



# ØK BLADET

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Ny kinesisk ordre på hvede fra Canada, se siderne 4 & 5.

New Chinese order for wheat from Canada, see pages 4 & 5.



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Forsiden. Det kinesiske skib *Zhuhai* indtager en ladning canadisk hvede til Den kinesiske Folkerepublik ved Saskatchewan Wheat Pool's kornelevator langs siden af ØK's m.s. *Morelia*.

*Front page. The Chinese vessel Zhuhai loading a cargo of Canadian wheat for the People's Republic of China at the Saskatchewan Wheat Pool Grain Elevator alongside EAC's m.s. Morelia.*

Bagsiden. Gammelt og nyt mødes i den gamle fiskerby Aberdeen på sydsiden af Hong Kong øen, hvor hundreder af husbåde efterhånden bliver afløst af moderne, billige boligkarréer. En lignende udvikling finder sted på transportområdet (se artiklen på siderne 6 & 7).

*Back page. Ancient and modern times meet at the old fishing village of Aberdeen on the south coast of the island of Hong Kong, where hundreds of house boats are gradually replaced by modern, low-cost apartment buildings. A similar development takes place in the field of transportation. (See article on pages 6 & 7).*

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# Kontrakt med Kina

Kompagniet skrev den 11. september 1978 kontrakt med Den kinesiske Folkerepublik om teknisk rådgivning ved modernisering af havneanlæg m. m. i Kina.

Under direktør Mogens Pagh's ophold i Kina i april førtes en række forhandlinger med ledende personligheder i forskellige ministerier og korporationer, deriblandt trafikminister Yeh Fei, som fremsatte en opfordring til Kompagniet om at bistå i den modernisering af Kinas eksterne transportsystem, omfattende skibsfart, havneanlæg, flodtrafik m. v., som indtager en høj prioritetsstilling i Kinas omfattende udviklingsprogram for de nærmest kommende år. Det aftaltes senere med trafikministeriets generaldirektør, Yuan Keng, at Kompagniet straks tog fat på denne opgave og som et første skridt udsendte en ekspertgruppe til Kina i anden halvdel af maj.

Siden da har to hold eksperter under ledelse af direktør H. H. Sparsø og underdirektør Holger Hansen besøgt Kina med henblik på at fastslå og aftale bistandens omfang, og efter forhandlinger med myndighederne i Kina kunne Kompagniet den 11. september meddele, at kontrakt herom var undertegnet samme dag i Peking – på Kompagniets vegne af underdirektør Holger Hansen.

Aftalen betragtes som et vigtigt led i udbygningen af Kompagniets mangeårige, venskabelige forhold til Kina, og opgaven vil i første omgang omfatte teknisk rådgivning ved modernisering af havneanlæg i Tientsin (Hsinkang) og Shanghai med speciel vægt på container-trafik og dertil knyttet infrastruktur, men forudses udvidet til yderligere havne- og transportforhold.

Til løsning af de øjeblikkelige opgaver udsendtes torsdag den 14. september den første gruppe teknikere under ledelse af chefen for Kompagniets marinetekniske division, prokurist S. C. Nygaard. Gruppen, der desuden består af prokurist F. Ollendorff, kaptajn Ole Henriksen og hr. J. Didrichsen fra skibsaftelingen, vil i Kina udarbejde det endelige program for dels de forskellige udviklingsetaper, dels udsendelse af flere hold teknikere til gennemførelse af disse etaper i de kommende år.

## Contract with China

*On 11th September our Company signed a contract with the People's Republic of China involving technical advice in connection with modernization of harbour installations etc. in China.*

*During Mr. Mogens Pagh's visit to China in April a number of negotiations took place with leading officials in various ministries and corporations, including H.E. the Minister of Transport, Yeh Fei, who invited our Company to assist in modernizing China's external transport system comprising shipping, harbour installations, river-borne traffic etc. which enjoy a high priority in China's extensive development programme during the years to come. It was subsequently agreed with the Director General of the Ministry of Transport, Mr. Yuan Keng, that our Company forthwith commence looking into this task and as a first step despatch a group of experts to China during the second half of May.*

*Since then two groups of experts, headed by Mr. H. H. Sparsø, Managing Director EAC, and Mr. Holger Hansen, General Manager-Export Department, have paid visits to China with a view to determining and agreeing upon the extent of the assistance, and following negotiations with the authorities in China our Company could on 11th September announce that a contract had been signed on that very day in Peking – Mr. Holger Hansen signing on behalf of our Company.*

*The agreement is considered an important link in extending our Company's long and friendly relations with China, and the assignment will as a start comprise technical advice in connection with modernizing the harbour installations in Tientsin (Hsinkang) and Shanghai with particular emphasis on container traffic and the related infrastructure, but it is anticipated that the assignment may be extended to include additional harbour and transport facilities.*

*To solve the immediate assignments the first group of technicians, headed by the Manager of our Company's Maritime Technical Division, Captain S. C. Nygaard, left for China on 14th September.*

*The group, which includes Mr. F. Ollendorff, Captain Ole Henriksen, and Mr. J. Didrichsen from Head Office's Shipping Department, will in China finalize the programme involving partly the various development stages and partly despatch of further groups of technicians to implement these stages during the years to come.*



# Nye Nakskov-linier sparer mange penge

M.s. *Samoa*, der overtoges af Kompagniet den 23. juni som det første af de seks Liner Replacement-skibe fra Nakskov Skibsværft, har – som ventet – vist sig at medføre en betydelig brændstofbesparelse for Kompagniet og er et nyt bevis på værftets evne til at bygge driftsøkonomiske skibe.

Ved projekteringen af LR-serien på Nakskov Skibsværft besluttedes det at gennemføre omfattende model-forsøg med ændrede skrog-linier og nedsat omdrejningstal for drivskruen for derigennem at opnå oliebesparelse i forhold til konventionelle skibe med samme hoveddimensioner, lasteevne og fart.

Hele dette koncept, der foruden ændringer i skrog-formen indebar ændringer i skibets maskinanlæg på grund af det nedsatte omdrejningstal for drivskruen, gennemførtes i nært samarbejde mellem værftet, B & W samt ØK's tekniske afdeling, og omfattende model-forsøg foretoges i Skibsteknisk Laboratoriums modeltank i Lyngby.

For drivskruen projekteredes med en reduktion af omdrejningstallet fra normalt 120 o/minut til ca. 105 o/minut, og da der ikke på motormarkedet fandtes en motor med den ønskede motorkraft – ca. 9000 BHP – ved et så lavt omdrejningstal, blev flere muligheder undersøgt, deriblandt brug af en standardmotor af typen B & W 6K74EF med normalt omdrejningstal 120 o/min, men i "down-rated" version, d.v.s. med o-tallet sænket til 105 og hestekraften reduceret fra de normale 10.600 BHP til ca. 9000 BHP.

Prøvekørslen med standard-motoren i "down-rated" version udførtes hos B & W's licenshaver i Japan, Mitsui, og forsøgene gav et så gunstigt resultat, at det besluttedes at anvende denne motortype i nybygningerne fra Nakskov.

Fartprøverne med *Samoa* viste, at skibets fart/hestekraft lå præcist på prognosen fra modelforsøgene.

Den opnåede besparelse i brændselsforbrug i forhold til et konventionelt skib vil ved en servicefart på 16 knob andrage 6–7 tons pr. døgn, d.v.s. en årlig besparelse på ca. 1500 tons brændselsolie, hvortil kommer en besparelse i smørelie på ca. 2,5 tons pr. år. Med de nugældende oliepriser vil den årlige besparelse i driftsudgifterne andrage ca. 700.000 kr. pr. skib.

## New Hull-lines of Nakskov vessels save money

*M.s. Samoa, the first of six Liner Replacement vessels ordered from the Nakskov Shipyard, was delivered to our Company on 23rd June and has – as expected – proved to entail a considerable saving in fuel and is proof of the shipyard's ability to build vessels with cheap operating costs.*

*When planning the LR-series at the Nakskov Shipyard it was decided to undertake extensive model tests involving altered lines of the hull and reduced revolutions of the propeller in order to attain fuel savings as compared with conventional ships of the same dimensions, carrying capacity, and speed.*

*The concept, which besides alterations to the form of the hull also involved changes to the vessel's engine owing to the reduced revolutions of the propeller, was examined in close co-operation between the shipyard, B & W, and EAC's Technical Department, and extensive model tests were carried out in the model tank of the Danish Ship Research Laboratory in Lyngby (a suburb of Copenhagen).*

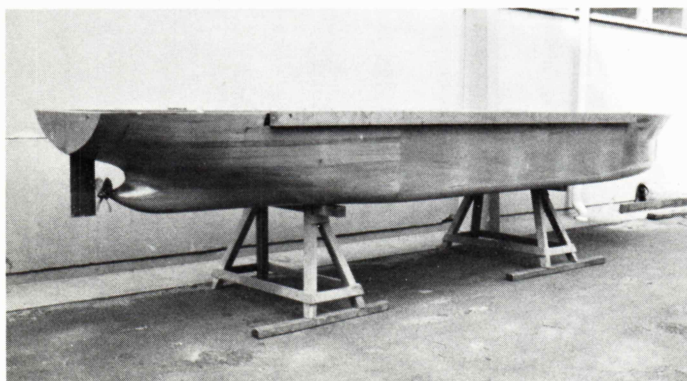
*With regard to the propeller, plans involved a reduction from the normal 120 r.p.m. to about 105 r.p.m., and as an engine with the desired power – about 9,000 B.H.P. – and such low number of revolutions was not available in the market, several possibilities were examined, including a standard B & W Type 6K74EF engine with a normal speed of 120 r.p.m. but in a down-rated version, the number of revolutions being reduced to 105 per minute and the power from the normal 10,600 B.H.P. to about 9,000 B.H.P.*

*Tests with the standard engine in the down-rated version were run at B & W's licensees in Japan, Mitsui, and the tests were so favourable that it was decided to use this type of engine in the newbuildings to be supplied from Nakskov.*

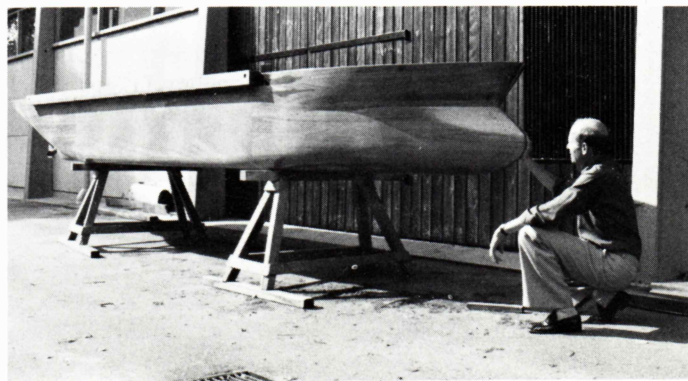
*Speed tests with m.s. Samoa proved that the vessel's speed/horse power rating turned out exactly as forecast in the model tests.*

*The saving in fuel consumption as compared with a conventional vessel will at a service speed of 16 knots aggregate 6–7 tons per 24 hours, corresponding to an annual saving of about 1,500 tons of fuel oil, to which has to be added a saving in lubricants of 2.5 tons a year. At prevailing oil prices the annual saving per vessel comes to about 700,000 Danish Kroner.*

Forsøgsleder E. Kasper, Skibsteknisk Laboratorium i Lyngby, med modellen, hvormed forsøgene gennemførtes, og som i øvrigt fik både for- og agterskib ændret adskillige gange under forsøgene.



Mr. E. Kasper, Head of Research of the Danish Ship Research Laboratory in Lyngby, pictured with the model on basis of which tests were carried out. During tests the bow and stern were, incidentally, changed several times.





# China trade as viewed from Canada

*Our Company's activities in China date back to 1900 when an office was opened in Shanghai. In the late 1950's when Peking requested EAC to assist in setting up the People's Republic of China's first Canadian Wheat purchase, it was through the Vancouver office that the Company obtained Canadian visas for Chinese trade officials, arranged their accommodations, and acted as guides in their visits to Canada.*

*In the spring of 1961 Mr. J.V. Christensen, then President of EAC Vancouver (and now President of Tahsis Company), working with Mr. Alvin Hamilton, Minister of Agriculture, Ottawa, put together one full cargo consisting of 10,000 tons of Canadian Northern Hard Wheat No. 2 on a chartered Greek vessel which left Vancouver bound for Hsinkang, China.*

*At that time it was U.S. policy to seize any cargo destined to The People's Republic of China, if a vessel might touch U.S. soil. Unfortunately, the Greek ship did not have enough fuel for the entire journey and had to put into Midway and for a short period there was an uneasy silence as to the outcome of the vessel's journey.*

*When making this first Wheat deal with China, EAC was fully sponsored by the Canadian Government and it was learned later that a considerable exchange of cables took place between Midway, Washington, and Ottawa resulting in the vessel proceeding to Hsinkang without further interference.*

*Within the last ten years, EAC, Vancouver, acting in the capacity of Handling Agent for China has shipped over 11,500,000 long tons of Canadian Wheat, the bulk of which moved through Canada's west coast ports of Vancouver, Victoria, and Prince Rupert with a smaller portion, from time to time, moving via St. Lawrence River ports.*

*EAC, Vancouver, maintains a competitive advantage over other Handling Agents in that the Company can offer the Chinese Corporation up to the minute information on the progress of each vessel under load, working through the Company's personnel stationed in Hong Kong and Peking who can discuss matters direct with the Chinese.*

## Additional Canadian Supplies for China

*An agreement has been made between our Company and the Chinese authorities involving shipment of yet another large Chinese purchase of grain from Canada. This time it is a question of delivery of 3 million tons of wheat which the People's Republic of China has bought from the Canadian Wheat Board for shipment from September 1978 to August 1979.*

*The grain will be shipped from Canada by Chinese vessels and our Company is involved in procurement as well as loading of the wheat.*

*The large consignment of wheat represents a value of about 1,500 million Danish Kroner.*

*Our Company has, furthermore, sold 15,000 tons of Canadian newsprint to China - China previously having made large purchases of Canadian pulp.*

1



# Kina-h

Kompagniets aktiviteter i Kina går helt tilbage til 1900, da en filial blev etableret i Shanghai. Da myndighederne i Peking i slutningen af 50'erne anmodede ØK om assistance ved gennemførelsen af Den kinesiske Folkerepubliks første køb af canadisk hvede, var det gennem Vancouver-kontoret, Kompagniet skaffede den kinesiske handelsdelegation visa til Canada, arrangerede dens ophold og assisterede ved besøgene i Canada.

I foråret 1961 formidlede den nuværende præsident for Tahsis Company, J. Vibe Christensen, der dengang var filialbestyrer i Vancouver, i samarbejde med landbrugsminister Alvin Hamilton, Ottawa, afskibning af en hel ladning canadisk hvede, nærmere betegnet 10.000 tons Northern Hard Wheat nr. 2, på et chartret græsk fartøj, der afsejlede fra Vancouver med kurs mod Hsinkang i Kina.

Det var dengang amerikansk politik at opbringe al ladning til Den kinesiske Folkerepublik, hvis et skib måtte anløbe amerikansk område. Og da det græske skib uheldigvis ikke havde brændstof nok til hele rejsen og måtte gå ind til Midway, herskede der i en kort periode usikkerhed med hensyn til rejsens videre forløb.

Kompagniet blev imidlertid ved denne første hvedehandel helt og holdent støttet af den canadiske regering, og det forlød senere, at der havde været udvekslet adskillige telegrammer mellem Midway, Washington og Ottawa,

*A Chinese delegation, comprising representatives from Peking and the embassy in Ottawa, has visited Vancouver and inspected a shipment of wheat for the People's Republic of China. The picture shows the delegation at one of the holds of the freighter Zhuhai in the port of Vancouver.*

*The head of the delegation, Mr. Sun So-chang - who shortly after the visit was promoted to Director of the 3rd Department of the Ministry of Foreign Trade in Peking, succeeding Mr. Cheng to-Ping who was appointed a Vice-Minister -, Mr. Chang Chao, Commercial Counsellor of the Chinese embassy in Ottawa (centre), and Canadian Stevedoring Co.'s Grain Loading Supervisor, Mr. McKay, examining a wheat sample from the Zhuhai shipment.*

*The Chinese delegation arriving at the Saskatchewan Wheat Pool's wheat terminal in the port of Vancouver. In the background: Mr. A. R. Currie, Divisional Manager, EAC, Vancouver.*

*The Chinese delegation on the quay in the port of Vancouver.*



# andel set fra Canada

som resulterede i, at skibet uhindret kunne fortsætte til Hsinkang.

I løbet af det sidste tiår har EAC, Vancouver, som Kina's spedititionsagent formidlet afskibning af mere end 11,5 millioner tons hvede, hvoraf hovedparten er gået gennem de canadiske vestkysthavne Vancouver, Victoria og Prince Rupert med en mindre del nu og da via havne i St. Lawrence-floden.

Konkurrencemæssigt har Vancouver-kontoret den fordel fremfor andre speditører, at Kompagniet kan holde den kinesiske korporation løbende underrettet om hvert enkelt skibs ekspedition og sejlads. Det sker via Kompagniets medarbejdere i Hong Kong og Peking, der kan drøfte forholdene direkte med de kinesiske myndigheder.

## Nye canadiske leverancer til Kina

Kompagniet har med de kinesiske myndigheder truffet aftale om formidlingen af endnu et stort, kinesisk korn-køb i Canada. Det drejer sig denne gang om leveringen af 3 mill. tons hvede, som Den kinesiske Folkerepublik har købt hos Canadian Wheat Board til levering fra september 1978 til august 1979.

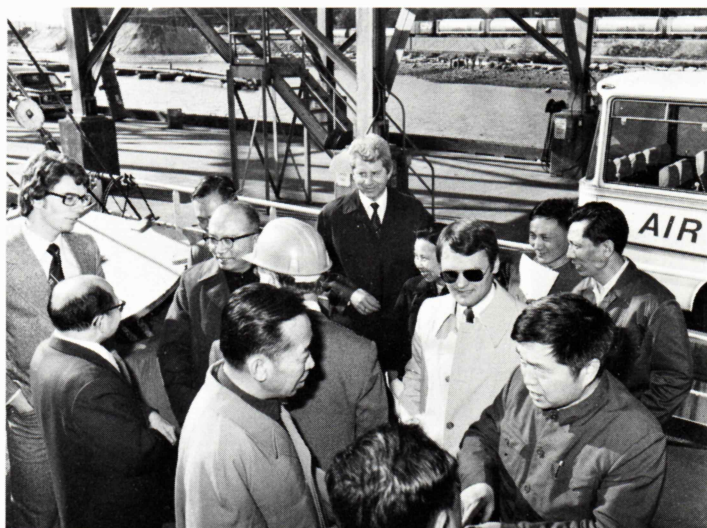
Kornet hentes i Canada af kinesiske skibe, og Kompagniet står for såvel fremskaffelse som afskibning af hveden. Det store parti hvede repræsenterer en værdi af ca. 1500 mill. kr.

Kompagniet har endvidere solgt 15.000 tons canadisk avis-papir til Kina, som tidligere har foretaget større indkøb af papirmasse i Canada.

2



3



4



En kinesisk delegation, bestående af repræsentanter fra Peking og ambassaden i Ottawa, har besøgt Vancouver og inspiceret afskibningen af hvede til Den kinesiske Folkerepublik. Billedet viser delegationen ved et af lastrummene på fragtskibet *Zhuhai* i Vancouvers havn.

Delegationens leder, Mr. Sun So-chang, der kort efter besøget i Vancouver forfremmedes til direktør for 3. department i Ministry of Foreign Trade i Peking efter mr. Cheng to-Ping, som udnævntes til viceminister, og handelsråd Chang Chao fra den kinesiske ambassade i Ottawa (i midten) og Canadian Stevedoring Co.s inspektør for kornafskibninger, Mr. McKay, undersøger en hvedeprøve fra lastningen af *Zhuhai*.

Den kinesiske delegation ankommer til Saskatchewan Wheat Pool's hvede-terminal i Vancouvers havn. I baggrunden Mr. A. R. Currie, Divisional Manager, EAC i Vancouver.

Den kinesiske delegation på udskibningskajen i Vancouvers havn.



# Hong Kong bygger undergrundsbane

Hong Kong – Østens handels-, industri- og finanscenter – har i århundreder været synonym med skibsfart, og i de seneste år har trafikken til søs undergået en revolution gennem containerskibene, som bl. a. ØK har indsat på Hong Kong gennem samsejlsforetagendet ScanDutch.

Og nu gennemgår den landværts nærtrafik en lignende revolution gennem bygning af en undergrundsbane, der drastisk vil lette trafikken i denne, verdens tættest befolkede by efter sin størrelse (4,5 million indbyggere), og samtidigt hjælpe med til at dæmpe støjen i verdens – efter sigende – mest støjende storstad.

Arbejdet på første etape af undergrundsbanen – den såkaldte MIS (Modified Initial System) – blev påbegyndt i november 1975 og er nu næsten halvt færdigt. MIS anslås at ville koste 5.800 million Hong Kong Dollars, og den 15,6 km lange jernbanelinie kommer til at forbinde Hong Kongs Central District med Kwun Tong på østsiden af Kowloon på fastlandet (jfr. kortet).

MIS vil være køreklar i marts 1980 og vil, når den er færdig, have 12 undergrundsstationer og 3 over jorden, der vil være blandt de største i verden. Den mest centrale af disse, Chater Station – der kun ligger to minutters gang fra ØK's kontorer i Connaught Centre –, ligger midt i Hong Kongs forretningskvarter og bliver 380 meter lang. Den er beregnet til at kunne klare omkring 330.000 passagerer om dagen!

På grund af det meget varme og fugtige klima i Hong Kong blev man nødt til at udarbejde et raffineret luftkonditionerings- og affugtningssystem til stationerne, togene og tunnelerne. Hver station er f.eks. udstyret med en afkølingskapacitet på næsten 1.000 tons.

Selv om MIS kun er 15,6 km lang, anslås den at kunne transportere ikke mindre end 1 million passagerer om dagen. Selv den største og ældste undergrundsbane, London Underground, transporterer kun 1,5 million passagerer om dagen til trods for, at linienettet er 250 miles langt eller 25 gange længere end dens pendants i Hong Kong. I myldretiden vil der gå to tog hvert andet minut.

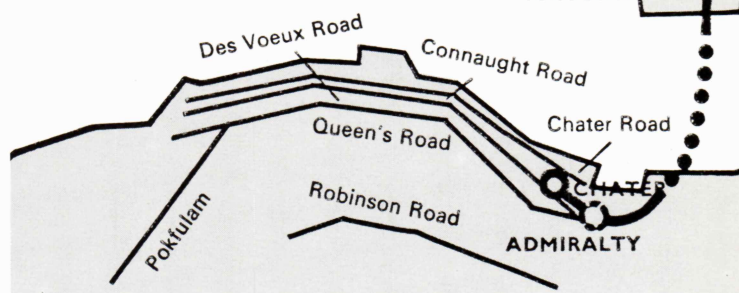
En udvidelse af MIS er nu på planlægningsstadiet, og regeringen i Hong Kong har allerede bestemt, at den første udvidelse skal føres til tre store satellitbyer i New Territories – Tsuen Wan, Tuen Mun og Shatin – der, når de står færdigbyggede, skal kunne rumme omkring 2 millioner indbyggere og dermed øge det gennemsnitlige daglige passagerantal til 1,8 millioner i midten af 1980'erne.

Lufttrafikken er heller ikke glemt. Det siges, at Hong Kong regeringen overvejer et motorvejsprojekt, der bl. a. kommer til at omfatte verdens stærkeste – og Asiens længste (10 km lang) – bro, der skal forbinde fastlandet med Lantau øen vest for Hong Kong, hvor man har planer om at bygge Hong Kongs anden internationale lufthavn. Broen skal kunne modstå tyfoner med vindstyrker op til 190 knob!

KOWLOON

Kort over første etape af Hong Kongs undergrundsbane.

Map depicting the first section of the Hong Kong Mass Transit Railway.

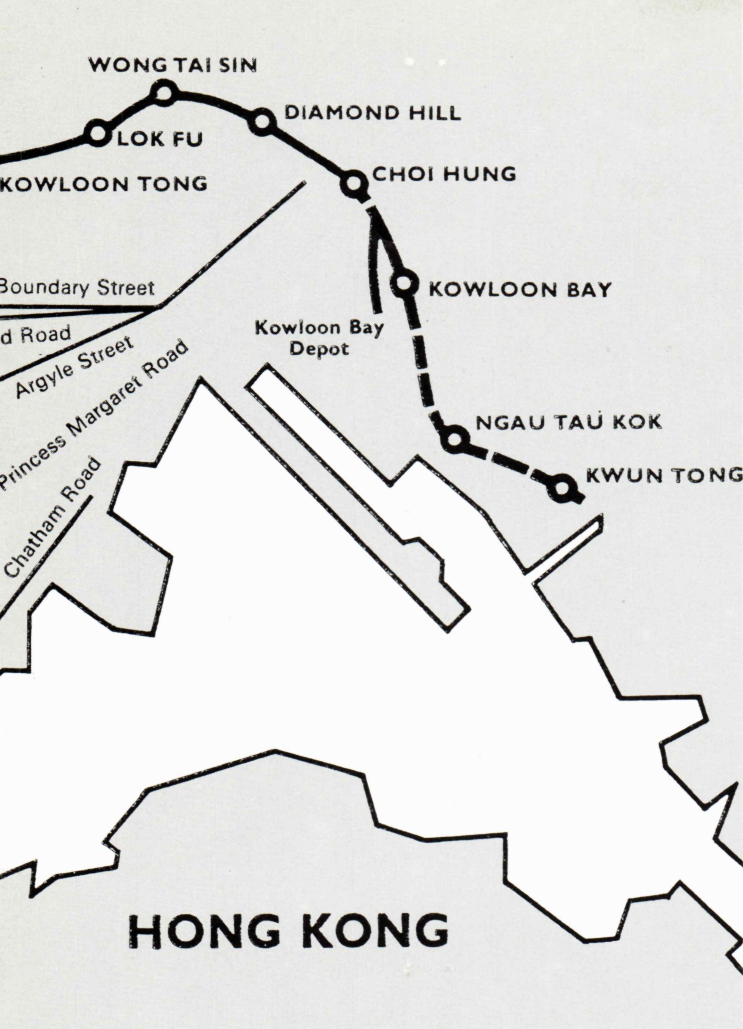


Undergrundsbanen baner sig vej mellem husrækkerne i Mongkok.  
The underground railway blazes its trail between low-cost housing estates in Mongkok.

Model af et undergrundstog.  
Model of an underground railway carriage.







# Hong Kong building Mass Transit Railway

*Hong Kong – Far Eastern centre of trade, industry, and finance – has for centuries been synonymous with shipping, and during recent years traffic by sea has witnessed a revolution when container vessels were introduced to Hong Kong by, for instance, EAC through the ScanDutch joint shipping venture.*

*Traffic by land is now witnessing a similar revolution through the building of an underground railway which will drastically alleviate traffic in this the world's most densely populated city of its size (4.5 million inhabitants) and at the same time help muffle the noise in what is said to be the noisiest city in the world.*

*Work on the first section of the underground railway, known as MIS (Modified Initial System), was commenced in November 1975 and is now about half completed. The cost of MIS is estimated at HK\$ 5,800 million and the 15.6 km long track will be linking the Central District of Hong Kong with Kwun Tong in eastern Kowloon on the mainland (see map).*

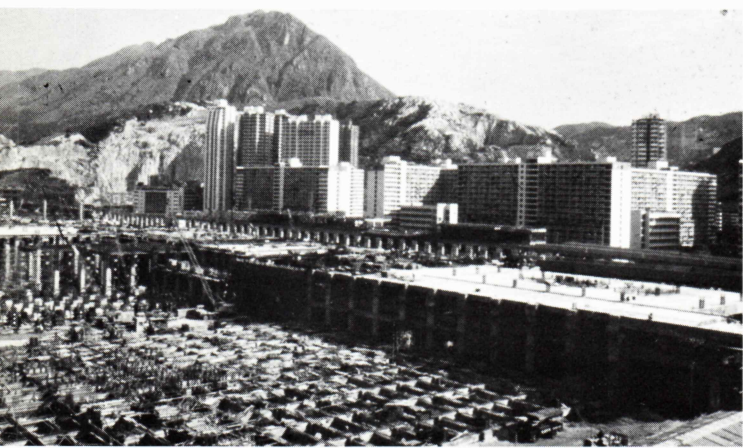
*MIS will be operational by March 1980 and will, when completed, have 12 underground stations and 3 above ground which will be among the largest in the world. The most central of these, Chater Station – only two minutes walk from EAC's offices in Connaught Centre –, is located in the heart of the business centre of Hong Kong and will be 380 metres long. It is designed to cater for about one-third of a million passengers a day!*

*Owing to the very hot and humid climate in Hong Kong, a sophisticated airconditioning and dehumidifying system had to be devised for the stations, the trains, and the tunnels, each station being provided with nearly 1,000 tons of refrigerating capacity.*

*Although MIS only covers a distance of 15.6 km, the carrying capacity is expected to be no less than 1 million people a day. Even the largest and oldest of the underground systems, the London Underground, only carries 1.5 million people a day despite some 250 miles of track, or 25 times longer than its Hong Kong counterpart. At peak hours trains will be running every two minutes.*

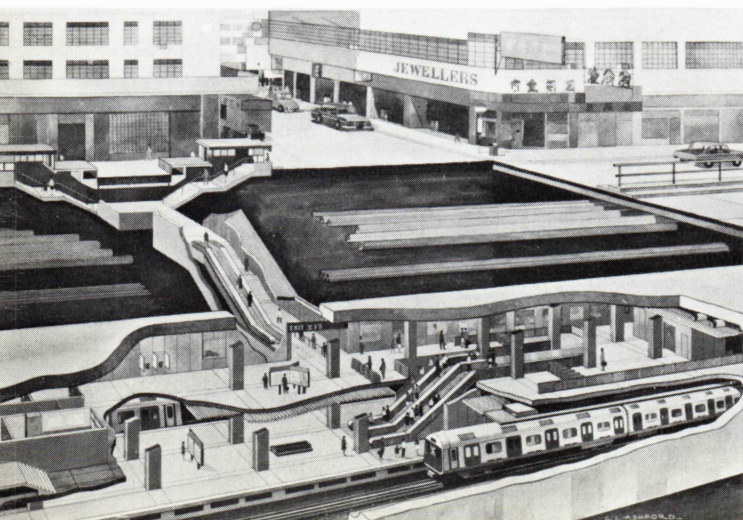
*Plans are now under way for expanding MIS, the Hong Kong government already having decided to route the first extensions to three massive satellite towns in the New Territories – Tsuen Wan, Tuen Mun, and Shatin – which when completed will be housing about 2 million people and raise the average daily passenger volume to 1.8 million by the mid-1980's.*

*Air traffic has not been forgotten. It is reported that the Hong Kong government is considering a motor road project which, will involve the world's strongest – and Asia's longest (10 km) – bridge which will connect the mainland with Lantau Island west of Hong Kong where it is planned to build Hong Kong's second international airport. The bridge will have to stand up to typhoons with wind velocities of up to 190 knots!*



*Bygningen af en af stationerne i New Territories. I baggrunden ses boligkomplekser, opført af regeringen.*  
*Civil engineering work at one of the stations in the New Territories. In the background some of the housing estates built by the Hong Kong government.*

*tegning af en typisk undergrundsstation.*  
*Artist's impression of a typical underground station.*







Kompagniets organisation i Malaysia har siden 1974 gennemgået en omstrukturering, der indledtes med, at ØK's plantageselskaber – East Asiatic Rubber Estates og Teluk Merbau Plantations – skiftede skattemæssigt domicil fra England til Malaysia. Kompagniet var ganske vist hovedaktionær i begge plantageselskaberne samt i medicinfabrikken Dumex i Malaysia, men det blev fundet nødvendigt, som et næste skridt i rekonstruktionen, at erhverve sig de resterende aktier i de tre selskaber. Dette var gennemført i februar 1977.

Det har længe været Kompagniets ønske at skabe mulighed for lokal kapitaldeltagelse i bl. a. Kompagniets aktiviteter i Malaysia, og situationen var nu moden til at samle Malaysia organisationens aktiviteter – omfattende handel, samlefabrikken for scootere, Dumex-fabrikken samt Padang Meiha og Teluk Merbau Plantagerne – i et lokalt indregistreret selskab.

Dette selskab, The East Asiatic Company (Malaysia) Berhad blev etableret i 1977 med en aktiekapital på M\$ 60 mill. svarende til ca. 145 mill. kr.

Omstruktureringen godkendtes af myndighederne i midten af 1977, hvorefter 35 pct. af aktiekapitalen blev tilbudt malaysiske investorer som en første fase med det langsigtede mål, at 51 pct. af aktiekapitalen skulle være på malaysiske hænder i 1990.

Denne første fase er nu afsluttet, og ved et pressemøde i Kuala Lumpur den 14. juli kunne resultatet af tegningen af 35 pct. eller M\$ 21 mill. aktier, svarende til en nominal værdi på 50 mill. kr., offentliggøres.

Interessen for aktierne i Malaysia havde været overvældende, idet den del af aktierne, der blev udbudt i det frie marked, blev overtegnet 14 gange.

Fordelingen af aktierne foregik derfor ved lodtrækning i overværelse af repræsentanter for det malaysiske handels- og industriministerium, for aktieselskabsregistret og andre myndigheder.

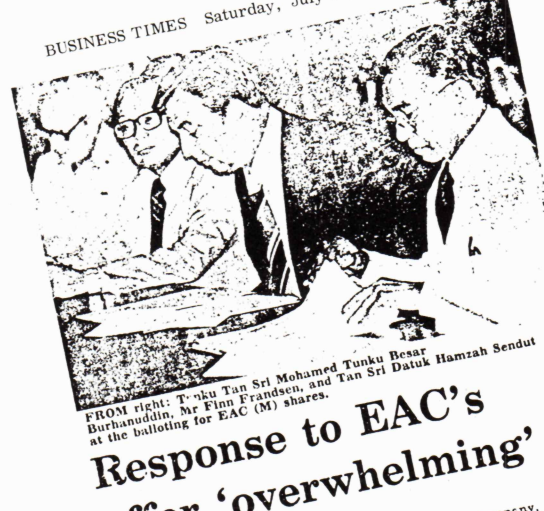
Kursen, til hvilken aktie-salget fandt sted, var af myndighederne fastsat til M\$ 1.60, men umiddelbart efter fordelingen nåede kursen op på over M\$ 3 på det frie marked i Kuala Lumpur og sidst i august noteredes kurser på 3,62.

På Kompagniets opfordring godkendte myndighederne, at ca. 10 pct. af de i første fase udbudte aktier reserveredes de godt 200 lokale medarbejdere, og de udnyttede tilbuddet fuldt ud.

Det var en særlig glæde for Kompagniet at konstatere dette, da medarbejdernes overtagelse af en stor aktiepost er i tråd med Kompagniets generelle politik i så henseende. Som bekendt indførte Kompagniet medarbejderaktier ved moderselskabet i København i 1971, og senere har lokale medarbejdere i både Nigeria og Thailand også fået lejlighed til at erhverve aktier – til en fordelagtig kurs – i de derværende ØK-selskaber.

# Stærk rif aktier i M

## EAC SHARES MAKE



FROM right: Tunku Tan Sri Mohamed Tunku Besar Burhanuddin, Mr. Finn Frandsen, and Tan Sri Datuk Hamzah Sendut at the balloting for EAC (M) shares.

### Response to EAC's offer 'overwhelming'

By JIMI NGOH  
EAST Asiatic Company's public offer of over six million shares in East Asiatic Company (Malaysia) Berhad served for bumphutra investors registered with the ministry, but only 1,242,500 were taken up in a round of overnight's level. The New Straits Times Index, yesterday fell 0.30 point to 404.81 points

the company, said the overwhelming indication of the public trust in the future growth of the company. He pointed out that the response to this offer was quite clear. And t quite clear, six lots were trad, many were sidelines to price.

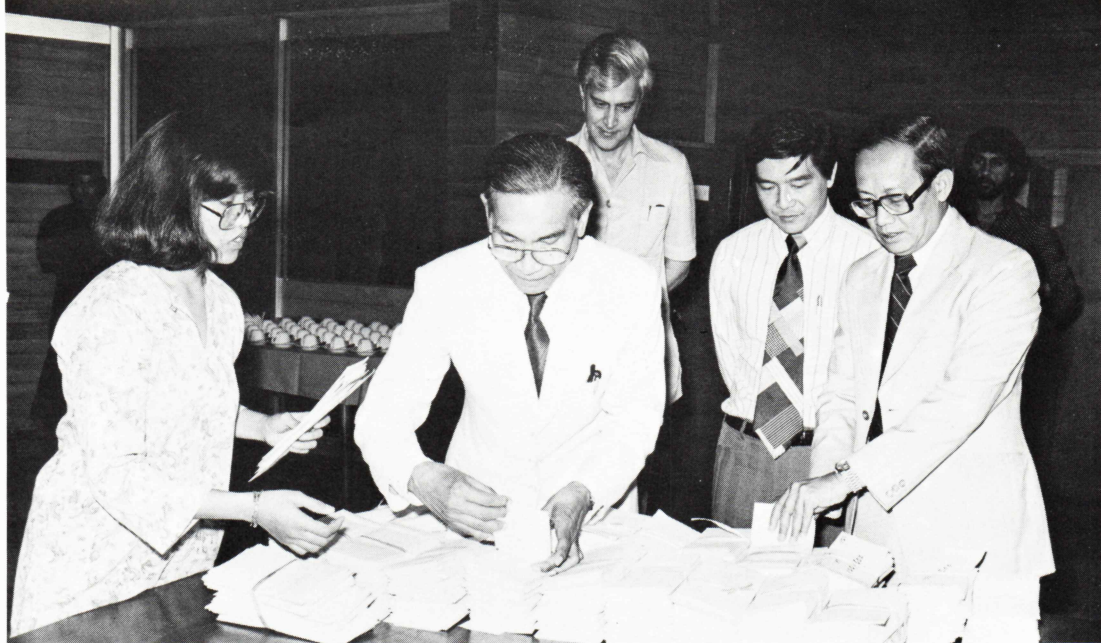
### Newcomer EAC shines in erratic trading

NEWLY-LISTED East Asiatic Company (Malaysia) in the designated securities board stole the limelight in fairly erratic trading at the Kuala Lumpur stock market yesterday. Opening at \$3.06, the share within a half hour period, rose swiftly to a high of \$3.28 and then eased to \$3.14. EAC (M) then fluctuated between \$3.10 and \$3.12 for the rest of the day to close finally at \$3.15. Compa-

tant to chase prices. Dealers noted that the market remained saturated with scrip although signs of easing on the scrip position were noted in some broking offices. Meanwhile, the market remained fairly steady with most of the blue chip stocks hovering around the overnight's level. The Auto stock Cycle and Carriage Limited broke the \$5.00-level and rose to \$5.10 before closing at \$5.00 for a two-cent gain. Gains were also recorded by Malayawata, up five cents to \$2.80, Far East Levinston, up four cents to \$3.30 and Matsushita, up four cents to



◀ Hovedindgangen til Vespa Scooter fabrikken i Kuala Lumpur.  
Main entrance of the Vespa Scooter factory in Kuala Lumpur.



Lodtrækning om ØK-aktier i Malaysia.

Tunku Tan Sri Mohamed bin Tunku Besar Burhanuddin and Tan Sri Datuk Hamzah Sendut (who, incidentally, witnessed the launching of m.s. Sinaloa) drawing the first successful applications for EAC (Malaysia) Berhad shares.

# tom ØK Malaysia

## EAC Shares in Malaysia sell like hot cakes

Since 1974 our Company's organization in Malaysia has witnessed a re-structuralization, commencing with EAC's estate companies - East Asiatic Rubber Estates and Teluk Merbau Plantations - transferring their fiscal domicile from England to Malaysia. Although our Company was actually main shareholder of both estate companies as well as the Dumex pharmaceutical factory in Malaysia, it proved necessary to acquire the remaining shares in these three companies as a second step in the reconstruction. This formality was completed in February 1977.

It has for a long time been our Company's desire to create possibilities for local share participation in, amongst others, our Company's activities in Malaysia, and the situation was now ripe to amalgamate the activities of the Malaysia organization - comprising trade, a scooter assembly plant, the Dumex factory, and the Padang Meiha and Teluk Merbau plantations - in one locally registered company. The East Asiatic Company (Malaysia) Berhad was accordingly established in 1977 with a share capital of 60 million Ringgit, corresponding to about 145 million Danish Kroner.

The re-structuralization was approved by the Malaysian authorities by the middle of 1977, following which 35% of the share capital was offered to Malaysian investors as an initial step towards achieving the long-term goal of ensuring that 51% of the share capital should be on Malaysian hands by 1990.

This initial phase has now been completed, and at a press conference in Kuala Lumpur on 14th July it could be published that 35% of the shares or nominally 21 million Ringgit, corresponding to about Dkr. 50 million, had been subscribed. Interest in acquiring these shares has been overwhelming, the shares offered in the open market having been over-subscribed 14 times. Allocation of the shares consequently had to be effected by drawing lots in the presence of representatives of the Malaysian Ministry of Commerce and Industries, the Register of Companies, and other authorities.

The authorities had fixed the selling rate of the shares at M\$ 1.60 but immediately after allocation had taken place the rate shot up to more than M\$ 3.00 in the open market in Kuala Lumpur and towards the end of August M\$ 3.62 was quoted.

At the request of our Company the authorities approved that about 10% of the initially offered shares were reserved for the 200 or so local employees who took full advantage of the offer. This was particularly pleasing to our Company, as acquisition of a large portion of the shares by local employees falls in line with our Company's general policy in this respect. As may be known, our Company introduced employee shares at the parent company in Copenhagen in 1971, and local employees have subsequently had opportunities to acquire shares - at favourable rates - in the EAC subsidiaries in Nigeria and Thailand.

### HEADLINE NEWS

THE STAR Thursday, August 3, 1978

## EAC shares hit \$3.28 on first day

But as the price began to leap-frogged, many came out and sold, by which time, the price represented a return of 100 per cent - not bad for the first investment on the market at issue, to be 50 per cent more than the price at which the shares were first issued.

## EAC steals limelight in erratic trading

NEW STRAITS TIMES Thursday, August 3, 1978

NEWLY-LISTED East Asiatic Company (Malaysia) in the designated security board stole the limelight in fairly erratic trading at the Kuala Lumpur stock market yesterday. Opening at \$3.06, the share price rose to a high of \$3.28 within a half hour period and then eased to \$3.10 and \$3.12 between the rest of the day to close finally at \$3.12. Company shareholders of the day were in a state of excitement. At yesterday's closing price of \$3.12, shareholders enjoyed a 93 per cent increase in their offer price. According to observers, the price being traded immediately after the listing indicates that investors are eyeing it on a long-term basis. At the closing price the shares are currently selling at a prospectus net price earnings ratio of 17 based on an expected net profit of \$11 million for 1978. Last year the company made a pre-tax profit of \$23.9 million. For the current year, however, management expects a profit of \$25 million. The company has made a definite move for the genuine participation of the people in the ownership of the company.

**Towards 'genuine' ties between EAC and the people**  
By JIMI NGOH

However, it were not quick trend, for the price to fall back to \$3.06.

By the day's price closed \$3.28, 648,000 shares had been bought.

The shares were sold as part of the company's scheme of reconstruction of its Malaysia operations.

Under the scheme reconstruction, the East Asiatic Company (Malaysia) Berhad is a wholly-owned subsidiary of the East Asiatic Company (Denmark) Ltd.

The wholly-owned subsidiaries of East Asiatic Company (Denmark) Ltd. are East Asiatic Rubber Estates, East Asiatic Teluk Merbau Plantations, and East Asiatic Dumex Pharmaceutical.

Mr. Finn Frandsen, managing director of East Asiatic Company (Denmark) Ltd., said that the company's reconstruction programme will mainly include the development of new technology and the expansion of existing operations.

He said that the new areas the company will enter into will be where it can still fall back on its existing technology and expertise.

Mr. Frandsen said that the company's reconstruction programme will include the development of new technology and the expansion of existing operations.

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# M.s. Sinaloa

Fire verdensdele var repræsenteret, da A/S Nakskov Skibsværft den 30. august søsatte nybygning nr. 219 – det tredje skib i serien på seks Liner Replacement-fartøjer, som Kompagniet har bestilt på værftet.

Gudmoderen, fru *Elisabeth Blom*, der gav nybygningen navnet *Sinaloa* (opkaldt efter en stat i Mexico), er fra Amerika, gift med *Chr. Blom*, som er formand for Overseas Shipping Service i San Francisco, agent for bl. a. ØK's Transpacific Service.

Endvidere overværedes søsætningen af en søfartsdelegation fra Elfenbenskysten under ledelse af søfartsminister *Lamine Fadika* og af seks gæster fra Malaysia: *Tunku Tan Sri Mohamed bin Tunku Besar Burhanuddin*, *Tunku Puan Sri Azizah*, *Tan Sri Datuk Hamzah Sendut*, *Puan Sri Datin Winnie* samt Mr. *Chan Hua Eng* og frue.

Blandt de europæiske deltagere i festligheden var gudmoderens norske sønedatter, ambassadørerne *S. Sandager Jeppesen* og *Sven Aage Nielsen* fra den danske udenrigstjeneste, skibsreder *Niels Werring Jr.* og frue fra Wilh. Wilhelmsen i Oslo, direktør *W. F. Stoot* samt skibsinspektør *G. Kabell* og frue fra Lloyds Register of Shipping og Kompagniets direktion.

Ved den efterfølgende frokost på Hotel Harmonien bød værftets formand, direktør *T. Wøldike Schmith* gæsterne velkommen. Direktør *O. Kongsted* takkede gudmoderen for veludført arbejde med at sende nybygningen ud i dens rette element. Direktør *Otto Petersen* takkede Kompagniet for ordren på seks LR-skibe, der blev afgivet i 1976, hvor værftskrisen allerede var akut, og direktør *Mogens Pagh* udtrykte håb om, at det gennem samarbejde og øget indsats vil lykkes værftet at ride stormen af og fortsat udgøre en vigtig arbejdsplads på Lolland.



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#### MAIN DIMENSIONS:

Length o.a.	159,40 m
Length p.p.	150,00 m
Breadth o.a.	24,84 m
Draft	10,20 m, Timber 10,59 m
Deadweight	23,770 mts, Timber 25,130 mts
Container capacity	782 TEU's
Main Engine	Mitsui-B&W MCO 9900 BHP (metric) × 108 RPM
Service Speed	16,0 knots



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1 *M.s. Sinaloa*, newbuilding nr. 219 from the Nakskov Shipyard.

2 The newbuilding's godmother, Mrs. Elisabeth Blom, at the successful launching.

3 Nakskov Shipyard's popular band played before and after the launching.

4 From left: Miss Marlene Blom, grandchild of the godmother, Mr. Chr. Blom, San Francisco, Mrs. Elisabeth Blom, Mr. Lamine Fadika, and Mr. and Mrs. Mogens Pagh.



# rsat i Nakskov

## M.s. "Sinaloa" launched at Nakskov

Four continents were represented when the Nakskov Shipyard on 30th August launched its newbuilding No. 219 – the third of six Liner Replacement vessels ordered by our Company from the shipyard.

The godmother, Mrs. Elisabeth Blom – who named the newbuilding Sinaloa (a State in Mexico) – hails from the United States of America and is married to Mr. Chr. Blom, Chairman of Overseas Shipping Service, San Francisco, agent for, amongst others, the EAC Transpacific Service.

The launching was, furthermore, witnessed by an Ivory Coast shipping delegation headed by the Minister of Shipping, Mr. Lamine Fadika, and six guests from Malaysia: Tunku Tan Sri Mohamed bin Tunku Besar Burhanuddin, Tunku Puan Sri Azizah, Tan Sri Datuk Hamzah Sendut, Puan Sri Datin Winnie, and Mr. and Mrs. Chan Hua Eng.

European participants included the godmother's Norwegian granddaughter, Ambassador S. Sandager Jeppesen and Ambassador Sven Aage Nielsen from the Danish Foreign Service, Shipowner and Mrs. Niels Werring Jr. from Wilh. Wilhelmsen, Oslo, Mr. W. F. Stoot and Mr. and Mrs. G. Kabell from Lloyd's Register of Shipping, as well as members of our Company's Management.

During the ensuing luncheon at Hotel Harmonien the guests were bid welcome by the shipyard's Chairman, Mr. T. Woldike Schmith, and the shipyard's Managing Director, Mr. O. Kongsted, thanked the godmother for the able way in which she had sent the newbuilding into her element. Mr. Otto Petersen, former Managing Director of the shipyard, thanked our Company for having ordered the six LR-vessels in 1976 when the shipyard crisis had already become acute, and Mr. Mogens Pagh, Chairman EAC, voiced the hope that co-operation and increased efforts will enable the shipyard to weather the storm, thereby maintaining an important place of work on the island of Lolland.



5 From left: Tan Sri Datuk Hamzah Sendut, Puan Sri Datin Winnie, the godmother, Mr. Lamine Fadika, Mrs. T. W. Schmith, Tunku Tan Sri Mohamed bin Tunku Besar Burhanuddin, and Tunku Puan Sri Azizah.

6 From left: Mrs. O. Kongsted, Mr. T. Woldike Schmith, Mrs. Elisabeth Blom, Mr. O. Kongsted, and Mrs. T. W. Schmith.

7 From left: Mr. T. Woldike Schmith, Mr. Chan Hua Eng, Mrs. Chan Hua Eng, Tan Sri Datuk Hamzah Sendut, Puan Sri Datin Winnie, Mrs. Elisabeth Blom and Mr. Lamine Fadika.

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# Sådan gør man forretning

En snes informationschefer fra organisationer i Europa har været på en "fact-finding-tour" til Japan for at finde forklaringen på japanernes overlegenhed m.h.t. industri-produktion og eksport.

Under besøget mødte gruppen to ikke-japanske forretningsfolk: en amerikansk finansmand, der fortalte om japanske investeringer, og »vor mand« i Tokyo, Klaus V. Mørch, som holdt en forelæsning over emnet "How to do business in Japan" for gruppen, samt ambassadør Per S. Groot og industriattaché Flemming Claussen. Blandt hr. Mørchs gode råd var følgende:

- Japanerne er flittige og meget grundige. De er gode forretningsmænd og ofte meget hårde. De godtager ikke overfladiske fremstillinger og vedbliver at stille spørgsmål, indtil de har fået svar på alt det, de vil vide. Det er derfor ikke blot et spørgsmål om godt kendskab til ens eget produkt, men man skal også have god viden om konkurrenternes produkter, både udenlandske og japanske.

- Det japanske markedssystem er ligesom en pyramide, med importøren på toppen efterfulgt af et begrænset antal grossister, som hver især igen sælger gennem en ekstra kæde af en gros firmaer, og efter et antal led når man til selve distribueringsfirmaerne, som igen inden for organisationen kan have et antal led, før der er kontakt med selve forbrugeren. Japans 10 største handelsselskaber dækker ca. 50% af Japans udenrigshandel, hvilket viser, at de råder over kolossale markedsføringssystemer.

- Japanerne vil normalt møde én i grupper. Efter indbyrdes drøftelser vil de nå til en afgørelse, som så bliver meddelt én. Under bestræbelserne på at sælge varer til Japan vil man måske synes, at det tager frygtelig lang tid, før der kommer skred i tingene. Modsat den måde vi normalt arbejder, har japanerne imidlertid planlagt alt, mens drøftelserne fandt sted, og når en beslutning er endeligt truffet, er de rede til at føre den ud i livet, hvorimod vi som regel så skal til at udarbejde detaljerne.

- Det kan være nødvendigt at tilpasse varen efter japanske forhold; her tænker jeg ikke blot på den elektriske spænding, – som for resten er 100 volt/50 cycle i Kanto området og 100 volt/60 cycle i Kansai området, – men også på varens farve eller hvad der ellers måtte kræves for at få varen til at virke tiltrækkende på forbrugeren.

- I de fleste tilfælde vil det være lettere at introducere udsøgte produkter, der ikke er masseproduceret i Japan. Man må ikke glemme, at køberne her for det meste foretrækker at købe japanske varer ikke blot af patriotiske grunde, men lige så meget på

grund af efterservice og tilstedeværelsen af reservedele, hvis det drejer sig om en teknisk artikel.

- Gæstfrihed mod kunder er meget vigtigt, og man vil gøre alt for, at en ven skal befinde sig godt. Den personlige forbindelse her i Japan åbner mange døre, og man vil langt hellere gøre forretning med en ven end med en fremmed.

- En af de første betingelser for med held at eksportere til Japan er at kende markedet særdeles godt, og det er af største betydning, at forberedelsesarbejdet hjemme er gjort godt og grundigt.

- For at gøre Kompagniets stab bedre rustet til at arbejde i det japanske marked vil alle unge medarbejdere, der ankommer til Japan, i de første 6 måneder få mindst en times undervisning i japansk hver dag. Efter de seks måneder opholder de sig en til to måneder på en heldags sprogskole for at opnå en vis færdighed i at tale sproget og i nogen grad kunne læse det. Samtidig vil de også blive orienteret i japansk kultur. Vi finder, dette er et meget vigtigt led til bedre forståelse af Japan.

De europæiske informationschefer stillede mange spørgsmål til hr. Mørch og betegnede ØK introduktionen som et af turens højdepunkter.







Glimt fra åbningen af Printing Machine Trading Co. Ltd.'s nye kontor- og servicebygning i Nagoya.

Printing Machine Trading Co. Ltd. recently inaugurated its new office and service building in Nagoya. Pictures show:

(1) Shinto priest performing religious rites during the opening ceremony; our Company's representative, Mr. Holger Hansen, General Manager - Export Department, is seen on the extreme right, (2) The new showroom with some of the guests attending the inauguration, and (3) The new building.



## How to do business in Japan

A group of about twenty heads of information from European organizations have been on a fact-finding-tour of Japan with a view to finding an explanation for the Japanese extraordinary ability with regard to industrial production and export.

During the visit the group met two non-Japanese business people, one of them an American financier who lectured on Japanese investments, and the other "our man" in Tokyo, Klaus V. Mørch, who lectured on the subject "How to do business in Japan". Besides the group, the audience included H.E. the Danish Ambassador to Japan, Per S. Groot, and the Danish Embassy's Industrial Attaché, Flemming Claussen.

Mr. Mørch offered, amongst others, the following good advice:

- "The Japanese are a very thorough and hard working people, and they are able businessmen and often very tough. They do not accept superficial presentations and continue to ask questions until they have received replies to all they want to know. It is, therefore, not only a question of knowing one's own product well but one should also be well versed with products of the competition, foreign as well as Japanese.

- The Japanese distribution system is like a pyramid with the importer at the top, followed by a limited number of wholesalers, each of whom are again supplying through a further link of wholesalers and after a number of links one reaches the actual distributors, who may again within their own organization have a number of links before reaching the actual consumer. Japan's 10 largest trading houses account for approximately 50% of Japan's foreign trade, and this should illustrate that they are in command of fantastic distribution systems.

- The Japanese will normally meet you in groups. They will discuss between themselves and after some time reach a decision which is then communicated to you. Likewise you may find that during your efforts to sell your products to Japan it takes an awful long time before you feel that things are progressing. However, contrary to the way we normally do things, the Japanese have made all their plans while the discussion is in progress and once the decision has been made they are ready to implement it, whereas we then normally have to work out all the details.

- It may be necessary to adapt the product to Japanese conditions; here I am not only thinking of voltage - which by the way is 100 volt/50 cycles in the Kanto area and 100 volt/60 cycles in the Kansai area - but also of colours of the product or what else may be required to make the product presentation appealing to the end-user.

- In most cases it will be easier to introduce more sophisticated products which are not mass-produced in Japan. It should not be forgotten that buyers here in most instances prefer to buy a Japanese product, not only for patriotic reasons but just as much with an eye on after-sales-service and availability of spare parts if it is a question of a technical item.

- Entertainment of customers is very important and you will find that no expense is spared to treat a friend well. The personal relationship here in Japan opens many doors and doing business with a friend is much preferred to doing business with a stranger.

- One of the prerequisites to successful exporting to Japan is to know the market place extremely well and it is of the utmost importance that the preparatory homework is well and thoroughly done.

- In order to make our Company's foreign staff better qualified to work in the Japanese market, all young employees arriving in Japan will for the first six months take lessons in Japanese at least one hour every day. After this six-month period, they will spend one to two months full time at a language school to attain a certain level of spoken Japanese and be able to read to some extent. During this period they will also get lectures about Japanese culture. We find this very important in order to identify ourselves better with Japan".

The European heads of information asked Mr. Mørch many questions - and described the EAC introduction as a highlight of the tour.



# NU ÅBNES FEDTSYRE-FABRIKKEN I MEXICO



Opførelsen af en fedtsyre-fabrik i Mexico er nu så langt fremme, at produktionen ventes påbegyndt i næste måned.

Grundstensnedlæggelsen til den nye fabrik, der hedder Quimica de Acidos Grasos, S.de R.L., og kaldes Quimagra, foretoges i februar 1977.

Siden da har der været arbejdet intensivt på såvel byggepladsen som tegnebordet, og det står nu fast, at fabrikken får en kapacitet på 7500 tons fedtsyreprodukter om året og i vidt omfang vil benytte sig af lokale råmaterialer, først og fremmest affaldsolier fra spiseolieindustrien. Fabrikken ligger i nærheden af byen Toluca, ca. 60 km fra Mexico City, og den dækker godt 8000 kvadratmeter. Andre 8000 m<sup>2</sup> er reserveret og betyder, at der er sikret ekspansionsmuligheder. Virksomheden omfatter en administrationsbygning, en separat lagerbygning, en produktionsbygning i tre etager, tank-installationer samt servicebygning med laboratorium, værksted, kedelhus, el-central m. m.

Quimagra vil være i stand til at fremstille et stort udvalg af fedtsyreprodukter, og den vil dermed dels kunne hævde sig i konkurrencen på det mexicanske marked, dels nedsætte Mexicos import af fedtsyrer i hel- eller halvfabrikata. Endvidere vil Quimagra kunne levere helt nye fedtsyre-produkter, som den lokale industri er interesseret i med henblik på fremstilling af nye produkter inden for den kemiske og farmaceutiske industri samt plastic-produktionen.

Quimagras aktionærer er Kompagniet, der ejer 49 pct. af aktierne, samt Desarrollo y Planeacion 2000, S.A., som også er Kompagniets partner i honning-firmaet Miel Carlota S.A., samt ingeniør Ralph Wiegandt, der sammen med hr. Geert Bruun udgør direktionen.

Den nye virksomhed ventes at ville beskæftige 120 medarbejdere.

## FATTY ACID FACTORY IN MEXICO STARTS OPERATIONS

*Building of a fatty acid factory in Mexico is now so far advanced that production is expected to commence next month.*

*The foundation stone of the new factory – named Quimagra (Quimica de Acidos Grasos, S.de R.L.) – was laid in February 1977, and since then extensive work has been proceeding at the building site as well as on the drawing board. With an annual capacity of 7,500 tons of fatty acid products, the factory will largely use local raw materials, primarily waste oils from the edible oil industry.*

*The factory is situated in the vicinity of Toluca, about 60 km from Mexico City, and covers about 8,000 m<sup>2</sup>. An additional 8,000 m<sup>2</sup> are at disposal and possibilities for an expansion have thus been assured. The plant consists of an administration building, a separate storage building, a three-storey factory building, tank installations, a service building with a laboratory, a workshop, a boiler house, and an electrical sub-station etc.*

*Quimagra can process a wide variety of fatty acid products, and it will thus not only be able to meet competition in the Mexican market but will also reduce Mexico's imports of fully and semi-manufactured fatty acids. Quimagra will, furthermore, be in a position to supply entirely new fatty acid products in which local industry is interested with a view to manufacturing new products within the chemical, pharmaceutical, and plastic industries.*

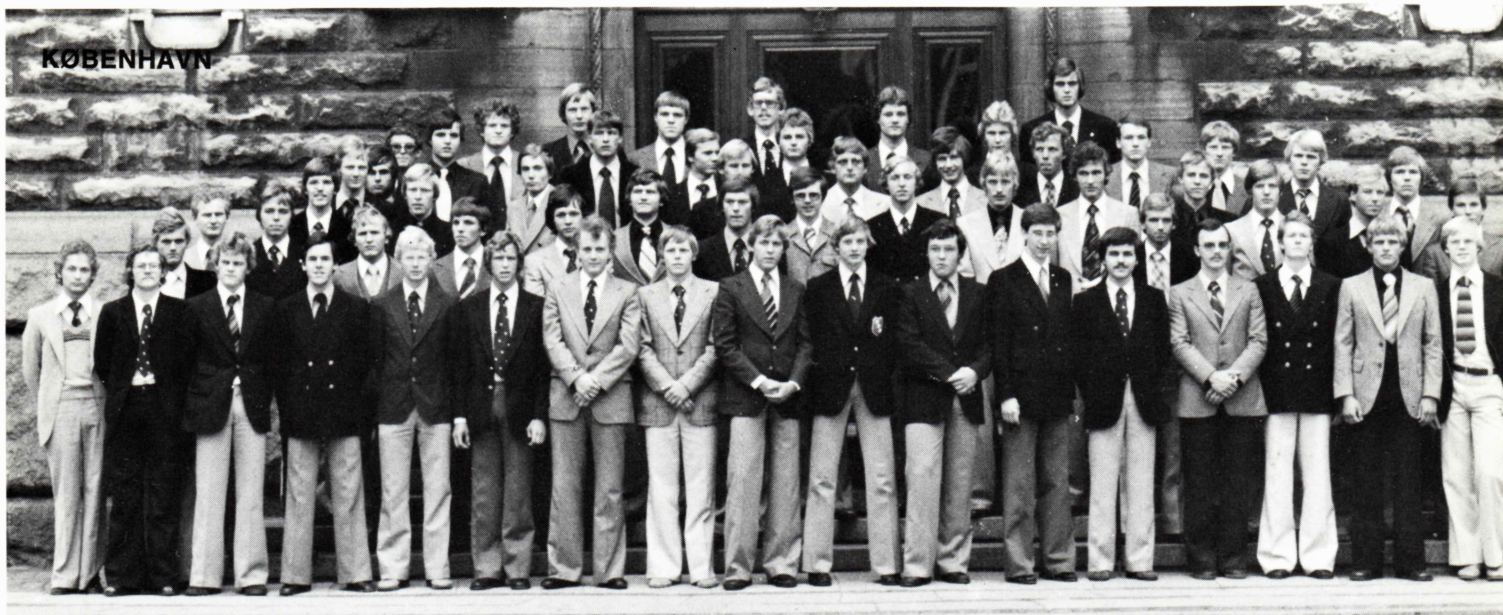
*Quimagra's shares are owned by our Company, which holds 49% of the share capital, Desarrollo y Planeacion 2000, S.A., – which is also our Company's partner in the honey processing firm of Miel Carlota S.A. –, and Mr. Ralph Wiegandt who together with Mr. Geert Bruun is in charge of the management.*

*The new organization is expected to employ 120 people.*

QUIMAGRA (Quimica de Acidos Grasos, S. de R.L.)







64 aspiranter til oversøisk filialtjeneste i Kompagniet er påbegyndt uddannelsen i København og ses herover ved Hovedkontorets hovedindgang. De 64, der – som sædvanlig – udvalgte blandt mere end 400 ansøgere, gennemgår nu en 2-2½ års handelsuddannelse inden for skibsfart, handel, industri og regnskabsvæsen. Efter aftjening af værnepligt vil de, der skønnes egnede til oversøisk tjeneste, gennemgå et halvt års erhvervsøkonomisk kursus, hvor uddannelsen udelukkende er teoretisk i modsætning til grunduddannelsen, som er en kombination af teori og praksis.

64 probationers for overseas duties have commenced their training in Copenhagen and are here pictured in front of Head Office's main entrance. The 64 apprentices, who were selected from more than 400 applicants, are now attending two to two and a half years of commercial training within shipping, trade, industry, and accounts. When they have completed their military service those who are considered suitable for overseas service will be attending a 6-month course in business administration which is entirely of a theoretical nature as opposed to the basic training which consists of a combination of theory and practice.

## SNAPSHOTS



Ved en festlighed i den danske ambassade i Paris har ambassadør, dr. jur. Paul Fischer (t.v.) overrakt Dansk Arbejdes »Eksport-Oscar« – Jacob Bangs stentøjsskulptur »Det spirende Frø« til M. Alain Fays fra Scandinavian Fish Conserves Company, Paris, som er nationalagent for Plumrose. M. Alain Fays, der er 37, har på fire år forøget sit firmas omsætning fra 11 til 40 mill. francs ved at sælge bl. a. danske produkter.

At a ceremony in the Danish embassy in Paris, Ambassador Paul Fischer (left) presented the National Association for Danish Enterprise's "Export Oscar" – Jacob Bang's stoneware sculpture "The Sprouting Seed" – to M. Alain Fays of Scandinavian Fish Conserves Company, Paris, agent in France for Plumrose Ltd. During four years M. Alain Fays, 37 years old, has increased his organization's turnover from 11 to 40 million Francs by selling, among other things, Danish products.

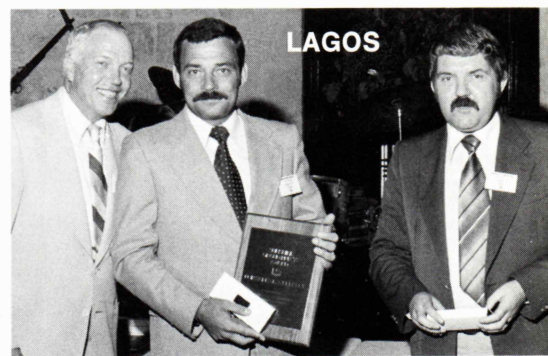
Kompagniets datterselskab Heidelberg Eastern Inc. i New York har for første gang haft hele teknikerstaben og lederne – ialt 110 mand – samlet til en 3-dages konference i Great Gorge i New Jersey. Konferencen omfattede dels seminarer for de forskellige produkt-grupper, ledet af W. Elfner og A. Wirz fra Heidelberg Druckmaschinen, W. Mohr og H. Gross fra Polar samt R. Günther og B. Huber fra Stahl, dels diskussioner om bl. a. service, marketing, reservedele, brugt-udstyr og udvikling. Billedet herunder viser konferencens deltagere.

Our Company's subsidiary, Heidelberg Eastern Inc., New York, has for the first time gathered the entire technical staff of 110 people for a three-day conference in Great Gorge, New Jersey. The conference comprised technical seminars for the various product groups – conducted by Mr. W. Elfner and Mr. A. Wirz of Heidelberg Druckmaschinen, Mr. W. Mohr and Mr. H. Gross of Polar, and Mr. R. Günther and Mr. B. Huber of Stahl – and discussions on topics such as service, marketing, spare parts, used equipment, and development. The below picture shows all the participants.



R. T. Briscoe (Nigeria) Ltd. har ved en konference for John Deere Industrial Equipments Distributors modtaget plaketten "For Sales Excellence" for dygtigt salg af entreprenør- og industrimateriel i 1977. Billedet herunder viser (fra venstre) Mr. Bob Tunstall fra John Deere Intercontinental i Bruxelles, Mr. Steen Albrechtsen fra R. T. Briscoe (Nigeria) Ltd. og Mr. C. Robert Benning fra Briscoes afdeling for entreprenør- og industrimaskiner.

At a John Deere Industrial Equipments Meeting, R. T. Briscoe (Nigeria) Ltd. was presented with the "For Sales Excellence" plaque for 1977. Pictured below (from left): Mr. Bob Tunstall of John Deere Intercontinental, Brussels, and Mr. Steen Albrechtsen and Mr. C. Robert Benning of R. T. Briscoe (Nigeria) Ltd.





## Anløb af De Kanariske Øer

Med indsættelsen af søsterskibene *Fionia* og *Boringia* i container-trafikken mellem Vestafrika og Nordeuropa er der åbnet mulighed for deltagelse i transporten af fisk og tomater fra De Kanariske Øer i kølecontainere til nordkontinentet og Danmark, Kompagniets Vestafrika Service har nu indledt denne betjening.

Den 1. september anløb *Boringia* for første gang øerne i sydgående trafik, medbringende stykgods, frosne fødevarer m.m., og otte dage senere foretog *Fionia* det første anløb nordgående og lastede bl. a. et parti frosne fisk til Vesttyskland.

Der tilbydes fremtidig afsejling hver 18. dag med transport direkte til de større byer med såvel kølecontainere som almindelige og ventilerede containere. Der bliver regelmæssige anløb hele året i både nord- og sydgående retning, og der accepteres last både fra Europa til De Kanariske Øer og fra øerne til destinationer i Vestafrika. Tomat-transporterne, som spiller en stor rolle for såvel øerne som markedet i Vesteuropa, foregår i perioden oktober-april. Linien repræsenteres på De Kanariske Øer af Seatrading S.A., hvori Det Dansk-Franske Dampskibsselskab har interesser.

### CALLS AT THE CANARY ISLANDS

*Operation of the sister ships Fionia and Boringia in the container service between West Africa and Northern Europe has opened possibilities of participating in the transport in refrigerated containers of, amongst others, fish and tomatoes from the Canary Islands to the European continent, and our Company's West Africa service has now inaugurated this service.*

*On 1st September m.s. Boringia on her south-bound voyage made the first call at the islands, discharging general cargo, frozen food etc., and a week later m.s. Fionia made the first north-bound call and loaded, amongst others, a consignment of frozen fish for West Germany.*

*Sailings are offered every 18 days with transport direct to the largest cities by refrigerated as well as ordinary and insulated containers. Regular calls will take place throughout the year, north-bound as well as south-bound, and cargo is accepted from Europe to the Canary Islands and from the islands to destinations in West Africa. Transport of tomatoes, which plays an important part for the islands as well as the markets in Western Europe, takes place from October to April.*

*On the Canary Islands the service is handled by Seatrading S.A. in which Det Dansk-Franske Dampskibsselskab A/S (DAFRA Lines), Copenhagen, has an interest.*

## Ny fabrik i Bolivia

Bera de Bolivia indviede den 28. juli sit nye legeringsværk, der ligger i La Paz nær lufthavnen. Indvielsen overværedes af general Hugo Ortiz Mattos og ing. Jorge Lema Patiño, som er en af verdens førende tinmetallurger, samt andre prominente gæster fra Bolivia og af fabrikant Svend Bergsøe og direktør Preben Klehn fra Paul Bergsøe & Søn A/S, der sammen med Kompagniet og Industrialiseringsfonden for Udviklingslandene i København og det store, bolivianske tinsmelteri Empresa Nacional de Fundiciones (ENAF) er aktionærer i selskabet.

Den nye fabrik har været under opførelse i to år. Den er bygget af danske ingeniører og beregnet på fremstilling i større stil af loddetin og tinlegeringer, derunder harpiks-loddetin for eksport til fortrinsvis Latinamerika.

### NEW FACTORY IN BOLIVIA

*On 28th July Bera de Bolivia S.A. inaugurated its new alloying plant in La Paz in the vicinity of the airport. The inauguration was witnessed by General Hugo Ortiz Mattos and Engineer Jorge Lema Patiño – the latter being one of the world's leading metallurgists – as well as other prominent guests from Bolivia and Mr. Svend Bergsøe and Mr. Preben Klehn, Chairman and Managing Director respectively of Paul Bergsøe & Son Ltd., Copenhagen, which together with our Company, the Danish Industrialization Fund for Developing Countries, and the large Bolivian tin smelter, Empresa Nacional de Fundiciones (ENAF), are shareholders of Bera de Bolivia S.A.*

*The new factory has been under construction for two years and has been designed and constructed by Danish engineers. The factory will be a large scale producer of solder and tin alloys, including resin cored solder, for export, primarily to Latin America.*

## Chefskifte i ScanDutch

Den administrerende direktør for ScanDutch, Børge Rathje, trækker sig af helbredshensyn tilbage med årets udgang, men vil i 1979 virke som rådgiver for samsejlingsforetagendets bestyrelse og direktion.

Underdirektør Erik Petersen, der var filialbestyrer i Hong Kong og Malaysia før hjemkaldelsen til Hovedkontoret og udnævnelsen til underdirektør i 1977, udnævnes til administrerende direktør for ScanDutch fra 1. januar 1979.



Børge Rathje



Erik Petersen

### CHANGE OF MANAGEMENT – SCANDUTCH

*For health reasons Mr. Børge Rathje, Managing Director of ScanDutch, will be retiring at the end of this year. During 1979 he will, however, be acting as an advisor to the joint shipping venture's Board of Directors and Management.*

*Mr. Erik Petersen, who, prior to being transferred to Head Office and appointed General Manager in 1977, used to be Branch Manager in Hong Kong and Malaysia, has been appointed Managing Director of ScanDutch as from 1st January, 1979.*

## Investeringsforeningen

har afsluttet sit 12. driftsår pr. 11. juni 1978 og har afholdt den årlige generalforsamling mandag den 21. august 1978 på Hovedkontoret, hvor regnskabet blev godkendt.

Driftsregnskabet viste renteindtægter m.v. på 9,07 % (1976/77: 7,08 %), medens formueregnskabet viste en nedskrivning på 5,08 % (1976/77: 0,19 %), således at det samlede resultat blev 3,99 % (1976/77: 6,89 %).

## Kursus i førstehjælp

Et nyt hold på 13 medarbejdere ved Hovedkontoret og i Frihavnen har gennemgået kursus i førstehjælp og elementær brandbekæmpelse.

Der vil til efteråret blive etableret endnu et kursus i førstehjælp.

Endvidere tænker man at starte et videregående samaritterkursus blandt de nu uddannede 31 førstehjælpere.



## Vestindisk besøg i Nakskov

Det Vestindiske Kompagnis bestyrelse har holdt møde i København og i forbindelse dermed besøgt bl. a. Nakskov Skibsværft, hvor billedet blev taget.

### WEST INDIAN VISITORS IN NAKSKOV

In connection with a board meeting in Copenhagen of The West Indian Company Ltd., St. Thomas, a visit was paid to, amongst others, the Nakskov Shipyard where the picture was taken. (From left): Mrs. O. Kongsted, Mr. L. Greaux, Mr. O. Kongsted, Mrs. John S. Moorhead, Dr. John S. Moorhead, Mr. Valdemar Schmidt, Mrs. Calvin H. Wheatley, Mrs. Valdemar Schmidt, Mr. Calvin H. Wheatley, Mrs. L. Greaux, Mr. Gunnar Jensen, and Mr. K. Rahbek Thomsen (W.I.C.).



## Forsvunden postsæk fundet i Alperne MISSING MAIL BAG FOUND IN THE ALPS

Fra det schweiziske postvæsens generaldirektion i Bern har Kompagniet via Generaldirektoratet for Post- og Telegrafvæsenet modtaget en brevforsendelse, der forsvandt ved en flyveulykke for 28 år siden. Forsendelsen var ledsaget af følgende brev:

»Den 8. juni 1978 har en gruppe af det franske bjerggendarmeri fundet en postsæk, der lå begravet under isen nederst på Bosson-gletcheren nær Chamonix, og som indeholdt et antal forsendelser. Undersøgelser har vist, at sækken stammer fra luftpostforsendelse nr. 260 fra Calcutta til Geneve af 1. november 1950, sendt med flyet Malabar Princess fra Air India, som 3. november samme år styrtede ned på Mont Blanc i ca. 4700 meters højde. Blandt de genfundne forsendelser har vi fundet vedlagte, adresseret til modtagere i Deres land«.

Forsendelsen til ØK var fra Kompagniets filial i Calcutta og indeholdt forretningsbreve, fakturaer o.l., og flere af papirerne bar spor af den brand, der opstod ved fly-nedstyrtningen. Denne kostede, som det fremgår af omstående forsids-artikel i »Berlingske Tidende«, den 4. november 1950, 47 omkomne.

Our Company has from the Swiss postal authorities in Bern, through the intermediary of their Danish counterpart in Copenhagen, received a batch of letters which disappeared during an air crash 28 years ago. The letters were accompanied by the following note:

«On 8th June, 1978, a group of French mountain gendarmes discovered a mail bag which was buried in the ice at the lowest part of the Bosson glacier in the vicinity of Chamonix and contained a number of letters and postal matters. Investigations turned out that the mail bag originates from air mail despatch No. 260 from Calcutta to Geneva of 1st November, 1950, carried by Air India's aircraft *Malabar Princess* which on 3rd November crashed on Mont Blanc at an altitude of 4,700 metres. The recovered mail included the enclosed postal matters, addressed to addressees in your country.

The letters for EAC were mailed by our Company's branch office in Calcutta and contained business letters, invoices, etc., several of the documents showing signs of the fire which followed the crash. As stated in the front-page news of Berlingske Tidende's issue of 4th November, 1950, 47 people were killed.

### 47 Mennesker menes dræbt ved ny Flyve-Katastrofe

Indisk Passager-Maskine frygtes at være styrtet ned i Schweiz eller Sydfrankrig

Fra vor Korrespondent LONDON, FREDAG AFTEN  
En ny frygtelig Flyveulykke har efter al Sandsynlighed fundet Sted i Dag i de schweiziske eller sydfranske Alper. En indisk Flyvemaskine med 7 Mands Besætning og 40 Passagerer om Bord, der var paa Vej fra Bombay til London, har været forsvundet siden i Morges og frygtes at være styrtet ned i det usigtbare Vejr i Bjergene.

Maskinen, en Constellation tilhørende selskabet Air India, skulde have været på vej fra Bombay til London.



M.s. Asmara – solgt til Monrovia.  
M.s. Asmara, sold to Monrovia.



M.s. Ayuthia – solgt til Piræus.  
M.s. Ayuthia, sold to Piræus.

## To A-både solgt

I takt med modtagelsen af nybygninger af typen Liner Replacement har Kompagniet afhændet endnu to af de ældre, konventionelle linieskibe: m.s. *Asmara*, bygget i Nakskov i 1961 og solgt til Ebury Shipping Ltd. i Monrovia, og m.s. *Ayuthia*, bygget i Nakskov i 1960 og solgt til AECO Maritime S.A., Piræus. Skibene overtoges af køberne i Nakskov henholdsvis 7. juli og 24. august.

### TWO "A"-TYPE VESSELS SOLD

Concurrently with taking over the new-buildings of the Liner Replacement type our Company has sold another two of its older, conventional freighters: m.s. *Asmara*, built in Nakskov in 1961 and sold to Ebury Shipping Ltd., Monrovia, and m.s. *Ayuthia*, built in Nakskov 1960 and sold to AECO Maritime S.A., Piræus. The buyers took over the vessels in Nakskov on 7th July and 24th August respectively.



## Besøg på Hovedkontoret

Svend Gønge, New York.  
Hans Olesen, Johannesburg.  
Flemming Marcher, Lagos.

## Filialforflytninger . Transfers

Knud-Erik Petersen, Seoul, til Tokyo.  
Henrik Godred de Dompierre de Jonquières, São Paulo, til Manila.  
Kristian Bonnichsen, Lagos, til Paris.  
Per Wengler, Manila, til Penang.  
Jørgen Jensen, Sydney, til Sharjah, Forenede Arabiske Emirater.  
Kristian Mikael Agger, Singapore, til Manila.  
Jan Corfix Møller, Melbourne, til Seoul.  
Ingeniør Bent Helweg Andersen, Penang, til Kuala Lumpur.

## Forflytninger til Hovedkontoret

Transfers to Head Office  
Overstyrmand Svend Engelbrecht Jørgensen, C.T.C. Lagos, til Skibsafdelingen.  
Stig Birch Poulsen, New York, midlertidigt til Industriafdelingen.  
Ingeniør Asbjørn Holst Larsen, Kuala Lumpur, midlertidigt til Industriafdelingen.  
F. G. Wedell-Wedellsborg, Newport News, til Industriafdelingen.  
Carsten Glæsborg Christiansen, Paris, til Skibsafdelingens Befragtningsafdeling.  
Chr. Lund, St. Thomas, midlertidigt til Skibsafdelingen/Holm & Wonsild.  
Overstyrmand Torben E. Dam, Alfragt, til Skibsafdelingen.

## Udsendelse til filialtjeneste

Styrmand Freddy Kent Christensen Wæver, til C.T.C. Lagos.

## Udsendt til træning

Jørgen Winge, Træafdelingen, til EAC, Paris.  
Jean D. Tissot, Træafdelingen, til Indubois, Sète.  
Bjørn Møller, Træafdelingen, til J. Latham Ltd., London.

## Interne forflytninger

Viggo Gudiksen, Inter Office, til Skibsafdelingens Bulk Service.  
John Schmidt, Industriafdelingen, til Inter Office.  
Ingeniør Poul Fleng Nielsen, Industriafdelingen, til Skibsafdelingen.

## Udtræd af Kompagniets tjeneste

Jørgen Edvarsen, New Scotland.  
Mekaniker Povl Dannerfjord, Ibadan.  
Ingeniør Henning Lauridsen, Lagos.  
Ingeniør Ole Peter Nielsen, Lagos.  
Lars Kjeld Skov Rasmussen, Regnskabsafdelingerne.  
Sven Kristian Aamodt, Træafdelingen.

## Ankommet på hjemmeferie

### On Home Leave

Benny E. S. Jensen, Abidjan. Lars F. Størmosse, Bangkok. Sven Fenger, Douala. Niels Johannes Krøyer, Hong Kong. Michael Dam, Houston. Allan Brandt, Jakarta. Peter Chr. Hørning, Jakarta. Klaus Krogh, Jeddah. Jan Rasmussen, Johannesburg. Finn Frandsen, Kuala Lumpur. Per O. L. Clemmensen, Lagos. Povl Dannerfjord, Lagos. Chr. H. Iversen, Lagos. Jan Lottrup Jensen, Lagos. Henning Krøll, Lagos. Torben Chr. Skaanild, Manila. Peter Bill Honoré, Monrovia. Chr. Lau Larsen, Nairobi. Peter Juul, Newport News. Knud Asbjørn Fejerskov, Heidelberg Eastern, New York. Hans Peetz-Larsen, Heidelberg Eastern, New York. Stig Birch Poulsen, New York. Jens Egon Dahl, Port Kelang. Jørgen Bruus Thuesen, Salvador. Niels Peter Klinkby, Salvador. Michael O. Q. Krüger, St. Thomas. Chr. Lund, St. Thomas. Kaj Asger Nielsen, Vancouver. Knud Aagaard Svendsen, Vancouver.

## Pensioneret . Retired

Oldfrue G. Regnarsen, Orient Plads, 1.9.1978.



## Bryllup . Wedding

Erik Bøgh Christensen, Hong Kong, har i Aalborg indgået ægteskab med Alice Chan.

## Mærkedage

Red letter days

## Jubilæer

25 år  
Underdirektør  
Jørgen H. Brændekilde,  
Aalborg Margarinefabrik,  
11. november 1978.



## Runde fødselsdage . Red letter days

85 år  
Maskinchef Hans Kroman, Kystvej 32, Vindeby, 5700 pr. Svendborg, 5. november 1978.

## 80 år

Formand Carl Chr. Pedersen, Falkoneralle 20 B, III tv., 2000 F, 24. oktober 1978.  
C. J. Kjergaard, Godthåbsvej 137 III tv., 2000 F, 25. oktober 1978.

## 70 år

Snedker Karl Otto Pedersen, Ryparken 160 I tv., 2100 Ø, 25. oktober 1978.  
Kontorbud Jens Otto Ravn, Holmegårdsvej 6 III th., 2920 Charlottenlund, 20. november 1978.  
Direktør Mogens Steincke, 27 Montrose Court, London ON S.W. 7. England, 14. december 1978.

## 65 år

Kontorchef Poul B. Andersen, Inter-Office, 23. november 1978.

## 60 år

Kaptajn Knud A. O. Svendsen, 2. november 1978.  
Maskinchef Preben Bruun Madsen, 15. november 1978.  
Underdirektør Valdemar Schmidt, Sekretariatet, 22. november 1978.  
Fru Rigmor Bjerrehave, Eksportafdelingen, 26. november 1978.  
Maskinchef Borge S. Haiward, 27. november 1978.

## 50 år

Prokurist J. Lertoft, Skibsafdelingen, 5. november 1978.  
Kaptajn Sv. Øth Havmøller, Skibsafdelingen, 22. november 1978.  
Kaptajn Per Strand, ScanDutch, 1. december 1978.

## Dødsfald . Obituaries

Pensioneret maskinchef Poul Alfred Nielsen er afgået ved døden den 18. juli 1978, 62 år gammel.

P. A. Nielsen blev ansat som maskinassistent i Kompagniet i november 1938 indtil 1940, hvor han begyndte at læse til maskinmester.

I maj 1945 blev P. A. Nielsen genansat som 3. maskinmester i m.s. *Erria* og gjorde siden tjeneste i mange af Kompagniets skibe på mange forskellige ruter. P. A. Nielsen blev udnævnt til maskinchef i 1957.

Kaptajn H. I. Væring er afgået ved døden den 15. august, 84 år gammel. H. I. Væring blev ansat i Kompagniet i 1916, og efter at have sejlet som styrmand med forskellige af Kompagniets skibe blev H. I. Væring udnævnt til kaptajn i 1927.

Fra 1938 til 1946 var H. I. Væring fører af m.s. *Selandia*, der bl. a. sejlede både under fransk og sydafrikansk flag som troppe transportskib.

Efter krigen var kaptajn Væring tilsynsførende ved bygningen af m.s. *Kambodia* og sejlede i 2 år som kaptajn med skibet.

Kaptajn H. I. Væring blev pensioneret i 1954.





Turen, som bl.a. gik gennem Vejleådalens skønne natur, nydes af, fra venstre: Henri Steenfæt, Jacob Knudsen, Jørn Kristiansen, Hasse Resenbro, Søren Kjeldsen, Truels Damsgaard Larsen, Povl Rasmussen, Bodil Andreassen, Vera Christensen og Ole Mohrsen. I baggrunden Peter Poulsen og Søren Tousgaard.



En af de mange små broer over Vejle å forceres af Jette Jørgensen, Birgitte Funch og Lis Christoffersen.

# LURMARCH 1978



Kim S. Andersen hjælper med at balancere luren, medens Per Stangegaard prøver at lokke toner frem.

ØKB deltog for 4. gang i den årlige Lurmarch, som blev gennemført i week-enden 12.-13. august omkring Egtved og Brørup.

Af 108 tilmeldte deltog og gennemførte 105. Største hold, der gennemfører marchen, vinder vandrepokalen, en bronzelur. Pokalen bliver ejendom, når den er vundet 5 gange. Hidtil har ØKB vundet luren 3 gange.

Dette år lykkedes det imidlertid ikke at bringe vandrepokalen med tilbage, idet Dansk Camping Union stillede med et hold på 122 deltagere, hvoraf 117 gennemførte, altså 12 mere end ØKB.

Marchen består af 2 etaper med samme længde. Der kan vælges 2 gange 10 km, 2 gange 25 km eller 2 gange 45 km. De tilbagelagte kilometre er ikke afgørende for sejr, blot man gennemfører de tilmeldte etaper. ØKB's hold tilbagelagde 4.100 km.

Selv om ØKB's indsats ikke resulterede i sejr i år – vi var dobbelt så mange som sidste år, hvor vi vandt – var det en enestående oplevelse at vandre gennem nogle af Jyllands skønneste egne.

Mellem etaperne var der lejlighed til at slappe af på Ladelunds Landbrugsskole, hvor ØKB var indkvarteret, og deltage i »valeballet« lørday aften.



Peter Bang var den første, der startede, og kom ind som den første efter den 45 km lange tur.

Forsyningsvognen, i dette tilfælde en med markblomster dekoreret trillebør, bliver kørt af Claus Madsen, medens (fra venstre) Bertil Andersson, Anne Hallstein, Knud Birk, Steen Andersen, Preben Pedersen, Lars Kirk, Kristian Kaae, Kaj Borregaard, en gæst og Finn Elstrøm glæder sig til en forfriskning.



Et fortjent hvil i dagens løb. Fra venstre: Henning Jacobsen, Poul Rasmussen, Truels Damsgaard Larsen, Søren Kjeldsen, Jørn Kristiansen, Henning Foldager, Engelbert Mertens og Vera Christensen.





Hong Kong moderniseres til lands og til vands, se siderne 6 & 7.

Hong Kong modernizes traffic by sea and by land, see pages 6 & 7.

