+420
Plastics etc. (not processed).	115	137	67	75	+12
Chemical materials and products	101	128	76	107	+41
Rubber, manufactured	36	35	18	20	+11
Wood products (except furniture)	182	155	136	73	-46
Paper and paperboard	73	76	29	28	- 3
Textiles (except clothing) ...	59	68	36	39	+ 8
Non-ferrous metals	17	27	12	11	- 8
Metal goods, n.e.s.	81	102	53	62	+17
Machinery (non-electrical) ...	760	905	466	515	+11
Electrical machinery and equipment.....	1624	2184	976	1366	+40
Transport equipment	188	328	110	1047	+852
Clothing	39	41	21	22	+5
Technical, scientific and optical instruments	460	557	275	204	-26
Misc. manufactured articles, n.e.s.	368	518	230	266	+16
Commodities not classified according to kind	1121	682	337	561	+66
Other goods	428	456	217	335	+54
Total	8377	8918	4378	6236	+42

83: 1 US dollar is equal to D.kr. 9.14
 84: 1 US dollar is equal to D.kr. 10.35
 85: 1 US dollar is equal to D.kr. 11,36

Source: Danmarks Statistik: Udenrigshandel

CONSULATE GENERAL OF DENMARK

65.Dan.15
September 1985

Denmark's Export to the United States

	1983	1984	jan-jun 1984	jan-jun 1985	Change from previous year 1984/85 - per cent.
	- mio.	D.kr-			
Ham, bacon, salami and other meat products.....	1756	3299	1446	2050	+42
Cheese and other dairy products..	464	526	221	236	+ 7
Fish etc. for consumptionx).	535	678	416	512	+23
Butter Cookies.....	305	429	120	183	+53
Beverages	41	47	23	15	-35
Tobacco	51	51	27	25	- 7
Mink pelts and other skins	518	541	312	399	+28
Animal and vegetable raw materials	162	181	99	105	+ 6
Raw chemicals and combinations...	581	639	322	391	+21
Medicals and pharmaceuticals	428	503	277	336	+21
Wood products (except furniture).	54	119	70	41	-41
Paper and paper products.....	77	81			-65
Textiles (except clothing)	97	114	49	61	+24
Stoneware, glass, china, etc. ...	151	202	89	86	- 3
Metal goods, n.e.s.	99	163	71	67	- 6
Machinery (except electrical) ...	1030	1981	706	1013	+43
Electrical machinery and equipment.....	779	995	446	488	+ 9
Transport equipment	863	1339	652	403	-38
Furniture	1155	1894	851	1036	+22
Clothing	45	69	20	29	+45
Technical, scientific, photograph- ic and optical instruments..	400	538	261	301	+15
Other manufactured products.....	503	832	407	511	+26
Commodities not classified according to kind	243	197	100	107	+ 7
Products in other categories	340	486	285	294	+ 3
Total	10677	15904	7270	8708	+20

x) does not include Faroe Islands and Greenland

1983: 1 US dollar is equal to D.kr. 9.14

1984: 1 US dollar is equal to D.kr. 10.35

1985: 1 US dollar is equal to D.kr. 11,36

Source: Danmarks Statistik: Udenrigshandel.