

DACC NEWS BULLETIN

NO. 4

DACC'S OFFICE HOURS ARE:

Monday - Friday 9:30 am - 1:30 pm

More American Companies Establish Themselves in Denmark

Still more American companies establish themselves in Denmark thanks to a direct effort from the Danish Consulate Generals in New York, Los Angeles and Chicago. This month Pemco Aeroplex, which maintains airplanes, will officially open its first European subsidiary in Denmark. It is located at Kastrup Airport in Copenhagen, from where it will service its European customers.

The New York-based company Lawrence Insurance Group is another American company that will establish itself in Denmark. Lawrence Insurance Group has decided to set up a subsidiary specializing in maritime insurance in Copenhagen. Roberts Pharmaceutical will enter the Danish market by buying an existing company within the pharmaceutical business. Their goal is to use Denmark as the marketing platform for selling Dirame, Maxivent, Anagrelide and other medical products.

On a smaller scale the American businessman William McIntosh decided to open a Scandinavian sales office in Denmark for various video and audio equipment. He made his decision after returning from a fact-finding trip arranged by the Danish Consulate General in New York.

NS

Danes Reflect on Maastricht

The Danish government has released a white paper on Denmark's future relations with the EC, spelling out eight different options to solve the problems which arose when Denmark rejected the Maastricht treaty on June 2, 1992. The document gives a general idea of what is practicable. Among some of the proposed actions are: Denmark joins the European Area (EEA), while the other eleven EC member states go forward with Maastricht; riders to the Maastricht treaty are introduced which will become effective for all member countries. The Treaty of Rome remains the basis for cooperation among the Twelve. The problems which Maastricht addresses would have to be solved in a different way; and (or) Denmark is secured a special status within the Maastricht treaty.

DECEMBER 1992

During the EC Council meeting in Birmingham, UK, on October 16, 1992, Prime Minister Poul Schluter touched on the subject with his EC colleagues. He informed them that Denmark wants the right to opt out of the Treaty's plan for a single currency (which, de facto, it already has), as well as the possibility of common defense and joint law enforcement. A formal proposal on Denmark's future status should be ready for presentation at the December 1992 meeting of the EC Heads of Governments.

EN

Denmark and the Single Market

On January 1, 1993, Denmark takes over the Presidency of EC, and at the same time the European Single Market comes into effect. More than 300 legislative measures were needed to implement "The Single Act". More than 90% of these measures have been approved in the membership countries, with Denmark ranking first. Some of the most vital elements in the Treaty include:

- An end to intra-EC customs checks and border controls
- The harmonization or mutual recognition of professional diplomas
- An EC-wide market for services, such as banking, insurance, securities and other financial transactions.

Further to a continued implementation of the Single Market, the Danish Presidency will among other things contain initiatives within industry, energy, and environmental political issues.

NH

Scanticon gets Hotel Prize

The Danish owned Scanticon Hotel in Princeton, New Jersey, has been named the best hotel in central New Jersey by the magazine "Business for Central New Jersey".

The hotel and conference center received the honor as a result of a questionnaire sent out to 508 CEO's in New Jersey. Scanticon, which hosted this year's meeting of governors from across the United States including Arkansas, won the award over hotels from the chains of Hyatt Regency, Marriott, Ramada, Renaissance and Plaza.

NS

DANISH AMERICAN CHAMBER OF COMMERCE

New Members:

Mr. Mogens Lauritsen
 Temanet USA Inc.
 Morris Corporate Center III
 Building D, Third floor
 400 Interpace Parkway
 Parsippany, NJ 07054
 Company owned by Telecom Danmark and Maersk Data
 A/S, with the goal of supplying worldwide data
 communication.

Ms. Judy Lang
 Law Office of Judy A. Lang
 299 Broadway, Ste. 1200
 New York, NY 10007
 Private and corporate law. Drafting of commercial
 agreements; commercial product liability, insurance
 litigation, etc. Has studied and lived in Denmark.

Carnegie USA, Inc.
 Mr. Mogens Vad
 20 West 55th Street
 New York, NY 10019
 Scandinavian Stockbrokers

DACC Christmas Luncheon

We look forward to seeing our members together with their families and friends at the DACC Christmas Luncheon on Friday, December 11 at the University Club. If you have not already made your reservation please do so as soon as possible.
 BM

A Great Dane has Passed

Former Head of the Danish tourist office in New York, Axel Dessau, died at the end of October, at the age of 83. Axel Dessau familiarized foreign countries with Denmark, particularly the United States during his reign as Head of Danish tourist activities here from 1949 to 1978. He was the most positive and inspiring person one could ever meet. He conceived the idea of an enchanting film about Denmark with Victor Borge as narrator. His enthusiasm with what he was doing was so genuine that in "selling" Denmark, any Dane who listened to him would blush, and tourists packed their suitcases to get over there as fast as possible. Axel Dessau personified Danish humor at its best, he will be truly missed.
 EN

Sanovo Opens New Factory

The Danish company Sanovo Engineering has opened a new factory in Salt Lake City. The factory will produce machines for industrial separation of eggs. Sanovo has been involved in this very specialized business in the USA for more than 20 years.
 NS

Linking Eastern Europe and Russia to the World

Telecom Denmark has a VSAT network which is controlled by a central earth station near Copenhagen. The network provides telephone and data communications to remote sites in areas of Eastern Europe and Russia where the telecommunications infrastructure is not yet sufficiently developed.
 At present, Telecom Denmark's activities in Eastern Europe and Russia include everything from optical fiber land and submarine cables to mobile telephone systems and decentralized satellite earth stations.
 NH

Kids' Christmas Program

Throughout the month of December the Scandinavian Children's Festival with a "Jul Kalender", televised Scandinavian "Christmas Story" and workshops on the Lucia and Scandinavian ornament making is taking place at Children's Museum of Manhattan, 212 West 83rd Street, NYC.
 AR

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Doing Business with UN

United Nations total purchases of goods and services amounted in 1991 to USD 1.5 billion. Of which about USD 500 million were purchased through the New York based UN organizations such as UNDP/OPS, UNCPTS and UNDESD.

Sale to UN organizations is divided into several phases:

- identifying a potential, or a need
- register as a supplier with relevant individual UN organizations
- presentation of merchandise and services to the organization(s) purchasing agents
- continue follow-up and keep purchasing agents informed about your products and new development, including actual visits to their offices
- make sure quotations contain relevant information and conditions, and inform your contacts if you do not reply on a bid invitation
- follow-up on deliveries to avoid costly delays.

United Nations purchases are not centralized. It is therefore imperative that suppliers are registered with the relevant individual purchasing organizations. The purpose of working the UN system is to be listed for invitations to bid.

The Danish Consulate General in New York can assist companies in getting the right contacts with the UN organizations which are based in New York.

HP

Exhibitions and Fairs

A booklet published by the Industries' Board of Trade Fairs - Denmark is available at the DACC Secretariat.

Export Directory

The latest issue of the Export Directory of Denmark is available at the DACC Secretariat for interested members.

EN

Tropical Plants for Rent

The Danish group Sophus Berendsen has bought the American company Creative Planting Inc., located in Washington DC, which is in the business of renting out tropical plants for offices.

After the acquisition Sophus Berendsen has had annual sales of more than 10 million dollars.

NS

ASF's Training Program

The American-Scandinavian Foundations's Training Program enables young Americans between the ages of 21 and 30, to live and work in Scandinavia on a temporary basis. Program emphasis is on the cultural and educational experience, rather than financial gain; however, the American trainee must receive sufficient income from the Scandinavian employer to cover living expenses during the training period. The trainee is expected to cover the cost of transatlantic airfare. At this time, ASF can only offer short-term training placements to students in certain fields, and work permit assistance for "self-placed" Americans who have arranged their own assignments in Scandinavia and need assistance in obtaining the necessary work permit. For further information and/or to request an application please write to: Exchange Division, ASF, 725 Park Avenue, New York, NY 10021.

bm

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212-517-5744



GIFTS AND CLOTHING THE SCANDINAVIAN WAY
NORDIC ANTIQUES AND ART

Almue Stuen is the center for Scandinavia, a center where Nordic art and craftsmanship is shown through different media, gifts, clothing, jewelry, home accessories, textiles and antique furniture.

Artists have the opportunity to exhibit throughout the year. The store/gallery is constantly alive with different events.

The latest addition to the store is a charming Tea Room serving lunch with open Danish sandwiches Wednesday-Saturday 12-5 pm and Sunday 1-4 pm.

DANISH CULTURAL ACTIVITIES - SPRING 1993.

- Jan. 25 - "DANISH PAINTINGS AND OTHERS", an exhibition by
March 26 Richard Fraenkel at Unibank Gallery, 20 West
55th Street, NYC. Tel: (212) 265 - 8643.
Opening reception on Thursday, February 4th
from 5 - 7 pm.
- March 13 - 14 Thanks to Scandinavia's Education Program
Center commemorating the RESCUE OF THE JEWS
(Oct. '43) at Temple Beth El in Great Neck,
Long Island. For detailed information contact
Thanks to Scandinavia (212) 486 - 8600.
- Apr./May "MAN OF THE YEAR", Danish American Society/
Danish American Chamber of Commerce.

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