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Magazine

3/82



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Forsiden

Vue over Heidelberger Druckmaschinen's stand på DRUPA-messen. I baggrunden den store skærm, på hvilken Heidelberg viste sit produktprogram.

Front page

View of Heidelberger Druckmaschinen's stand at the DRUPA/1982 Fair. In the background the large screen on which Heidelberg showed their production programme.

Bagsiden

Eksempel på ScanDutch-reklame i 10-året for selskabets stiftelse.

Back page

Example of a ScanDutch advertisement in the 10th year of its establishment.

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ØK's formand besøger Kina

Kompagniets formand, direktør T. Wøldike Schmith, besøgte 16.-22. april Den Kinesiske Folkerepublik, ledsaget af De Forenede Bryggeriers administrerende direktør, Poul J. Svanholm, der samtidig er formand for det nye Carlsberg-bryggeri i Hong Kong, og lederen af Kompagniets Kina-afdeling i Hong Kong, filialbestyrer Erik Bøgh Christensen.

Under besøget, der foretoges efter indbydelse fra formanden for China Council for the Promotion of International Trade, Mr. Wang Yaoting, arrangeredes nyttige møder med fremtrædende repræsentanter for den kinesiske regering, og på disse møder var der lejlighed til at høre nærmere om Kinas økonomiske planlægning, økonomi, politik og joint-ventures samt til at drøfte specielle projekter vedrørende etablering af nye bryggerier og modernisering af eksisterende, fremstilling af fødevarer og mejeriprodukter, forsøgsgårde med importeret dansk malkekvæg, kødproduktion og bygning af cementfabrikker.

Direktør Schmith og hans selskab blev modtaget af Hendes Excellence, vicepremierminister Chen Muhua, der er minister for udenrigshandel og økonomiske relationer, og som opfordrede ØK til at udvide den verdensomfattende, tosidede samhandel med Kina. Vicepremierministeren understregede, at en indsats på dette område ville være til fordel for begge parter.

Kina-rejsen omfattede et besøg i Shanghai, hvis viceborgmester Chen Jinhua indbød Kompagniet til officielt at registrere ØK-kontoret i Shanghai og derved opnå en bedre position med mulighed for øget deltagelse i Shanghais hastigt voksende udenrigshandel.

I Guangzhou besøgte den internationale eksportmesse, og der forhandlede med Guangzhou Bryggeri, som Danbrew/Forenede Bryggerier i fjor traf en teknisk samarbejdsaftale med.

Hele rejsen blev omtalt i de kinesiske aviser, og mødet med vicepremierminister Chen Muhua transmitteredes af det kinesiske fjernsyn.

EAC Chairman visits China

Mr. T. W. Schmith, Chairman of EAC, paid a visit to China from April 16-22 at the invitation of Mr. Wang Yaoting, Chairman of China Council for the Promotion of International Trade, Beijing. Mr. Schmith was accompanied by Mr. P. J. Svanholm, President and Chief Executive of United Breweries Ltd., and Mr. E. B. Christensen, Manager of EAC China Trade, Hong Kong.

During the visit, useful meetings were held with a large number of high officials in the Chinese Government and China's current economic plans, financing, joint-ventures and policies were reviewed. More specifically projects involving establishment of new breweries and modernization of existing breweries, food and dairy processing, experimental farms with imported Danish dairy cattle, meat processing and cement plants were discussed in details.

While in Beijing, Mr. T. W. Schmith and party were received by Her Excellency, Vice Premier Chen Muhua, Minister in Charge of Foreign Trade and Economic Relations. The Vice Premier encouraged EAC to continue to expand our world-wide two-way trade with China and assured Mr. Schmith that such effort would be rewarding for both parties.

In Shanghai, Vice Mayor Chen Jinhua welcomed EAC to officially register an EAC office in Shanghai which would place our Company in a more favourable position to participate in and benefit from Shanghai's foreign trade which is currently increasing sharply.

Fra mødet med vicepremierminister Chen Muhua blev nedenstående foto taget.

In connection with the meeting in »Zhong Nan Hai« in Beijing with Vice Premier Chen Muhua the foto below was taken, showing from left to right: Mr. Chen Hongye, Vice Chairman of CCPIT, Mr. Poul J. Svanholm, Mr. Wang Yaoting, Chairman of CCPIT, Mr. T. W. Schmith, Mr. Yu Ping, Staff of CCPIT, Vice Premier Chen Muhua, Mr. E. B. Christensen, The Danish Ambassador R. Thorning-Petersen, Mr. Flemming Crawford, Commercial Counsellor Danish Embassy Beijing, Mr. Li Sude, Director Ministry of Foreign Trade and Economic Relations, Mrs. T. W. Schmith and Mrs. P. J. Svanholm.



In Guangzhou, a visit was paid to the Guangzhou Export Commodities Fair and discussions were also held with Guangzhou Brewery, with whom Danbrew Consult/United Breweries signed a technical cooperation agreement last year.

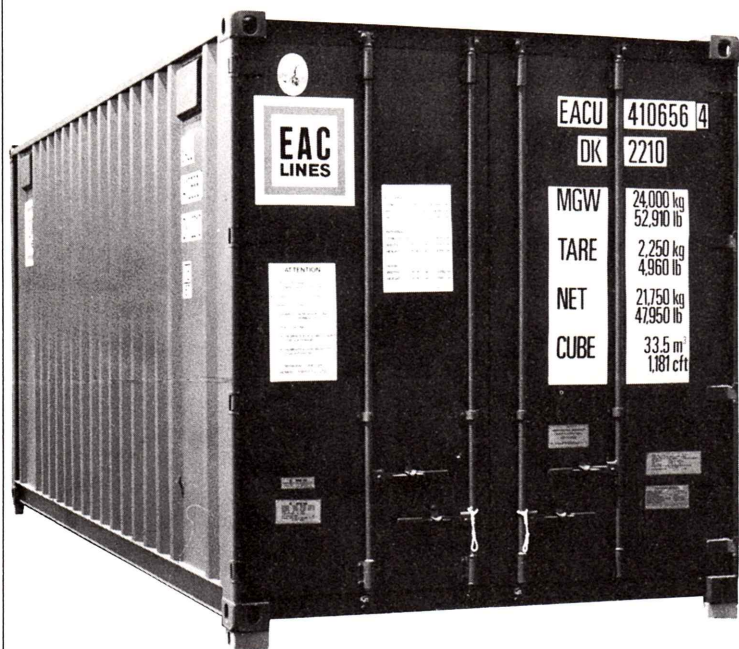
The visit was well covered in the local Chinese newspapers and the meeting with Vice Premier Chen Muhua was also transmitted on Chinese television.



H. E. Vicepremierminister Chen Muhua byder ØK-formanden, direktør T. Wöldike Schmith, velkommen til Kina.

H. E. Vice Premier Chen Muhua welcomes the EAC Chairman Mr. T. Wöldike Schmith to China.

ØK køber 3.550 containere



Kompagniets skibsafdeling har sammen med to andre nordiske rederier afgivet en ordre på 6.000 containere, hvoraf ØK skal have de 3.550 medens Broströms Rederi AB, Göteborg, og Wilh. Wilhelmsen, Oslo disponerer over det resterende antal.

Samtidig har de tre rederier reserveret yderligere 12.550 containere. Kompagniet skal bruge de mange nye containere, der repræsenterer en samlet investering på over 50 millioner kr., til supplerer eller udskiftning af de 13.500 containere, som ØK bruger på container-ruterne mellem Nordeuropa og Det fjerne Østen, Vestkysten af Nordamerika, Vestafrika og Australien/New Zealand samt over Stillehavet.

Ordren er efter månedlange undersøgelser og afprøvninger afgivet til en af Sydkoreas største virksomheder, Hyundai Precision i Ulsan, der vil levere de 3.550 containere til ØK inden årets udgang.

EAC buys 3,550 containers

Our Company's Shipping Department has together with two other Scandinavian shipping companies placed an order for 6,000 containers, of which our Company is to receive 3,550, whereas Broströms Rederi AB, Gothenburg, and Wilh. Wilhelmsen, Oslo, will have the remaining quantity at their disposal.

At the same time, the three shipping companies have reserved another 12,550 containers.

Our Company need this large number of new containers – representing a total investment of more than D.Kr. 50 million – for supplement or replacement of the 13,500 containers, which our Company is using in the container traffic between North Europe and the Far East, the West Coast of North America, West Africa and Australia/New Zealand as well as the traffic across the Pacific.

Following many months of investigations and tests, the order was placed with one of South Korea's largest companies, Hyundai Precision in Ulsan, who will deliver the 3,550 containers to our Company by the end of the current year.

AMVER-hæder til 16 ØK-skibe

16 ØK-skibe har modtaget diplomer fra U.S. Coast Guard for deltagelse i AMVER-rapporteringssystemet (Automated Mutual-assistance Vessel Rescue) i over 128 dage i 1981. Et skib – m.s. »Meonia« – har samtidig fået gul vimpel for 5 års deltagelse i træk, og 3 af skibene har yderligere modtaget blå vimpel for førstegangsdeltagelse.

Følgende ØK-skibe har deltaget i AMVER-rapporteringssystemet i 1981 i mere end 128 dage, idet det i parentes er angivet, hvor mange år skibet har deltaget: »Falstria« (8), »Jutlandia« (8), »Selandia« (7), »Lalandia« (6), »Meonia« (6), »Paranagua« (4), »Sinaloa« (3), »Sargodha« (3), »Samoa« (3), »Morelia« (3), »Malacca« (3), »Siena« (2), »Patula« (2), samt »Patagonia«, »Panama« og »Simba«, der alle deltog for første gang i 1981.

AMVER-honour to 16 EAC vessels

16 EAC ships have received Certificates of Achievement from the U.S. Coast Guard for their participation in the AMVER-system's reporting (Automated Mutual-assistance Vessel Rescue) for more than 128 days in 1981. One of the vessels – m.s. »Meonia« has at the same time received the »yellow pennant« for having participated for five successive years, and three of the ships have, furthermore, received the »blue pennant« for having participated for the first time. The following vessels have participated in the AMVER-system's reporting in 1981 for more than 128 days, while – in brackets – it is indicated how many years the ships participated: »Falstria« (8), »Jutlandia« (8), »Selandia« (7), »Lalandia« (6), »Meonia« (6), »Paranagua« (4), »Sinaloa« (3), »Sargodha« (3), »Samoa« (3), »Morelia« (3), »Malacca« (3), »Siena« (2), »Patula« (2), as well as »Patagonia«, »Panama«, and »Simba«, which all three participated for the first time in 1981.



EAC has sold for D.Kr 200 mio. at this year's Drupa Fair

When the West German President, Dr. Carl Carstens, on 4th June opened the world's largest graphic exhibition, the DRUPA/1982 Fair in Düsseldorf, about 250 EAC employees from Head Office in Copenhagen and from the graphic offices all over the world were ready to attend to the innumerable exhibition guests from the whole globe. They had some busy weeks, because 298,000 people came to visit the exhibition before its gates were closed two weeks later, and the majority of the countless exhibition guests visited most of the stands of the firms which our Company represents. However, the result compared favourably with the efforts, because before the closing the EAC people had sold machines and graphic equipment at a total value of more than D. Kr. 200 million.

Many novelties were presented at the exhibition, and the EAC employees were pleased to show to our Company's many business connections Heidelberg's first Web-offset printing press for commercial printing shops as well as a black/white scanner from Klimsch and a long row of other, exciting novelties from Agfa-Gevaert.

Again this year Heidelberger Druckmaschinen occupied the largest exhibition space at the fair, sharing the entire hall No. 1 with other giants, Polar-Mohr, Bacher, and Hartmann International. Heidelberg entertained the guests in the hall by continuously running a video-show, using 75 slide- and movie projectors casting pictures on a screen which consisted of 75 individual panels each of 1 m². The front cover photo gives an impression of Heidelberg's exhibition.

Our Company had its own communication centres at the exhibition with contact to the entire world and a secretariat for preparation of quotations in a number of languages including Arabic. Three hotel ships close to the exhibition grounds had been signed up in order to ensure availability of hotel accommodation for our Company's business connections, which is a great problem during this gigantic exhibition. Each day had its own special event, and the highlights for EAC Graphics were the Heidelberg dinner at Hotel Inter-Continental and EAC's buffet dinner at the Ramada Hotel. Mr. Henning H. Sparsø and Mr. Bent Andersen, managing directors of EAC, hosted the dinner for 250 top executives representing equipment ranking as the most outstanding within the graphic field.

Dr. Wolfgang Zimmermann, the managing director of Heidelberger

Druckmaschinen, did on this occasion express his great satisfaction with the co-operation with our Company, who represents the famous company in quite a number of countries all over the world. Dr. Zimmermann considered our Company the undisputably biggest and best distributor of graphic equipment in the world, and he expressed expectations that the co-operation be further extended for the benefit of both our companies and the customers.

Before the dinner the guests had the opportunity to watch EAC Graphics' new slide presentation covering the world-wide activities.

After the exhibition our Company's senior graphic managers and specialists participated in co-ordination meetings in Copenhagen, where the participants discussed the experience gained from DRUPA/1982 and laid down guidelines for the efforts and investments during the next couple of years with a view to sales and delivery of the novelties from Düsseldorf and other graphic equipment. And, it goes without saying that our Company has already started to plan our participation in the next DRUPA Fair, which also takes place in Düsseldorf – 30th May to 12th June, 1986.

1

»Welcome to Heidelberg's stand«, says Dr. Wolfgang Zimmermann, Managing Director, to Mr. Henning H. Sparsø and Mr. Bent Andersen. Also seen on the photo (from left) are: Mr. Geert Bruun, Departmental Manager, Mr. B. Blangsted Henriksen, Asst. Departmental Manager, Mr. Hans Peetz-Larsen, President, Heidelberg Eastern, New York, and (behind the latter) Mr. Finn Frandsen, Manager EAC. Thereafter are seen Mr. J. Kettenmann and Mr. H. Schlayer from Heidelberger Druckmaschinen and Mr. W. Hager, Heidelberg Eastern.

Velkommen til Heidelberg's stand, siger direktør, Dr. Wolfgang Zimmermann til direktør Henning H. Sparsø og direktør Bent Andersen. I øvrigt ses på fotoet (fra venstre) kontorchef Geert Bruun og fuldmægtig B. Blangsted Henriksen, direktør Hans Peetz-Larsen, Heidelberg Eastern, New York, og (bag denne) prokurist Finn Frandsen. Derefter ses hr. J. Kettenmann og hr. H. Schlayer fra Heidelberger Druckmaschinen og hr. W. Hager, Heidelberg Eastern.

2

Discussions at the Heidelberg stand.
Drøftelser på Heidelberg's stand.

3

Heidelberger Druckmaschinen, Polar, Bacher and Hartmann shared Hall No. 1, which continuously had a large number of visitors.

Heidelberger Druckmaschinen, Polar, Bacher og Hartmann delte hal nr. 1, der til stadighed havde stort besøg.

4

Compugraphic, one of EAC's most important suppliers demonstrated their MCS photosetting equipment.

Compugraphic, en af ØK's vigtigste leverandører, demonstrerede fotosatsudstyr.



ØK solgte for 200 mio. kr. på dette års DRUPA-messe

Da den vesttyske præsident, dr. Carl Carstens, den 4. juni åbnede verdens største grafiske udstilling, DRUPA-messen 1982 i Düsseldorf, stod ca. 250 ØK-medarbejdere fra Hovedkontoret i København og de grafiske afdelinger rundt om i verden klar til at betjene de mange messegæster fra hele kloden. De fik nogle travle uger, for 298.000 nåede at besøge messen, før dens porte lukkede to uger senere, og hovedparten af de mange udstillingsgæster besøgte de fleste stande fra de firmaer, som ØK repræsenterer. Resultatet kunne imidlertid stå mål med indsatsen, for før lukningen havde ØK-folkene solgt maskiner og grafisk udstyr til en samlet værdi af mere end 200 mio. kr.

Mange nyheder præsenteredes på udstillingen, og ØK-medarbejderne kunne bl.a. vise Kompagniets mange forbindelser Heidelberg's første rulle-offset trykkermaskine til kommercielle trykkerier samt en sort/hvid scanner fra Klimsch og en hel række andre, spændende nyheder fra Agfa-Gevaert.

Heidelberg optog igen i år det største udstillingsområde på messen, idet firmaet delte hele hal nr. 1 med andre giganter, Polar-Mohr, Bacher og Hartmann International. Heidelberg underholdt de besøgende i hallen med et konstant løbende video-show, der af 75 lysbilled- og filmforevisningsapparater projiceredes på en skærm, der bestod af 75 felter à 1 m². Forsidefotoet vil give et indtryk af Heidelberg's udstilling.

ØK havde egne kommunikationscentre på udstillingen med kontakt til hele verden og med sekretariat til udarbejdelse af tilbud på en række sprog incl. arabisk. Tre hotelskibe i nærheden af messearealet var kontraheret for at sikre ØK's forretningsforbindelser den hotelplads, som er så stort et problem under denne gigantiske messe.

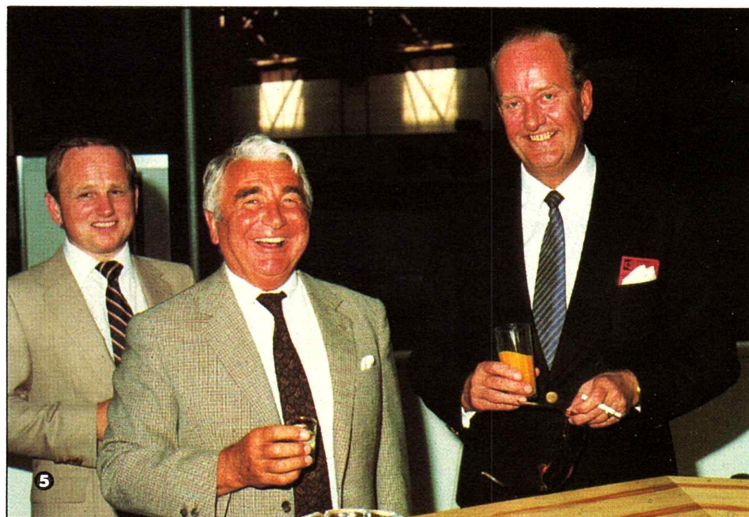
Hver dag havde sin specielle begivenhed, og højdepunkterne for EAC Graphics var Heidelberg-middagen på Hotel Inter-Continental og ØK's buffet dinner på Ramada hotellet. Direktørerne H.H.

Sparsø og Bent Andersen var værter for 250 topfolk, der repræsenterede det ypperste inden for den grafiske forretning.

Heidelberger Druckmaschinen's adm. direktør, dr. Wolfgang Zimmermann, gav her udtryk for Heidelberg's store tilfredshed med samarbejdet med ØK, der repræsenterer det berømte firma i en lang række lande verden over. Dr. Zimmermann betegnede Kompagniet som verdens ubestridt største og bedste forhandler af grafisk udstyr, og han udtrykte forventninger om, at samarbejdet udbygges yderligere til gavn for begge selskaber – og for kunderne.

Før buffet dinner'en havde gæsterne lejlighed til at se EAC Graphic's nye lysbilled-præsentation af de verdensomspændende aktiviteter. Efter messen deltog Kompagniets grafiske seniorledere og specialister i koordinationsmøder i København, hvor man dels drøftede erfaringerne fra DRUPA 1982, dels nedlagde retningslinier for indsatsen i de næste år med hensyn til salg og levering af nyhederne fra Düsseldorf og andet grafisk udstyr. Og det siger sig selv, at man allerede er i færd med at planlægge indsatsen på den næste DRUPA-messe, der også finder sted i Düsseldorf – 30. maj – 12. juni 1986.

P. Gram Petersen

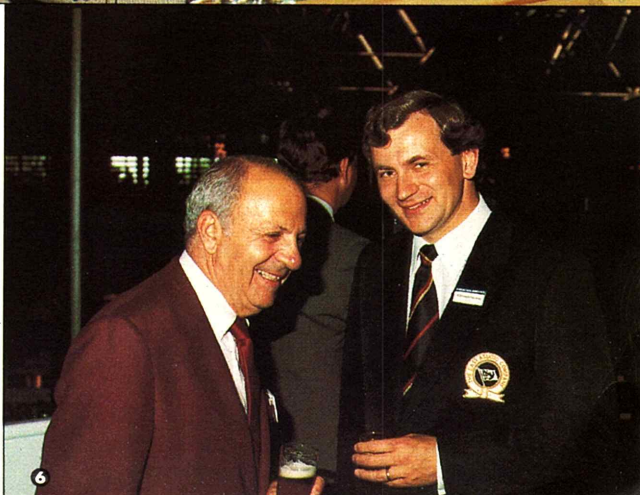


5 Mr. Adolf Döpfert, Stahl/VBF, and Mr. Bent Andersen enjoy a refreshment after the tour of Stahl's stand. Left: Mr. Hans Peetz-Larsen, President, Heidelberg Eastern, New York.

Hr. Adolf Döpfert, Stahl/VBF, og direktør Bent Andersen nyder en forfriskning efter rundvisningen på Stahl's stand. T.v. direktør H. Peetz-Larsen, Heidelberg Eastern, New York.

6 Mr. Lester Reiss, Senior Vice President, Heidelberg Eastern and Mr. B. Blangsted Henriksen, Asst. Departmental Manager, EAC.

Mr. Lester Reiss, Senior Vice President, Heidelberg Eastern, og fuldmægtig B. Blangsted Henriksen, ØK.





7 EAC had own communication centre at DRUPA/1982 with offices and conference rooms close to Hall No. 1, and at Hotel Ramada telex, telephone, word processing machines etc. were at the disposal for the many staff members from all over the world, who were present at the exhibition.

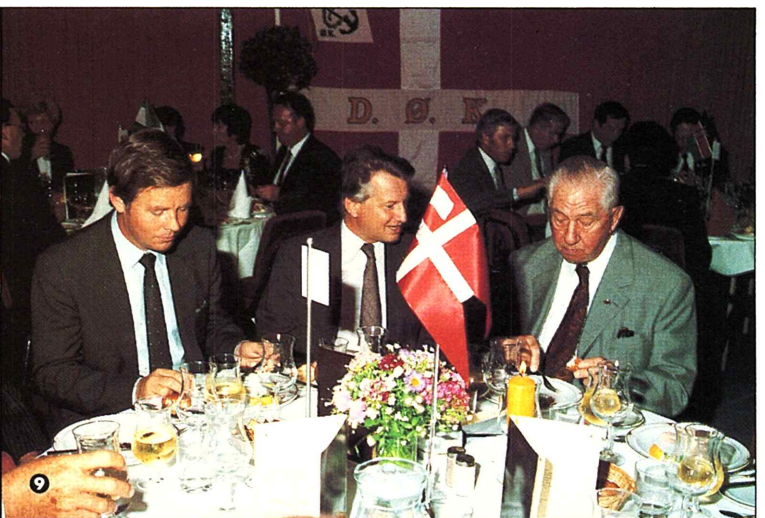
ØK havde eget kommunikationscenter på DRUPA 82 med kontorer og konferencerum i nærheden af hal nr. 1, og på Hotel Ramada var telex, telefon, tekstbehandlingsmaskiner, m.m. til rådighed for de mange stabsmedlemmer fra hele verden, der var til stede på messen.

8 The participants in the graphic co-ordination meetings held in Copenhagen after the DRUPA/1982 Fair.

Deltagerne i de grafiske koordinationsmøder, der blev afholdt i København efter DRUPA-messen.

9 250 business friends and EAC employees met at our Company's buffet dinner at Hotel Ramada.

250 forretningsvenner og ØK-medarbejdere mødtes ved Kompagniets buffet dinner på Hotel Ramada.



Kompagniet og 80'erne: Jagt på muligheder og udgifter

Sammendrag af et 40-minutters causeri i Søfartens Fremme om Kompagniet og 80'erne.

Foreningen til Søfartens Fremme havde stor og fornem tilslutning til mødet i april. Foreningens protektor, H. M. Dronningen og H. K. H. Prinsen samt 400 andre søfartsvenner hørte direktør Henning H. Sparsø causere om Kompagniet og 80'erne.

Henning Sparsø omtalte 1981-regnskabet, Kompagniets samfundsmæssige betydning og ansvar samt grundlæggeren, etatsråd H. N. Andersen's tanker og planer, der i virkeligheden har meget tilfælles med den nuværende ledelses strategiske planlægning. Om denne og opgaverne op gennem 80'erne sagde Kompagniets foresiddende direktør bl. a.:

– Strategisk planlægning betyder efter min måske lidt oversimplificerede udlægning, at man forsøger at fastslå, hvilken form og hvilke aktiviteter virksomheden skal have om f.eks. 10 år, og dernæst planlægger hvordan man får den trukket frem til det fastsatte tidspunkt i den ønskede form og med de planlagte aktiviteter.

– Den strategi-plan, vi nu har arbejdet med i to år, omfatter praktisk talt alle vore 164 selskaber samt de virksomheder, hvori koncernen er minoritetsaktionær, og hvoraf een beskæftiger 3–4000, mens en anden samlede ca. 55.000 scootere i fjor.

Hovedparten af alle disse aktiviteter foregår uden for landets grænser, men det betyder ikke, at vi er ligeglade med, hvad der foregår i Danmark, tværtimod. For det første har Kompagniet sin rod i Danmark. Dernæst er de fleste af ØK's ledere, hjemme og ude, danskere, og vi er derfor i allerhøjeste grad afhængige af at forholdene også fremover er sådanne, at vi kan rekruttere konkurrencedygtig stab i Danmark.

– Vi har fornylig brudt med den tidligere tradition, at stort set alle ØK-ledere rekrutteredes indefra. Princippet er nu, at mennesker udefra skal have samme beskæftigelses- og karriere-betingelser som den stab, der så at sige er vokset op inden for huset. Det har rejst det spørgsmål, hvordan den korpsånd, vi er nødt til at kunne regne med, vil omfatte dem, der kommer til os udefra. Det er i denne forbindelse opmuntrende, at »vor egen stab« opfatter principændringerne som en positiv udfordring. Man forstår nødvendigheden af princippet »best man for the job«.

– I vor fremtids-tænkning har vi iøvrigt prøvet at analysere den danske folkekarakter og er kommet til det resultat, at den rummer ganske særegne elementer, som vi gerne vil kultivere og måske skal bygge på i endnu højere grad i fremtiden. Jeg tænker her først og fremmest på det nærmest uoversættelige, »ingenuity«, som jeg ønsker at se som en frugtbar cocktail bestående af opfindsomhed, improvisationstalent og fleksibilitet. Ingenuity og den danske humor er værdifulde karaktertræk og på det nærmeste forudsætninger for resultater i et kompliceret internationalt forum.

– Vi er også kommet til det resultat, at vi mere bevidst skal markedsføre ØK som en god partner, bl. a. fordi den danske psyke er særligt egnet til at få »partnerships« til at arbejde. Hvad den etiske side af sagen angår, har den et særligt kapitel i vor strategiske tænkning, og det kan ganske simpelt forkortes til, at vor tilstedeværelse, hvor det end måtte være, skal være til gensidig fordel.

– Handel, industri og skibsfart eller transport er de tre hovedaktiviteter, vi fremdeles ønsker at beskæftige os med. Inden for handelen vil vi udbygge og udnytte samspillet mellem de forskellige kontorer, filialer eller datterselskaber. Vi vil bruge vor verdensomspændende organisation mere intensivt og koordineret, og vi vil udnytte den ekspertise, der skal være der, i forbindelse med samlede løsninger,

hvori f.eks. indgår finansiering, transport og handel. I industrien vil vi stile efter at nå et langt højere teknologisk stade. Inden for skibsfarten er stordriftsfordelen endnu ikke udnyttet optimalt, hvad angår liniesektoren, og for det, som ikke er liniefart, vil vi koncentrere os om de vanskelige og komplicerede transporter, som forudsætter et højt serviceniveau, og hvor kvaliteten af vore services honoreres overensstemmende.

– Alle vore koncernledere er instrueret om, at det både i 1982 og 1983 drejer sig om at angribe omkostningerne og samtidig finde og forfølge mulighederne. Helt konkret lyder instruktionen således: »Our Company's situation requires vigorous pursuit of opportunities and a concerted attack on costs.«

Vi har ikke mistet hverken humøret eller pusten på grund af det skuffende 1981-resultat, der også indeholder positive muligheder, som vil blive udnyttet. Vi ser og tænker fremad, og vi er i allerhøjeste grad vort samfundsansvar bevidst. Men vi kan måske en gang imellem være lidt bekymrede over, at den igangværende samfundsstyring kan virke hæmmende på den sunde udvikling af de kvaliteter i dansk ungdom, som vi og så mange andre danske virksomheder har så hårdt brug for.

EAC and the 'eighties

Resumé of a 40-minute causerie in »The Danish Association for The Promotion of the Danish Merchant Marine« about EAC and the 'eighties.

The Danish Association for the Promotion of the Danish Merchant Marine had a large and distinguished attendance at its meeting in April. The association's patron, H. M. the Queen and H. R. H. Prince Henrik and 400 other shipping friends and supporters heard Mr. Henning H. Sparsø discourse on our Company and the 'eighties.

Mr. Henning H. Sparsø commented on the Report and Accounts for 1981, our Company's social importance and responsibility, and the founder, Mr. H. N. Andersen's thoughts and plans which, in fact, have much in common with the present management's strategic planning. Concerning this and the problems to be solved through the 'eighties, our Company's presiding managing director included to say:

– Strategic planning means – according to my perhaps oversimplified interpretation – that one tries to establish which form and which activities the company should have in for instance 10 years and then plans how one can have it accelerated to the fixed time in the desired form and with the planned activities.

– The strategy plan, which we have now worked upon for two years, comprises practically speaking all our 164 companies as well as those companies, in which our Company is only a minority shareholder and of which one employs 3–4,000 people, whereas another assembled approximately 55,000 scooters last year.

The main part of all these activities takes place beyond the borders of our country, but this does not mean that we do not care what goes on in Denmark; on the contrary. Firstly, our Company has its roots in Denmark. Secondly, the greater part of our Company's managers, at home and abroad, are Danes, and we are, therefore, to the very highest degree dependent on the fact that the conditions are also such in the future that we can recruit competitive staff in Denmark.

- We have recently abandoned the previous tradition that almost all EAC managers are to be recruited from inside. The principle is now that people from outside are to have the same employment and career conditions as have the staffmembers who so to speak have grown up within the walls of the house. This has raised the question how the esprit de corps, which it is necessary for us to reckon with, will affect and comprise those who join us from outside. In this connection it is encouraging to establish that »our own staff« interpret the changes of the principles as a positive challenge. They understand the necessity of the principle: »best man for the job«.
- Besides, in our future planning we have tried to analyse the Danish national character and have arrived at the result that it contains quite peculiar elements, which we would like to cultivate and perhaps have to build on to an even higher degree in the future. Here I think first and foremost about the almost untranslatable word »ingenuity«, which I wish to consider a productive cocktail consisting of inventiveness, talent for improvising, and flexibility. Ingenuity and the Danish sense of humour are valuable characteristics and in fact a condition for results in a complicated international forum.
- We have also arrived at the result that we more consciously must market EAC as a good partner, because the Danish mentality is especially suited to make a »partnership« work. What concerns the ethical side of the matter, it has a special chapter in our strategic thinking, and it can quite simply be abbreviated to the fact that our presence, wherever it may be, must be to our mutual benefit.
- Trade, Industry and Shipping or Transport are the three main activities in which we still wish to engage ourselves. Within trade we shall extend and exploit the interplay between the various offices, branches or subsidiaries. We shall use our world-wide organization more intensively and co-ordinated, and we shall exploit the expertise, which must be there, in connection with united solutions in which could for example be included financing, transport and trade. In the industry our aim shall be to reach a far higher technological level. Within shipping the advantage of economy of scale has not yet been fully exploited, and what concerns the liner sector and those activities which are not liner traffic we shall concentrate our efforts around the difficult and complicated transport tasks requiring a high service level and where the quality of our services is paid for accordingly.
- All our Group's managers have been instructed to the effect that in

1982 and 1983 it is essential to attack the cost accounts, but at the same time find and pursue possibilities. The exact text of the instruction reads as follows: »Our Company's situation requires vigorous pursuit of opportunities and a concerted attack on costs.«

- We have lost neither spirits nor heart on account of the disappointing 1981 results, which also contain positive possibilities, which will be exploited. We look and think ahead, and we are to the very highest degree aware of our social responsibility. However, once in a while we may be somewhat concerned over the fact that the present governing of the social organization may have a hampering effect on the sound development of those qualities in the Danish youth, which we and so many other Danish companies need so badly.

»Til alvorlig eftertanke«

Efter mødet i Foreningen til Søfartens Fremme, der overværedes af det danske Regentpar, omtalte »Dagbladet« direktør Henning H. Sparsø's causeri i en ledende artikel, hvori det betegnedes som

»en forfriskende holdning, ØK's ledelse anlægger i en situation, hvor man skal vende en negativ økonomisk udvikling til en positiv og bl.a. gør det ved at søge frem til de felter, hvor man føler, at vi danske er stærke. Og det er vi ikke bare med hensyn til humor. Direktør Sparsø brugte det engelske ord »ingenuity« og oversatte det til en særlig evne til improvisation, fleksibilitet og opfindsomhed.

På den baggrund vil Kompagniet gå videre ud i 80'erne i et angreb på omkostningerne og med energiske bestræbelser for at udnytte mulighederne. Direktør Sparsø sluttede sit causeri med disse ord:

»Vi har hverken mistet humøret eller pusten. Vi er vort samfundsansvar bevidst, men engang imellem er vi bekymrede over, at samfundsstyringen hæmmer de kvaliteter i dansk ungdom, som vi har så hårdt brug for.«

Sagt af den mand fra det selskab er det ord til alvorlig eftertanke.«

For serious consideration

After the meeting in the Danish Association for the Promotion of the Danish Merchant Marine, which was attended by the Royal Danish Couple, the daily paper »Dagbladet« commented on Mr. Henning H. Sparsø's causerie in a leading article in which it was described as a

»refreshing attitude, the one EAC's management is adopting in a situation, where one has to turn a negative economic development into a positive one and does it by seeking those fields where one feels Danish and strong. And this we are, and not only with regard to sense of humour. Mr. Henning H. Sparsø used the English word »ingenuity« and translated it to comprise a special ability for having a talent of improvising, flexibility and inventiveness.

Based on this background the Company will go further on into the 'eighties in an attack on costs and with a strong effort for the purpose of exploiting possibilities. Mr. Henning H. Sparsø concluded his causerie with these words:

»We have lost neither spirits nor heart. We are aware of our social responsibility, however, once in a while we are concerned over the fact that the governing of the social organization hampers those qualities in the Danish youth which we need so badly.«

Said by that gentleman from that Company, those words require serious consideration!«

Regentparret og 400 andre søfartsinteresserede lytter til direktør Henning H. Sparsø's causeri.

The Royal Couple and 400 other people interested in shipping listen to Mr. Henning H. Sparsø's causerie.



Nakskov Skibsværft bygger højt specialiserede kemikalietankere

Nakskov Skibsværft har strakt kølen til det første af to kemikalietankerskibe, som værftet skal levere til henholdsvis rederiet J. O. Odfjell, Bergen, og rederiet Johnson Line i Stockholm.

Skibstypen er en spejlgattet, enkeltskruet enkeltdekker, bygget med »softnose« bov med bulbstævn, bak og poop. Maskinrum samt aptering med bro er placeret agten for lastsektionen. Lastsektionen og det tilhørende lastbehandlingssystem er konstrueret i henhold til IMCO's regler for transport af flydende kemikalier af type II og III karakter. Skibet har 30 lasttanke, alle forsynet med dobbeltbund. Tankplanen er et resultat af rederens overvejelser vedrørende rute- og transportmønstre af »easy«-laster og mere specielle laster, som skibene i 1983 skal transportere.

Skibene skal bygges i henhold til Den norske Skipskontroll og Svenska Sjöfartsverkets regler for uindskrænket fart og vil endvidere blive udstyret med certifikater til den amerikanske kystvagt, det italienske RINA og for sejlads på Panama og Suez kanalen samt St. Lawrence floden.

Klassifikationsselskabet er Det norske Veritas, hvor skibene får klassebetegnelse +1A1, Tanker for Chemicals and Tanker for Oil, EO, Is 1A med følgende notationer:

Centertanke: k, a2, b3, c3, v3, d2, f2

Sidertanke: k, a1, b3, c3, v3, d2, f1

hvor k står for, at bunkertanke er adskilt fra lasttanke med cofferdamme. a1 og a2 refererer til tanktypen, medens de resterende betegnelser er knyttet til diverse lastbehandlingssystemer.

Hoveddimensioner og karakteristiske data:

Længde overalt	149,40 m
Længde mellem perpendikulærene	141,50 m
Bredde på spant	22,40 m
Sidehøjde fra basislinie	11,75 m
Sommerdybgang fra basislinie	9,00 m
Skibets dødvægt ved denne dybgang er 17.180 t. Skibets bredde er fastlagt af St. Lawrence Seaways regler. Skibets over-alt-længde er bestemt af havnerestriktioner.	

Disse dimensioner giver plads for følgende tankkapaciteter:

Coatede lasttanke	4.925 m ³
Rustfri lasttanke	15.240 m ³
Sloptanke	725 m ³
Brændolietanke:	

svær olie	1.320 m ³
dieselolie	340 m ³

Ferskvand	300 m ³
Segregerede vandballasttanke	3.520 m ³
Prøvetursfarten ved 9,00 m dybgang må ikke være mindre end 15,5 knob, når maskineriet arbejder ved 85% af maksimal kontinuerlig ydeevne.	

Lasttanke

Skibets 10 vinge-lasttanke vil alle blive coatede med zinksilikat, medens de 20 center-lasttanke udføres i rustfrit stål med en kvalitet svarende til amerikansk norm AISI 316 L.

Årsagen til rederens krav om rustfri tanke er ønsket om transport af stærkt korroderende vædske som svovlsyre, fosforsyre og andre »heavy chemicals«.

Disse kemikalier medfører supplerende krav til tankstyrken og tankrensingsprocessen. I henseende til tankdimensioner skal disse kunne tolerere opvarmede laster og for centertankenes vedkommende laster med vægtfylder op til 2,15 ton/m³

Lastbehandling

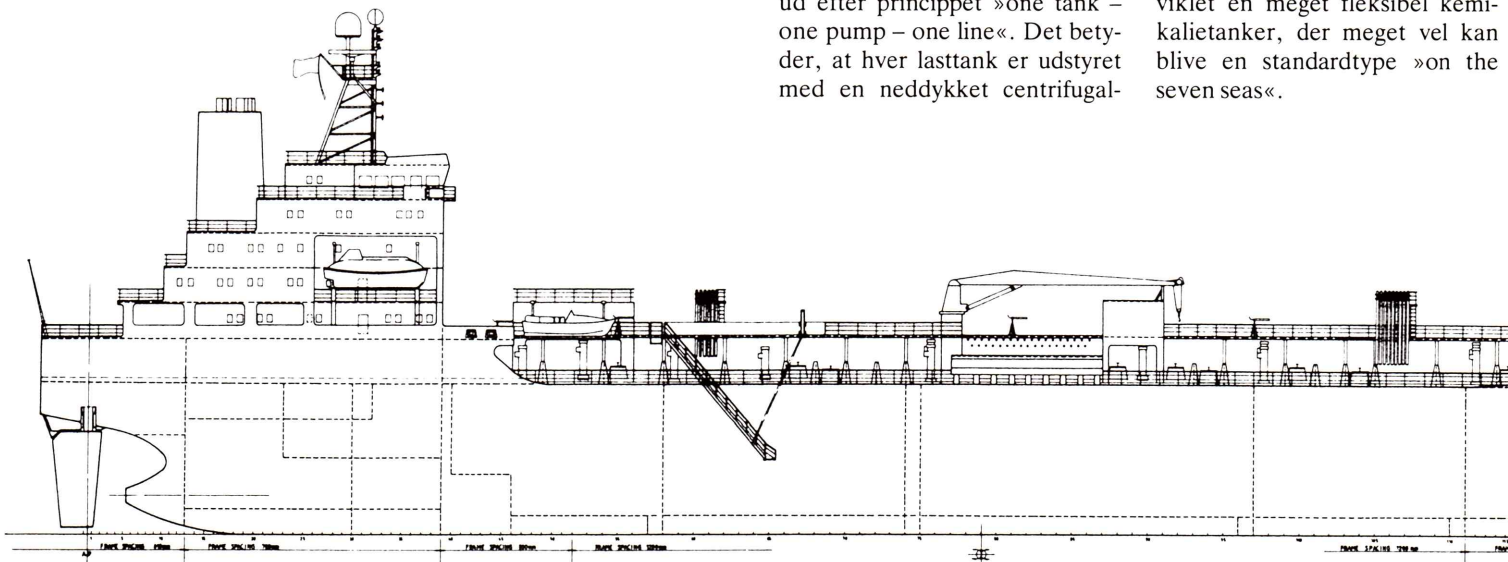
Lastbehandlingssystemet er lagt ud efter princippet »one tank – one pump – one line«. Det betyder, at hver lasttank er udstyret med en neddykket centrifugal-

pumpe. Disse dansk fabrikerede pumper er lavet af rustfrit stål og er elektrisk drevne. Pumpekapa-citeten varierer fra 100 til 300 m³/time, afhængig af tankstørrelsen.

I princippet kan skibet fragte og håndtere 30 forskellige laster samtidig. Det giver rederiet en stor, men kostbar fleksibilitet, som sigter mod specielle og godt betalte transportopgaver. Yderligere har samtlige tanke mulighed for at blive tilsluttet et nitrogenanlæg med det formål at indføre nitrogengassen i tankatmosfæren for at hindre ladningen i at reagere med luft. Den totale adskillelse medfører også, at hver tank har sit eget udluftningssystem. Disse rør er ført til udluftningstårne og forsynet med pres-vac ventiler med høj hastigheds dyse, hvorved højden reduceres til 3 meter over gangbroen, der løber fra for til agter. Alternativt kan gassen føres i land.

Samtlige lasttanke og sloptanke er monteret med varmeslanger. De 6 store centertanke har 3 uafhængige sæt, således at skibet kan vedligeholde temperaturen for varmekrævende laster (fx. fosforsyre) på 85° C i centertanke og 40° C i vingetanke under sejlads.

Skibene er forberedt for en forlængelse på 20 meter, og Nakskov Skibsværft har hermed udviklet en meget fleksibel kemikalietanker, der meget vel kan blive en standardtype »on the seven seas«.



Nakskov Shipyard builds highly specialized chemical tankers

Nakskov Shipyard has laid the keel for the first of two chemical tankers, which the yard is to deliver to the shipowners J. O. Odfjell, Bergen, and the shipowners Johnson Line in Stockholm, respectively.

The vessel is a transom stern, single screw, single decked type with soft nose, bulbous bow, and castle and poop. The engine room, accommodation and the bridge are placed abaft the cargo tank area. The cargo tanks and the appertaining cargo handling system will be constructed to comply with the IMCO rules for transport of liquid chemicals for ship type II and III. The vessel in question has 30 cargo tanks, all provided with double bottom. The arrangement of the tanks emanates from the shipowners' deliberations with regard to sailing and transport patterns of »easy« and more sophisticated cargoes which the vessels will be carrying in 1983.

The vessels are to be built to comply with the rules of Den norske Skipskontroll and Svenska Sjöfartsverket, applying to unrestricted trade and will, furthermore, be furnished with certificates valid for the United States Coast Guard, the Italian RINA, and for navigation of the Panama and Suez Canals as well as the St. Lawrence River.

The vessels will be constructed according to Det norske Veritas Rules and Regulations under the following classification:

+1A1, Tanker for Chemicals and Tanker for Oil, EO, Ice 1A with the notations:

Centre tanks: k, a2, b3, c3, v3, d2, f2

Wing tanks: k, a1, b3, c3, v3, d2, f1

The k denotes that bunker tanks are separated from the cargo tanks by means of cofferdams,

while a1 and a2 refer to the type of tanks. The remaining denotations relate to various load handling systems.

Principal particulars

Length o.a.	149.40 m
Length between p.p. .	141.50 m
Moulded breadth	22.40 m
Moulded depth	
from base line	11.75 m
Summer draught	
from base line	9.00 m
At the draught indicated above the vessel's deadweight comes to about 17,180 tons. The breadth of the vessel is restricted by the rules of the St. Lawrence Seaways. The vessel's overall length is determined by harbour restrictions.	
These dimensions allow the following tank capacities:	
Coated cargo tanks ..	4,925 m ³
Stainless cargo tanks .	15,240 m ³
Slop tanks	725 m ³
Fuel oil tanks,	
heavy oil	1,320 m ³
Fuel oil tanks,	
diesel oil	340 m ³
Fresh water	300 m ³
Segregated water	
ballast tanks	3,520 m ³
The trial trip speed at a draught of 9.00 m must be not less than 15.5 knots at 85% of the engine's maximum continuous rating.	

Sektioner er ved at blive udlagt på beddingen.
Sections are being placed on the berth.

Cargo tanks

The vessel's 10 wing cargo tanks will be coated with a zinc silicate paint.

The vessel's 20 centre tanks will be made of stainless steel of a quality corresponding to the American AISI 316 LN standard.

The reason for the shipowners' demand for stainless tanks is their desire to transport highly corrosive acids, such as sulphuric acid, phosphorous acid and other heavy chemicals etc. Such heavy chemicals entail supplementary demands on the strength of the tanks and the tank washing process. As regards dimensions, the tanks must be able to hold heated cargoes, and as far as the centre tanks are concerned, they must be able to hold cargoes with specific gravities of up to 2.15 tons/m³.

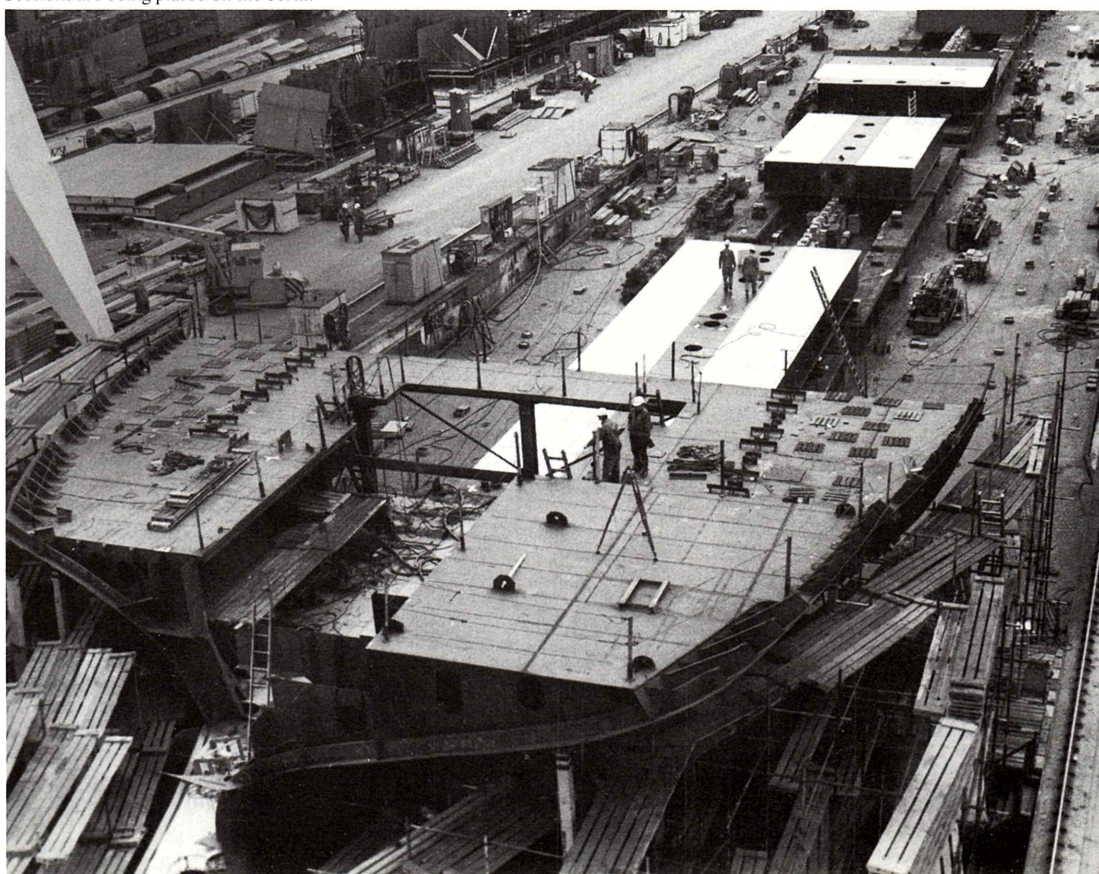
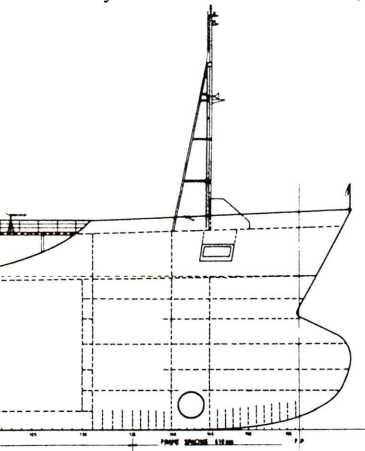
The cargo handling system follows the principle: »One tank – one pump – one line«. This means that each cargo tank is equipped with a submerged centrifugal pump. These Danish manufactured pumps are made of stainless steel and are electrically driven. The pumping capacity varies from 100 to 300 m³ per hour, depending upon the size of the tank.

In principle, the vessel can thus

simultaneously carry and handle 30 different cargoes. This allows the shipowners a wide, albeit expensive, flexibility which aims at special and well-paying transport tasks. It is, furthermore, possible to connect all tanks to a nitrogen plant with a view to feeding nitrogen gas into the tank atmosphere (blankets) and thus preventing the cargo from mixing with air. The complete segregation also entails a separate ventilation system for each tank. The appertaining pipes are connected to ventilation towers and provided with high velocity relief valves, making it possible to keep the height of the ventilation towers at 3 metres above the cat walk which runs from stem to stern. Alternatively, the gas may be led ashore.

All cargo and slop tanks are provided with heating coils. Each of the large centre tanks have 3 independent parallel running sets of heating coils, while each of the remaining tanks have 2 independent parallel running sets, so that temperatures for heat demanding cargoes (e.g. super phosphoric acid) during the voyage can be maintained at 85° C in the centre tanks and 40° C in the wing tanks.

The vessels will be built in such a way that they can be extended by 20 metres, and Nakskov Shipyard has in this way developed a very flexible chemical tanker which might well be a standard type of ship »on the seven seas«.



Nyt om navne People

Direktør *Henning H. Sparsø* er blevet valgt til præsident for den europæiske skibsreder-organisation CAACE (Comité des Associations d'Armateurs des Communautés Européennes), hvis medlemskreds består af Danmarks Rederiforening og dennes søsterorganisationer i otte andre EF-lande: Belgien, Frankrig,

Grækenland, Irland, Italien, Holland, Storbritannien og Vest-tyskland.

Mr. *Henning H. Sparsø* has been elected President of the European Shipowner-Organisation CAACE, (Comité des Associations d'Armateurs des Communautés Européennes), whose circle of members comprises Danish Shipowners' Association and its sister organisations in eight other EEC countries: Belgium, France, Greece, Ireland, Italy, Holland, United Kingdom and West Germany.

Fødevarer-koncernen Plumrose A/S har fået en administrerende direktør: den 41-årige *Jan Holmegaard Laursen*, der i år fejrer 25-års jubilæum i Kompagniet og har tilbragt de 20 af disse år i Latinamerika. Kompagniets direktion har hidtil stået

som administrerende direktør for Plumrose, hvis direktion her efter består af *Jan Holmegaard Laursen* (adm.), direktør *B. Leth Nielsen* og vicedirektør *H.C. Sørensen*.

The food processing organization, Plumrose Limited, has got a managing director: the 41 year old Mr. *Jan Holmegaard Laursen*, who this year celebrates his 25th anniversary in our Company and has spent 20 of these years in Latin America. Our Company's Executive Board has so far operated as managing director of Plumrose, whose management hereafter will comprise Mr. *Jan Holmegaard Laursen*, managing director, Mr. *B. Leth Nielsen*, director, and Mr. *H. C. Sørensen*, deputy director.

Jan Holmegaard Laursen



Ny ledelse i Alfragt a/s. Transportselskabet Alfragt a/s, der er datterselskab af ØK og De Danske Statsbaner, har skiftet ledelse. *Gunnar Rixen*, som blev pensioneret 1. juli, efter at have ledet selskabet siden etableringen i 1972 med en meddirektør fra DSB i størstedelen af tiden, er afløst af direktørerne *Kai M. Plaugmann* (administrerende) og *Thomas Jessen*, henholdsvis 46 og 56, som tidligere var chef for henholdsvis Carlsberg-bryggeriet i Malaysia og DSB's godstjeneste. Alfragt beskæftiger 125.

Gunnar Rixen

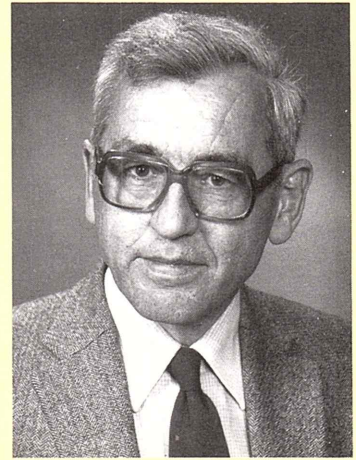


Kai M. Plaugmann



New management in Allfreight Ltd. The transport company, Allfreight Ltd., which is a subsidiary of our Company and the Danish State Railways, DSB, has changed management. Mr. *Gunnar Rixen*, who retired 1st July after having managed the company since the establishment in 1972 together with a co-manager from DSB in the greater part of the period, has been replaced by the directors Mr. *Kai M. Plaugmann* (managing) and Mr. *Thomas Jessen*, 46 and 56 years old respectively, who were previously managers of Carlsberg Brewery Malaysia Berhad in Malaysia and DSB's Goods Service, respectively. Allfreight employs 125 people.

Thomas Jessen



Problemerne hedder børn og møbler. *Steffen Bjørn Hanssen*, 48 år, har skiftet bopæl og arbejde. Han er flyttet fra posten som økonomi- og administrationschef på Nordwell til en nyoprettet post som leder af EAC Transport Services i Abidjan i Elfenbenskysten, og tidsskriftet »Penge og Privatøkonomi« fortæller i en artikel om udvandring, at det navnlig er børnenes skolegang og møblerne, der frembyder et problem ved denne flytning.

mand tidligere været stationeret i Thailand, Zimbabwe, Sydafrika, Vietnam og Burundi.

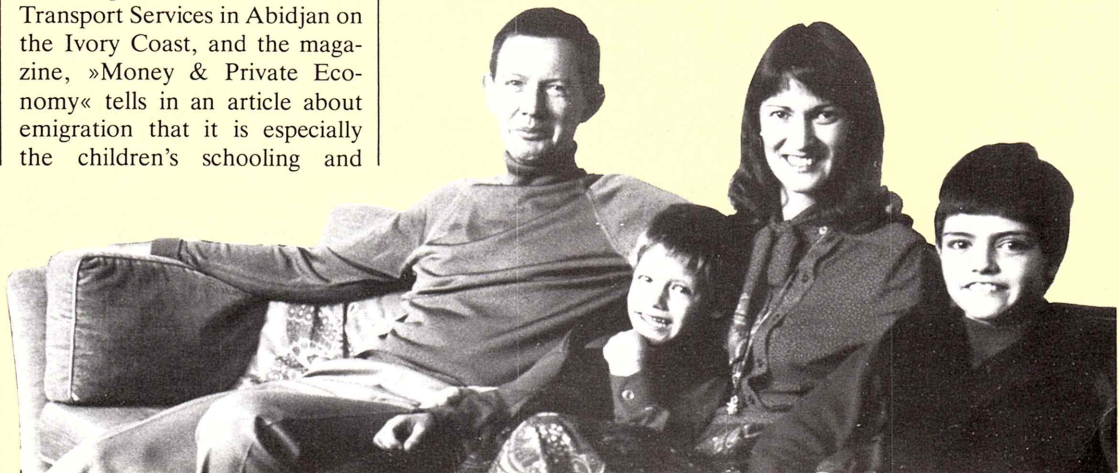
Problems are children and furniture. Mr. *Steffen Bjørn Hanssen*, 48 years old, has changed address and job. He has moved from the position of Economy and Administration Manager at Nordwell to a newly established post as Head of EAC Transport Services in Abidjan on the Ivory Coast, and the magazine, »Money & Private Economy« tells in an article about emigration that it is especially the children's schooling and

furniture that present a problem when moving.

As far as the children are concerned, it is hoped, however, to solve the problem by transfer to the International School in Abidjan, and part of the furniture will remain in storage in Denmark. Plush-covered chairs are not exactly suitable for the tropics.

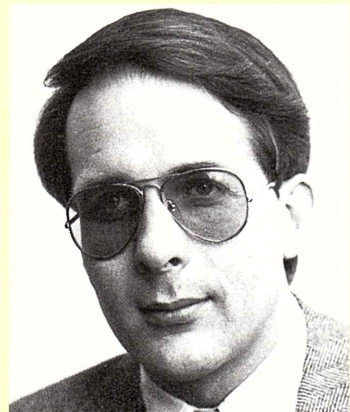
The transfer to a new way of life in West Africa does not scare Elizabeth and Steffen Bjørn Hanssen. She is daughter of a diplomat and has used her spare time in Flensburg to obtain a HF education, and as an EAC employee he has previously been stationed in Thailand, Zimbabwe, South Africa, Vietnam and Burundi.

For børnenes vedkommende håber man imidlertid at løse problemet ved overførsel til den internationale skole i Abidjan, og en del af møblerne lader man opmagasinere i Danmark. Plysstole er ikke sagen i tropenerne. Hvad angår overgangen til en ny tilværelse i Vestafrika, lader Elizabeth og Steffen Bjørn Hanssen sig ikke forkrække. Hun er diplomatdatter og har brugt tiden i Flensborg til at tage HF-uddannelse, og han har som ØK-



Tre andre, nye topmænd i Kompagniet er hentet udefra: Den 38-årige cand.polit. *Lars Dalsager*, der har været undervisningsassistent på Københavns Universitet, lektor på University of East Africa og – siden 1975 – chefkonsulent ved Dansk Management Center i København, er ansat i Kompagniet som uddannelseschef fra 1. august 1982. Den 32-årige *Jan Selsmark*, der kom fra en stilling hos A.P. Møller, har overtaget en nyoprettet stilling i ØK's skibsafdeling som leder af tankskibsafdelingen. Og den 47-årige *John Rathmell Poole*, der har en engelsk universitetsuddannelse og 24 års ansættelse i Barclays Bank i London, Jamaica og Nairobi bag sig, er ansat i Kompagniet som Group Manager International Taxation. Alle tre ansættelser er et eksempel på Kompagniets nye ansættelsesprocedure, der bl.a. tager sigte på at tiltrække supplerende ekspertise ved ansættelse af udefra kommende medarbejdere med specielle kvalifikationer.

Lars Dalsager



3 other, new top executives in our Company have been taken from outside: The 38 year old Mr. *Lars Dalsager*, M. Sc., who has been a tutor at the Copenhagen University, lecturer at the University of East Africa and – since 1975 – chief consultant at the Danish Management Centre in Copenhagen – has been employed by our Company as Training Manager effective as from 1st August 1982. The 32 year old Mr. *Jan Selsmark*, who came from a post with A. P. Møller, has taken over a newly established position in our Company's Shipping Department as manager of the Product Carrier Department. And the 47 year old Mr. *John Rathmell Poole*, who holds an English university degree and who has behind him a 24 year employment in Barclays Bank in London, Jamaica and Nairobi, has been employed by our Company as Group Manager International Taxation. All three appointments are examples of our Company's new employment procedure the aim of which includes the desire to attract supplementary expertise by employment from outside of employees having special qualifications.

John R. Poole



K. C. Larsen

Ny ledelse i skibsafdelingen. Den hidtidige leder af Kompagniets Transpacific Linie, EAC Lines, *K. C. Larsen*, 46, er vendt tilbage til Danmark for at overtage ledelsen af skibsafdelingens tekniske division ved underdirektør, kaptajn *S. C. Nygaards* forestående pensionering. Og ledelsen af Stillehavsruuten er overtaget af den 39-årige *Chresten A. Bjerrum*, der kom fra en stilling som underdirektør i ØK Data og der var ansvarlig for afdelingen for virksomhedsrådgivning, som i en årrække har haft et nært samarbejde med ØK's skibsafdeling.

S. C. Nygaard, der næste år fylder 65, gik til søs som purung, sejlede under hele den anden verdenskrig i allieret tjeneste, læste efter krigen til skibsfører, avancerede til kaptajn i Kompagniet og overførtes til skibsinpektionen i 1960. *K. C. Larsen* har som ØK-mand været stationeret i Hamburg, Kapstaden, Durban, Bangkok, Singapore, London og – siden 1975 – i Vancouver og har i hele sin karriere beskæftiget sig med skibsfart, mens *Chresten Bjerrum* er Master of Science (Economics) fra University of London og var forsker ved Sentralinstituttet for Industriell Forskning i Oslo, medejer af et management-konsulentfirma med afdelinger i København og Bruxelles samt direktør for Informatics P & W i Los Angeles før ansættelsen i ØK Data i 1978.

Jan Selsmark



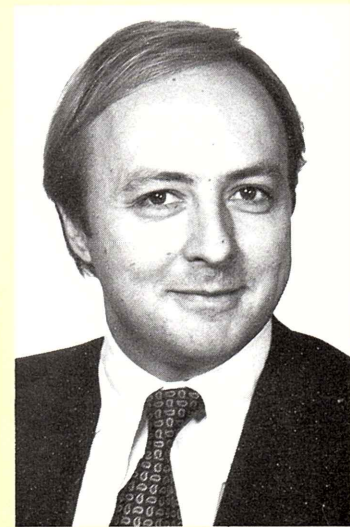
S. C. Nygaard



New manager in shipping department. The previous manager of our Company's Transpacific Line, EAC Lines, Mr. *K. C. Larsen*, 46 years old, has returned to Denmark in order to take over the management of our shipping department's Ship Management Division upon the impending retirement of Captain *S. C. Nygaard*, and the management of the Pacific Service has been taken over by the 39 year old Mr. *Chresten A. Bjerrum*, who came from a position as deputy director in EAC Data where he was responsible for the Management Consulting Division, which for a number of years has had a close co-operation with our Company's shipping department.

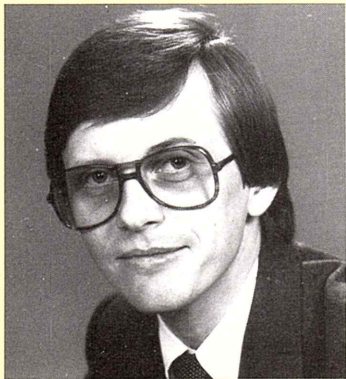
Captain *S. C. Nygaard*, who completes his 65th year next year, went to sea as a very young man, sailed during the whole World War II in the allied service, studied after the war to become a shipmaster and was promoted captain in our Company and was transferred to Technical Division in 1960. Mr. *K. C. Larsen* has as an EAC employee been stationed in Hamburg, Cape Town, Durban, Bangkok, Singapore, London, and – since 1975 – in Vancouver and has during his entire career been engaged in shipping activities, whereas Mr. *Chresten Bjerrum* is a M.Sc. (Economics) from the University of London and was a researcher at the Central Institute for Industrial Research in Oslo, co-owner of a management consultant firm with departments in Copenhagen and Brussels as well as director for Informatics P & W in Los Angeles before his employment by EAC Data in 1978.

C. A. Bjerrum



En sektor for kommunikation er oprettet af ØK Data, og til leder af den er udnævnt den 36-årige civilingeniør *Aage Hauge*, der var ansat i ØK Data 1975-76 og indtil genansættelsen ved dette års begyndelse knyttet til General Electric Information Services Co. med ansvar for installation, drift og vedligeholdelse af MARK III-netværket i først Skandinavien og siden i Sydeuropa. Som sektionschef i ØK Data får *Aage Hauge* ansvaret for planlægning, opbygning

Aage Hauge



Blomster fra medarbejderne.

Et nyt datterselskab, The East Asiatic Company (Japan) Ltd., er registreret i Japan. Det ejes 100 pct. af Kompagniet og har overtaget handels-aktiviteterne fra Tokyo-filialen, som fortsat vil varetage aktiviteterne inden for skibsfart. Etableringen af det nye selskab markeredes med en blomsterhilsen fra medarbejderne til direktøren, *Søren Larsen*, 44, der kvitterede med et glas sherry, hvormed hele staben skålede for det nye selskabs fremtid. For de sproginteresserede kan oplyses, at »Company Limited« hedder »Kabushiki Kaisha« på japansk.



og drift af Kompagniets kommende kommunikationssystem, der skal anvendes til transmission af såvel almindelige telexmeddelelser som data-transmission.

A sector for communication has been established by EAC Data and as its manager is appointed the 36 year old Mr. *Aage Hauge*, graduate engineer, who was employed in EAC Data 1975-1976 and until his re-employment at the beginning of this year attached to General Electric Information Services Co. with responsibility for installation, operation, and maintenance of the MARK III networks first in Scandinavia and later on in South Europe. As a section manager in EAC Data, Mr. *Aage Hauge* will resume responsibility for planning and establishment and operation of our Company's future communication systems, which are to be used for transmission of both ordinary telex messages as well as data transmission.

Flowers from the employees.

A new subsidiary, The East Asiatic Company (Japan) Limited, has been registered in Japan. It is owned 100% by our Company and has taken over the trading activities from the Tokyo Branch, which will continue to handle the activities within shipping. The establishment of the new company was marked with flowers and greetings from the employees to the manager, Mr. *Søren Larsen*, 44 years old, who repaid the compliments with a glass of sherry with which the whole staff proposed a toast for the good future of the new company. For those who are interested in languages it may be informed that »Company Limited« in Japanese language is called »Kabushiki Kaisha«.

Nye chefer i Indonesien. To af de indonesiske virksomheder, som Kompagniet er medejer af, får ny ledelse. *Jens Bonne Svennevig*, 36, der i nogle år har ledet malervarefabrikken P.T. Danapaints i Jakarta, overtager ledelsen af scooterfabrikken P.T. Danmotors efter *Jens Nørlyng*, 41, som er designeret til bestyrelsesarbejde i selskabet. Og *Svennevig* efterfølges på Danapaints af *Steen M. Johansen*, 34, der kommer fra posten som direktionssekretær hos vor danske partner, *Sadolin & Holmblad A/S*. *Steen M. Johansen*, der er speditøruddannet i American Express og HD i afsætningsøkonomi, har tidligere været ansat hos IBM, Scan-Ble (under »Pussycat«) og *Walther Hansen Transport A/S*, og hos *Sadolin & Holmblad A/S* har han næsten halvdelen af de fem år været sagsbehandler i datterselskaberne i Kenya, Tanzania, Uganda og Tyrkiet, så han har – ligesom de øvrige, nybagte chefer – gode forudsætninger for at løse opgaverne.

New managers in Indonesia.

Two of the Indonesian enterprises, in which our Company is a co-owner, will get new management. Mr. *Jens Bonne Svennevig*, 36 years old, who for a couple of years has been in charge of the paints factory, P.T. Danapaints in Jakarta, takes over the management of the scooter factory, P.T. Danmotors after Mr. *Jens Nørlyng*, 41 years old, who has been designated to assignments on the Board of Directors of the company. And Mr. *Svennevig* will be replaced at Danapaints by Mr. *Steen M. Johansen*, 34 years old, who comes from the position of secretary to the management with our Danish partners, *Sadolin & Holmblad Limited*. Mr. *Steen M. Johansen*, who has been trained as a forwarding agent in American Express and holds a diploma in commerce, HD, marketing, has previously been employed by IBM, Scan-Ble (under »Pussycat«) and *Walther Hansen Transport Limited*, and with *Sadolin & Holmblad Limited* he has for about half the time of the five year period been handling »procedure matters« in the subsidiaries in Kenya, Tanzania, Uganda and Turkey, and he has, therefore, like the other newly appointed managers, good qualifications to solve the problems.

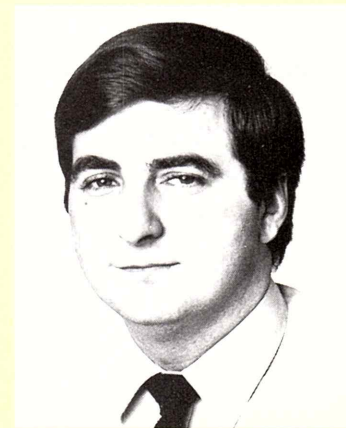
Jens Nørlyng



Jens B. Svennevig



Steen M. Johansen



Tak fra Amalienborg. Kaptajn Kurt Brun Kaysen, 47, der er skibsfører på ØK's Vestafrikalinie, har fra Amalienborg modtaget en hjertelig tak, fordi han som fører af containerskibet m.s. »Boringia« har taget sig godt af hjemtransporten af vestafrikanske kunstgenstande, som H.K.H. Prins Henrik fik overrakt eller købte under sit besøg i Vestafrika i marts. Det drejer sig om masker og andet kunsthåndværk, som takket være containerruten kunne bringes direkte fra Abidjan til Aarhus.

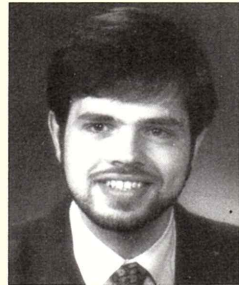
Thanks from Amalienborg. Captain Kurt Brun Kaysen, 47 years old, who is shipmaster on our Company's West Africa Service, has from Amalienborg received cordial thanks because he as a captain of the container vessel »Boringia« has taken good care of the transport home of West African objects of art, which H.R.H. Prince Henrik was presented with or bought during his visit to West Africa in March. It is a question of masks and other handicrafts which thanks to the container service could be brought from Abidjan direct to Aarhus.

K.B. Kaysen



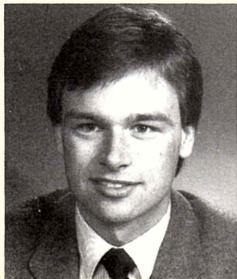
Jørgen Hejl

Søren Larsen



Lars Vistisen

P. M. Kornerup



20 elever klar til udsendelse

Efter udstået elevtid og veloverstået eksamen på Kompagniets 36. dagkursus i driftsøkonomi, nationaløkonomi og jura er 17 elever samt 3 fra et tidligere kursus nu klar til videreuddannelse i udlandet, for de flestes vedkommende oversøisk.

Seminaropgaverne omfattede følgende emner: Udlandslån, Danmarks energiforsyning og energiforsyningspolitik, Virksomhedernes muligheder for at øge medarbejdernes præstationer gennem motivation, Det danske marked for reservedele til automobiler, Ansvarsmæssige og økonomiske konsekvenser af havari med tankskib, Reklame-TV i Danmark og Nulbasebudgettering.

20 trainees ready for service abroad

Having completed apprenticeship and passed successfully

through the examination of our Company's 36th day-course in business economics, political economics, and commercial law, 17 trainees as well as 3 others from a previous course are now ready for further training abroad, most of them overseas.

The examination papers of the seminar comprised the following subjects: foreign loans, Denmark's energy supply and policy, the companies' possibilities of increasing the employees performance through motivation, the Danish market for spare parts for motorcars, liability and economical consequences of general average incurred by a tanker, TV-advertising in Denmark, and zero-base budgetting.

Skibsfdelingen - Shipping Dept.

Finn Erik Johansen, Singapore, (Nedlloyd-EAC)
Jørn Møller, Port Kelang, (Nedlloyd-EAC)
Henrik S. Søndergaard, Paris
Ole Flening Thomsen, Skibsfdelingen, Head Office
Klaus S. Stamp, London, (UBC)

Kern Schmidt-Jørgensen, Skibsfdelingen, (Head Office)

EAC Trading

Ole Emmert Andersen, Heidelberg Eastern, New York
Peter Kjær Poulsen, Heidelberg Eastern, New York
Jørgen Hejl, Hamburg
Søren Larsen, Heidelberg Eastern, New York

Bogholderierne - Accounts Depts.

Lars Christian Fabricius, Heidelberg Eastern, New York
Kim Hansen, Heidelberg Eastern, New York
Kaj S. Borregaard, Skibsfdelingen, Head Office

Fra tidl. erhvervsøkonomiske kurser - From previous courses

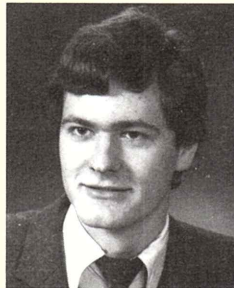
Vagn Heiberg, Moldow Dust Control Inc., Greensboro
Lars Vistisen, Heidelberg Eastern, New York
P.M. Kornerup, Heidelberg Eastern, New York

De følgende fire kursister bliver udsendt primo 1983

The following 4 students will be posted abroad early 1983

Holger Bjørnholdt Berthelsen
Jens Karing
Anders Højby Nielsen
Vagn E. Gaarde Pedersen

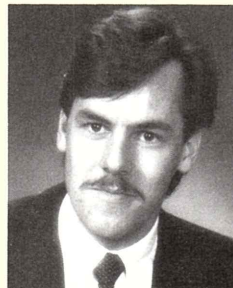
Finn Erik Johansen



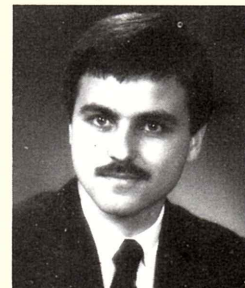
Jørn Møller



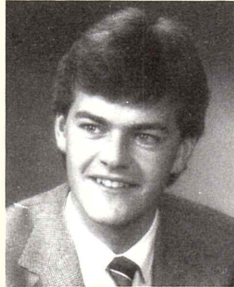
Henrik S. Søndergaard



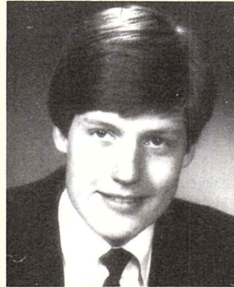
Ole Flening Thomsen



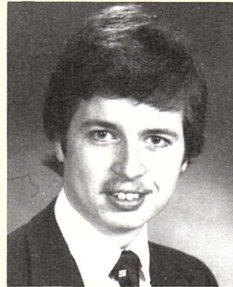
Klaus S. Stamp



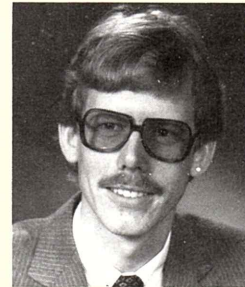
Kern Schmidt-Jørgensen



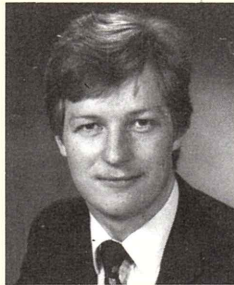
Ole Emmert Andersen



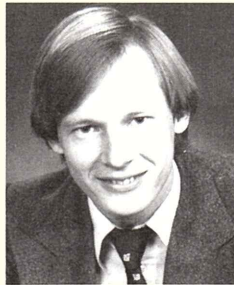
Peter Kjær Poulsen



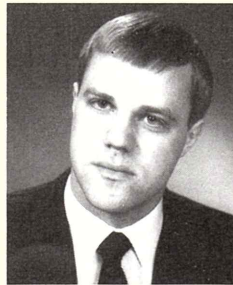
Lars Christian Fabricius



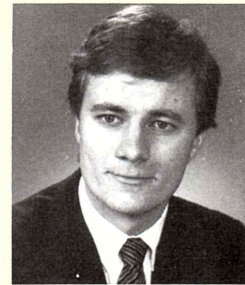
Kim Hansen



Kaj S. Borregaard



Vagn Heiberg



Lars Vistisen

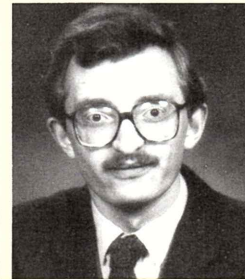
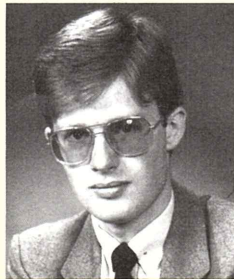
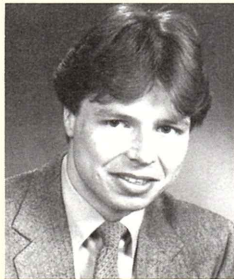
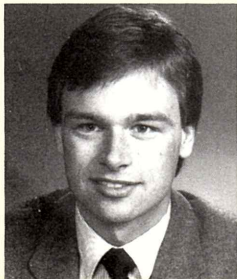
P. M. Kornerup

Holger Bjørnholdt Berthelsen

Jens Karing

Anders Højby Nielsen

Vagn E. Gaarde Pedersen



ScanDutch annoncekampagne 1982 Prestige advertising campaign

ScanDutch, der fejrede 10-års jubilæum den 1. april i år, har i jubilæumsåret udarbejdet en serie annoncer, hvoraf vi viser fire eksemplarer i reduceret format på denne side, medens en annonce er gengivet i fuldt format på bladets bagside.

ScanDutch er – som mange af læserne vil vide – en samsejling, hvis partnere er ØK, Wilh. Wilhelmsen, Norge, Compagnie Générale Maritime, Frankrig, Broströms Rederi AB, Sverige, og Nedlloyd BV, Holland, og som driver liniefart mellem Europa, Middelhavet m.m. og Det fjerne Østen.

ScanDutch – who celebrated its 10th anniversary on 1st April this year – has in the jubilee year prepared a series of advertisements, of which we show four examples in a reduced format on this page, whereas an advertisement in full scale is printed on this Magazine's back cover.

ScanDutch is – as many readers will know – a joint service, whose partners are EAC, Wilh. Wilhelmsen, Norway, Compagnie Générale Maritime, France, Broströms Rederi AB, Sweden, and Nedlloyd BV, Holland, operating Liner Traffic Service between Europe, the Mediterranean etc. and the Far East.



Some shipping lines barely give you the time of day, much less service around the clock. At ScanDutch we're committed to our promise of 1st class container transport, with the meticulous care, punctuality and special treatment it implies.

No doubt that's why shippers in England and the Far East have been requesting our services regularly for years. Isn't it time you did the same? **ScanDutch**



From La Tour Eiffel to haute couture few nations set higher standards than the French. Not surprising then that ScanDutch is frequently entrusted with the task of bringing French goods to the Orient in perfect condition. And making sure that products from the Far East arrive in France with style. Of course, this reputation for 1st class care gives us a lot to live up to. But then it gives our competition a monumental headache. **ScanDutch**



Traditional values carry great weight in Japan. One of the oldest is scrupulous concern for quality. At ScanDutch our meticulous care in handling cargo has made us the frequent choice of the Japanese for container transport to Europe.

The moral: when exporting goods to the Far East, consider the weight of tradition. Ask for ScanDutch. **ScanDutch**



Trading in a market like Hong Kong isn't easy. The competition is tough and there's lots of it. Yet for ten years, shippers have consistently turned to ScanDutch for those little extras that you expect from first class. Unfailingly punctual sailings. Truly dependable deliveries. Meticulous treatment of container cargo bound for Europe. You need not settle for second best either when importing goods from the Far East. Make your reservations with us. **ScanDutch**

Thailandsk interesse for dansk mejeri- og landbrugsdrift

En delegation fra The Rubber Replanting Aid Fund i Bangkok, der er en afdeling af det thailandske landbrugsministerium, besøgte Danmark i midten af juni for at gøre sig bekendt med dansk mejeri- og landbrug.

Den thailandske organisation aftager store kvantiteter kemikalier fra ØK, Thailand, og Kompagniet stod for arrangementet i Danmark, der bl.a. omfattede besøg på Statens Forsøgsgård og Nordsjællands Landboforening i Hillerød samt Nordsjællands Mejeri i Hørsholm og Landbrugsrådet. Endvidere besøgte delegationen ØK's hovedkontor, hvor dette foto blev taget af delegationens medlemmer sammen med det thailandske generalkonsulats leder, Erik Bach (yderst til højre), der havde tilrettelagt programmet.

From right (No. 2): Mr. Narong Suchare, Managing Director, Mr. Anat Rojanapiboon, Head of Administration Division, Mr. Nikorn Karnsakul, Head of Finance Division, Mr. Tawee Noitrup, Head of Development Division, and Mr. Kasem Thomyawit, Senior Provincial Officer. Utmost right: Mr. Erik Bach, EAC.



Thai interest in Danish dairy and farming industry

A delegation from the Office of the Rubber Replanting Aid Fund (ORRAF), which is a Department of the Ministry of Agriculture & Co-Operatives, Bangkok, visited Denmark in the middle of June to familiarize themselves with Danish Dairy and Farming Industry.

The Thai Organisation buys large quantities of chemicals from EAC(T) Ltd., Thailand, and our Company sponsored the programme in Denmark, which included visits to the Government Experimental Farm and the Agricultural Advisory Centre in Hillerød in North Zealand as well as North Zealand's Dairy in Hørsholm and the Agricultural Council of Denmark in Copenhagen. Furthermore, the delegation visited our Company's Head Office, where this photo was taken of the members of the delegation together with Mr. Erik Bach (right), Head of the Royal Thai Consulate General, who had arranged the programme.

Fremtidens kontor i Bangkok

ØK's datterselskab i Thailand, EAC (Thailand) Ltd., der sidste år påbegyndte forhandlingen af CPT-tekstbehandlingsudstyr, har leveret et sådant anlæg til det thailandske udenrigsministerium og har endvidere åbnet et servicecenter for CPT-tekstbehandlingsmaskiner og andet avanceret kontor-udstyr for at imødekomme den store interesse for sådanne maskiner.

Service-centret vil blive benyttet til kurser for kunderne i effektiv anvendelse af tekstbehandlingsudstyret, til demonstration for potentielle kunder og undervisning af studerende, som forbereder sig på at arbejde på »fremtidens kontor«.

Det er vort håb, at service-centret også bliver et viden-center til glæde for firmaerne og deres medarbejdere, siger EAC(T)'s direktør C. Dencker Nielsen, der på billedet glæder sig over tekstbehandlings-udstyret.

The office of the future in Bangkok

Our Company's subsidiary in Thailand, EAC (Thailand) Ltd., who last year commenced the sale of CPT word processors, has delivered such a system to the Thai Foreign Ministry and has, furthermore, opened a service centre, a »Customers Support Centre«, for CPT word processors and other advanced office equipment in order to meet the keen interest in such machines.

The service centre will be used to train customers in effective use of the word processor equipment, for demonstration to potential customers and classes for students who are preparing themselves to be staffing the »office of the future«.

»It is our hope that the service centre will also become a »Knowledge Centre« for the benefit of companies and their employees« says Mr. C. Dencker Nielsen, EAC(T) Ltd.'s Managing Director, who on the photo enjoys the operation of the word processor equipment.



Tekstbehandlingsmaskiner til Bangkok-bank

EAC(T), Bangkok har truffet aftale med Bangkok Bank Limited om levering af et antal CPT tekstbehandlingsmaskiner til bankens hovedkontor og en filial.

Maskinerne får udstyr, således at de kan tilknyttes telex, hvilket betyder en stor arbejdsmæssig lettelse ved kommunikation med udlandet.

På fotoet veksler direktør C. Dencker Nielsen, EAC(T), håndtryk med Mr. Damrong Krishnamara, Senior Executive

Vice President, Bangkok Bank, efter underskrivelsen af kontrakten.

Word processors for Bangkok Bank

Bangkok Bank Limited has signed a contract with EAC(T), Bangkok, for the installation of several CPT word processors at the bank's head office and Phlapphalachai Banking Office. The word processors will be used by the bank's Credit Documentation Processing Department and they will be equipped with accessories for telex to facilitate overseas communications.

Mr. Damrong Krishnamara, Senior Executive Vice President of Bangkok Bank, shakes hands with Mr. C. Dencker Nielsen, Managing Director of EAC(T), following the signing of the contract. Also attending the ceremony are from left Mr. Joti Bhokavani, Financial Controller of

EAC(T), Mr. Henning N. Jensen, Manager of EAC(T)'s Business Systems Department, Mr. Suchart Boonipat, Manager of Wordprocessing Division, and Professor. Dr. Srisakdi Charmonman, Advisor to the President, Bangkok Bank.



Foundation stone laid for Herbicide plant in Thailand

Grundstenen lagt til EAC(T)-ICI fabrik i Thailand

To coincide with 50 years of fruitful co-operation between Imperial Chemical Industries PLC of the U.K. and the East Asiatic Company (Thailand) Limited in Thailand, the foundation stone was laid on 9th June for a herbicide (weed-killer) plant to be operated by ICI ASIATIC (Agriculture) Company Limited, the first joint venture company between ICI and EAC(T).

The factory is currently under construction at Bangpoo Industrial Estate, Samut Prakarn province, 30 km south east of the centre of Bangkok, and will incorporate up-to-date environmental protection equipment in strict accordance with ICI's worldwide standards. The plant will manufacture the ICI herbicide marketed under the brand name of »Gramoxone« which is the most widely used herbicide in Thailand. Sufficient land is available on the site for expansion of the operation to cover possible formulation of other agricultural chemicals like insecticide and rodenticide.

The stone-laying ceremony was performed by the Chairman of the new company's Board of Directors, Mr. C. Dencker Nielsen, the Managing Director of EAC(T). A large number of distinguished guests participated, among others Dr. A. Robertson, until recently Executive Director of the Main Board of ICI Millbank; Dr. J. D. Rushton, Chairman of ICI Malaysia; Mr. J. Arthur Hansen, Managing Director and Member of the Main Board of EAC Copenhagen; Khun Saisithi Pornkao, Samut Prakarn, Provincial Governor; Mr. W. F. McIlquham Schmidt, Danish Ambassador, and Mr. W. F. B. Price, Economic and Commercial Counsellor of the British Embassy.

The traditional Buddhist ceremony was performed by 9 Buddhist monks and included the usual Brahmin ceremony, asking for permission from the guardian spirit of the land to construct the plant and to bring prosperity to the Company. Following an address by Mr. C. Dencker Nielsen, the foundation stone was laid at 11.29 hours on 9th June, the auspicious hour having been selected by the Royal Brahmin according to astrological calculations. Nine is considered a very lucky number, because the word in Thai for »nine« sounds like that for »progress«.

Production at the new plant is expected to commence by mid 1983.

I 50-året for indledningen af samarbejdet mellem The East Asiatic Company (Thailand) Limited og Imperial Chemical Industries PLC, (ICI), Storbritannien, er grundstenen blevet nedlagt til en fabrik, der skal fremstille ukrudtsbekæmpende midler. Det er det første selskab, der er oprettet af ICI og EAC(T) i Bangkok som joint venture.

Fabrikken er under opførelse 30 km sydøst for Bangkok, og den får det mest moderne udstyr til miljøbeskyttelse i nøje overensstemmelse med ICI's internationale normer. Fabrikken vil fremstille ICI-ukrudtsdræber »Gramoxone«, der er det mest anvendte ukrudtsmiddel i Thailand. Den opføres på et areal, der er stort nok til en udvidelse til at omfatte andre landbrugskemikalier.

Grundstensnedlæggelsen foretoges af bestyrelsesformanden for det ny selskab, direktør C. Dencker Nielsen, EAC(T), og den overværedes af en række gæster.

Produktionen på den ny fabrik ventes startet i midten af 1983.

Mr. J. Arthur Hansen scattering flower petals over the foundation stone as blessing of good luck to the factory. In the background are Dr. A. Robertson, until recently Executive Director of the Main Board of ICI Millbank and Mr. Chuer Pavasant, Senior Manager of Agriculture Dept., EAC(T).

Direktør John Arthur Hansen, ØK, strør blomsterkronblade ud over grundstenen med ønsket om held og lykke for fabrikken.

The marble foundation stone – a replica of which will in due course be hung in the factory – inscribed with the name of the firm, the horoscope of the new building, the auspicious date and time, and the name of Mr. C. Dencker Nielsen.

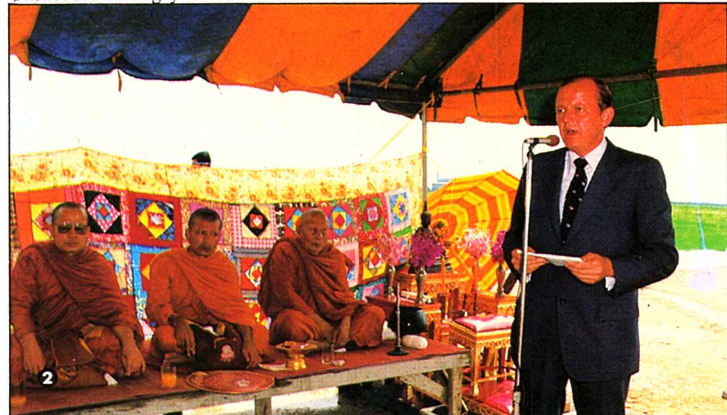
Grundstenen af marmor – hvoraf en kopi til sin tid bliver ophængt i fabrikken.

Mr. C. Dencker Nielsen addressing the guests – some of the nine monks in the background.

Direktør C. Dencker Nielsen taler til gæsterne. I baggrunden nogle af de ni munke, der udførte det traditionelle, buddhistiske ceremoniel i forbindelse med indvielsen.

Mr. C. Dencker Nielsen anointing the foundation stone and 9 other stones of gold-, silver- and bronze colour.

Direktør C. Dencker Nielsen velsigner grundstenen og 9 andre sten i guld-, sølv- og bronzefarver.



ICI and EAC(T) jubilee celebrations in Bangkok

EAC(T) og ICI fejrer 50 års samarbejde i Thailand

To celebrate 50 years of successful co-operation in Thailand between Imperial Chemical Industries PLC of the U.K. and The East Asiatic Company (Thailand) Limited, two grand parties were held in Bangkok during June.

On 9th June the Board of Directors of EAC (Thailand) invited 150 prominent Government officials and business connections for cocktails and dinner at the Grand Ballroom of the famous Oriental Hotel, adjacent to the Head Office of EAC (Thailand) on the banks of the Chao Phya River, and once owned by the founder of EAC, Captain H. N. Andersen.

The venue the following day was at the Convention Hall of the Ambassador Hotel where 400 important customers of ICI products as well as the staff of EAC (Thailand)'s Chemicals Activities enjoyed a lively evening.

To help make the events enjoyable and memorable, several ICI Executives from the U.K., Australia, Singapore and Malaysia representing most of ICI's business and product areas came to Bangkok. Leading the 'ICI team' were Dr. and Mrs. A. Robertson, until recently Executive Director of the Main Board of ICI Millbank, and Dr. and Mrs. J. D. Rushton, Chairman of ICI Malaysia Group of Companies. Representing the EAC Group was Mr. J. Arthur Hansen, Managing Director and Member of the Main Board, and a Director of EAC (Thailand).

The East Asiatic Company (Thailand) Limited og Imperial Chemical Industries PLC (ICI), Storbritannien, markerede de første 50 års samarbejde – omtalt udførligt i ØK Bladet nr. 2/82 – med bl.a. to store selskaber i Bangkok.

Ved det ene var EAC(T)'s bestyrelse vært for 150 regeringsmedlemmer, embedsmænd og forretningsforbindelser ved en middag på Oriental Hotel, medens 400 kunder og staben i EAC(T)'s kemiske division deltog i det andet selskab.

ICI-direktører fra Storbritannien, Australien, Singapore og Malaysia var kommet til stede i anledning af jubilæet, medens Kompagniet var repræsenteret af direktør John Arthur Hansen, der er medlem af EAC(T)'s bestyrelse.

5 Mr. J. Arthur Hansen welcoming H. E. Sem Pringpuangkeo, Minister of Public Health. In background Mrs. C. Dencker Nielsen, Dr. A. Robertson and Mrs. A. Robertson. Sundhedsminister, H. E. Sem Pringpuangkeo bydes velkommen af direktør John Arthur Hansen.

6 Mr. C. Dencker Nielsen addressing the guests. Direktør C. Dencker Nielsen byder gæsterne velkommen.

7 (from left) Dr. A. Robertson, Mr. C. Dencker Nielsen, Mr. J. Arthur Hansen and Dr. J. D. Rushton toasting the guests.

Dr. A. Robertson, direktør C. Dencker Nielsen, Direktør J. Arthur Hansen og Dr. J. D. Rushton skåler med gæsterne.

8 (from left) Mr. J. Hansen, Head of Far East EEC Delegation; H.E. H.A. Justin Staples, British Ambassador; Mr. Ayus Isarasena, EAC(T) Board Member; H.E. Sunthorn Hongladarom, EAC(T) Board Member; Mr. C. Dencker Nielsen, Managing Director of EAC(T); M.C. Prince Galavarnadis Diskul, EAC(T) Board Member.

9 Dr. A. Robertson handing over crystal jug to Mr. C. Dencker Nielsen as a memento for the 50 years of cooperation.

Dr. A. Robertson, tidl. bestyrelsesmedlem i ICI Millbank, overrækker en krystalkande til direktør C. Dencker Nielsen til minde om de 50 års samarbejde.

10 Mrs. A. Robertson drawing lucky prize No. 1 of the Raffle. Fru A. Robertson udtrækker tørstepremien i lotteriet.

11 Miss Nandhida Keobuaysai, Thailand's leading singer, entertaining the guests. Miss Nandhida Keobuaysai, Thailands førende sangerinde, underholder gæsterne.



Large spare parts centre inaugurated in Nigeria

Stort reservedelscenter indviet i Nigeria

R.T. Briscoe (Nigeria) Limited – in which our Company holds 40% of the shares – has opened a large spare parts centre in Ibadan, Nigeria's biggest city, which is situated about 150 km from the capital of Lagos. The warehouse complex occupies 10,000 m², and 200 employees handle the supply of spare parts for Toyota and Volvo motorcars and Vespa scooters to 15 Briscoe spare parts branches as well as a large number of dealers throughout Nigeria.

The new spare parts centre is capable of delivering as many as 36,000 different parts for the various models of passenger cars, trucks, buses etc. made by Toyota and Volvo as well as for Vespa scooters. In order to keep track of this enormous number of spare parts, a Flex-data-system is used, which has been developed by our Company's subsidiary, EAC Data, Copenhagen.

A large number of guests attended the inauguration of the spare parts centre, which was lined up to take place simultaneously with the 25th anniversary for the establishment of R.T. Briscoe (Nigeria) Limited.

R.T. Briscoe (Nigeria) Limited, hvori Kompagniet har en aktieandel på 40%, har åbnet et stort reservedelscenter i Nigeria's største by Ibadan, ca. 150 km fra hovedstaden Lagos.

Det bebyggede areal omfatter 10.000 m², og 200 medarbejdere er beskæftiget med levering af reservedele til Toyota og Volvo automobiler og Vespa scootere til 15 Briscoe reservedelslagre såvel som til et stort antal forhandlere i hele Nigeria.

Det ny reservedelscenter er leveringsdygtigt i ikke mindre end 36.000 dele til forskellige modeller af personbiler, varevogne, busser, trucks, etc. af mærkerne Toyota og Volvo samt til Vespa scootere. Til at holde rede på dette overvældende antal reservedele anvendes et FlexData-system, der er udviklet af Kompagniets datterselskab, ØK Data.

Et stort antal gæster overværede indvielsen af reservedelscentret, der faldt sammen med 25-års dagen for oprettelsen af R.T. Briscoe (Nigeria) Limited.

The Oyo State Commissioner for Works, Chief M. Koleoso cutting the tape, while (from left first row) H. E. The Danish Ambassador A. Brandstrup, Chief Jerome Udoji (Briscoe Chairman), B. Hüttemeier (Briscoe Vice-Chairman), Flemming Marcher (Briscoe Director) – (from left second row) Chief O. I. Akinkugbe (Briscoe Director), S. O. Ogundare (Chairman, Productivity, Price & Incomes Board), Chief D. S. Yaro (Briscoe Director), Svend Nisted (Briscoe Managing Director), Niels Horn (Briscoe Deputy Managing Director), I. Yamaguchi (Asst. General Manager of Toyota Motor Sales Company), Carlos Hiekel (Manager, Volvo Parts Division) and Carlo Denari (Area Manager, Piaggio) look on.

The Oyo State Commissioner for Works, Chief M. Koleoso foretager den officielle åbning af reservedelscentret.



1
Hostesses in Nigerian National Dress.
Værtinder i nigerianske nationaldragter.

2
Guests at the inauguration ceremony.
Et udsnit af gæsterne ved åbningsceremonien.

3
Presentation of the Motor Parts Centre to the VIP visitors – from left: F. Kolkjaer Sorensen (General Manager Motor Division), Chief M. Koleoso (Oyo State Commissioner for Works), The Danish Ambassador, Chief J. Udoji (Briscoe Chairman), Chief D. S. Yaro (Briscoe Director), M. Bishopton (Warehouse Manager) and B. Hüttemeier (Briscoe Vice-Chairman).
Rundvisning på reservedelscentret.



4
The various Toyota and Volvo Motor Vehicles sold by Briscoe in Nigeria were on display in front of the Motor Parts Centre.
Toyota og Volvo automobiler, der forhandles af Briscoe i Nigeria, var udstillet foran reservedelscentret.

5
Toyota Girl presenting the Toyota Coaster Bus at the Motor Show in front of the Motor Parts Centre.
Toyota Coaster Bus.

6
A Vespa Scooter Rally was held in connection with the Inauguration of the Motor Parts Centre.
Et Vespa Scooter Rally blev afholdt i forbindelse med indvielsen.



At a Dinner Party at the Premier Hotel in Ibadan the night before the inauguration gifts were presented to Briscoe by:

R.T. Briscoe (Nigeria) Limited modtog mange gaver i forbindelse med indvielsen af reservedelscentret og firmaets 25-års jubilæum.

7
I. Yamaguchi, Asst. General Manager of Toyota Motor Sales Company, Tokyo, presents a plaque commemorating Briscoe's 25 years anniversary to N. Horn, Deputy Managing Director of Briscoe.

8
Carlos Heikel, Manager Volvo Parts Division, presents a Crystal Ball to F. Kolkjaer Sorensen, General Manager of Briscoe's Motor Division.

9
S. Larsen, President of the East Asiatic Company (Japan) Limited presents a painting to H. Mousten, Group Manager of Briscoe's Motor Parts Group.

Inmarsat-premiere:

Telefon og telex ud i det blå

Af redaktør Per Rungholm, »Position« og »Søfart«.

Søfarten er for alvor gået ind i satellit-kommunikationens æra. Fra 1. februar overtog Inmarsat, International Maritime Satellite Organization, med hovedkvarter i London, ansvaret for det globale maritime satellitsystem, som hidtil har været drevet alene af amerikanske interesser i Marisat (Comsat). Samtidig åbnedes endnu to jordstationer i henholdsvis Eik, Norge, og Ibaraki, Japan, og fire mere følger, inden året er omme.

Inmarsat har idag 37 medlemslande – 85% af verdenstonnagen – med procentvise andele efter den forventede trafik. Danmark deltager med 1,67854% gennem P&T – udover bidrag til Eik-stationen i Norge, etableret af Norge, Danmark og Sverige.

Inmarsat vil ikke selv stå som ejer af satellitter. I begyndelsen vil de eksisterende Marisat-satellitter dog fortsat blive benyttet, idet man lejer deres kapacitet, men de vil efterhånden blive faset ud, og i stedet vil man leje den fulde kapacitet i de to Marecs-satellitter og en del af kapaciteten i de fire Intelsat V satellitter.

Marecs-satellitterne tilhører det fælles-europæiske rumfartsselskab (ESA), og Intelsat V satellitterne Den Internationale Tele-kommunikations Satellit Organisation (Intelsat).

ØK's m.s. »Atrevida« fik som det første skib i den danske handelsflåde installeret et anlæg til satellit kommunikation i 1976, og i dag har 8 ØK-skibe sådanne anlæg.

Marisat-satellitterne på 655 kilo har 10 kanaler hver, medens Marecs klarer 40 kanaler

Den daglige trafik sker automatisk. Et telefon- eller telexopkald til et skib sker i koder, som får områdets NCS (Network Co-ordination Station) til at finde og åbne en ledig kanal. Ad kanalen ud til satellitten og videre ned til skibene i dækningsområdet kommer kodekaldet (6 tal), som udløser modtageren på det eksakte skib med den givne kode, og telefonen ringer på broen eller et andet ønsket sted, og evt. starter telexapparatet, og trafikken kan afvikles.

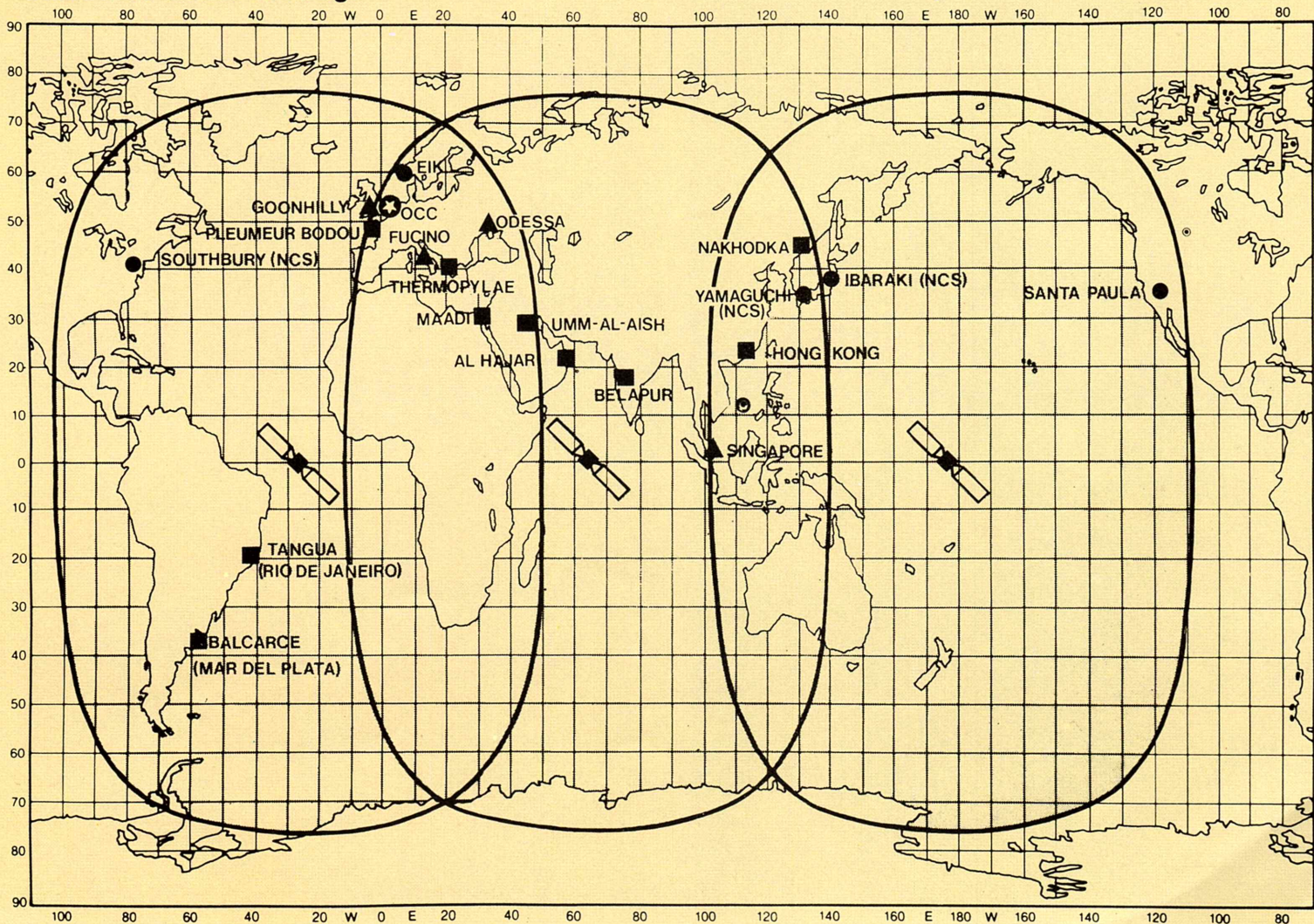
I modsat retning sker samme proces pr. trykknapper med de behørigt indtastninger for at komme igennem til såvel jordstationen som abonnenten i land.

Skibets anlæg består af telefon og printer og eventuelt en skærm-terminal, en elektronikenhed med sender og modtager samt en gyro-stabiliseret antenneenhed, der kompenserer skibets bevægelser. Kompagniet har fundet det hensigtsmæssigt at udruste alle container-skibene på West Africa Service samt alle tankskibene med anlæg til satellitkommunikation eller Ship Earth Stations (S.E.S.), som de nu kaldes i Inmarsat-regi for at skelne dem fra jordstationerne, der nu hedder Coast Earth Stations (C.E.S.).

De tre satellit-positioner med de respektive dækningsområder fremgår af kortet sammen med landstationernes placering.

The positioning of the three satellites and the stations on land and their respective territories will appear from the map.

INMARSAT Global Coverage



Telephone and telex out in the blue

By editor Per Rungholm, »Position« and »Søfart«

Shipping and navigation have taken a serious step to enter into the era of satellite communication. From 1st February, Inmarsat (International Maritime Satellite Organisation, with head quarters in London) took over the responsibility for the global maritime satellite system, which has previously been run alone by American interests in Marisat (Comsat). At the same time, still two more earth stations were opened in Eik, Norway, and Iberaki, Japan, respectively, and four more are to follow by the end of the year.

Inmarsat has today 37 member countries – 85% of the world's tonnage – with pro rata shares according to the expected traffic. Denmark participates with 1.67854% through P&T – besides contributions to the Eik station in Norway, established by Norway, Denmark and Sweden.

Inmarsat will not be listed as the owner of the satellites. At the beginning the existing Marisat satellites will still be used as their capacity is hired, however, they will gradually be phased out, and instead the full capacity of the two Marecs satellites will be hired as well as part of the capacity of the four Intelsat V satellites.

The Marecs satellites belong to the European Space Agency (ESA), and the Intelsat V satellites belong to the International Tele-Communication Satellite Organisation, (Intelsat).

As the first vessel in the Danish mercantile marine, the Company's motor vessel »Atrevida« had a system installed in 1976 for satellite communication, and today eight EAC vessels operate such systems.

The Marisat satellites weighing 655 kg have each 10 channels, whereas the Marecs satellites can handle 40 channels.

The daily traffic takes place automatically. A call by telephone or telex to a ship is made in codes, which make the territory's NCS (Network Co-ordination Station) find a vacant channel. Through the channel to the satellite and further on and down to the vessels in the territory covered, the code number (6 figures) will appear, which will release the receiver on exactly the ship in question having this code, and the telephone will ring on the bridge or at another selected place, and the telex machine will possibly start and the communication may be finished.

The same thing will happen in the opposite direction by using pushbuttons, keying in the necessary codes to get through to the earth station as well as the subscriber on land.

The ship's system comprises telephone and printer and possibly a screen terminal, an electronic unit with transmitter and receiver as well as a gyro stabilized radio aerial network, which up-dates the vessel's movements/position.

Our Company has found it appropriate to equip all container vessels on the West Africa Service as well as all product carriers with satellite communication systems or Ship Earth Stations (S.E.S.), as they are now called in Inmarsat circles in order to distinguish them from earth stations, which are now called Coast Earth Stations (C.E.S.).



Inmarsat-antenne.
Inmarsat aerial.

En medarbejders yndlingsopskrift

Mrs. Gina Prost, der er ansat i Kompagniets datterselskab Johnson, Walton Steamship Ltd., Vancouver, har sendt ØK Bladet denne opskrift efter at have læst i bladet om ØK-hovmestres yndlingsretter:

An employee's favourite recipe

Mrs. Gina Prost, who is employed by over Company's subsidiary, Johnson, Walton Steamship Ltd., Vancouver, has submitted the following recipe to EAC Magazine after she read in the Magazine about EAC Chief Stewards' favourite recipes:

Mrs. Gina Prost



Orientaliske kyllingevinger og bryst

(Serveres varme eller kolde)

Ingredienser til 6 personer:

1½ kg kyllingevinger og bryst, 2 piskede æg, 1 kop mel og 1 kop smør.

Til saucen: 3 spiseskefulde soja-sauce, 3 spiseskefulde vand, 1 kop sukker, ½ kop eddike, 1 knust hvidløg og ½ teskefuld salt.

Opskrift:

Skær vingespidserne af (og gem dem til suppe), udskær vingerne og brystet i passende stykker. Dyp dem i æg og mel og steg dem i smør, til de er mørkebrune og sprøde. Lav i mellemtiden saucen i en saucepande og lad den småkoge, indtil sukkeret smelter. Kom de stegte vinger på en flad pande og hæld sovs over dem.

Varm i en ovn ved 250° C i 10-15 minutter og hæld sovs over vingerne med en ske med jævn mellemrum.

Denne ret kan laves i forvejen og varmes i en ovn.

Oriental Chicken Wings

(Hot or cold snack)

Ingredients, sufficient for 6 persons

3 lbs. chicken wings, 2 eggs beaten, 1 cup of flour, 1 cup of butter.

Sauce: 3 tablespoons soya sauce, 3 tablespoons water, 1 cup white sugar, ½ cup white vinegar, 1 crushed garlic clove, ½ teaspoon salt.

Preparation:

Cutt off wing tips (save for soup broth). Cut wings in half at the joint. Dip in egg and then in flour, fry in butter until deep brown and crisp. Meanwhile in saucepan mix sauce ingredients and simmer until sugar melts. Put fried chicken wings in shallow pan and pour sauce over wings. Bake at 350°F for ½ hour, spoon sauce over wings every 10 minutes during cooking.

These are good made ahead and warmed in oven.



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