



**DENMARK  
PRESENTS**

**DANISH BUSINESS DELEGATION  
TO  
INDIA**

**On the occasion of the official visit  
of  
H.E. Mr. Poul Nyrup Rasmussen  
Prime Minister of the Kingdom of Denmark**

**NEW DELHI  
BANGALORE  
BOMBAY**

**September 7 - 14, 1995**



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## Foreword

by

**H.E. Poul Nyrup Rasmussen**

**Prime Minister of the Kingdom of Denmark**

It is a great pleasure for me to pay an official visit to India. I look forward to this opportunity to meet with Indian authorities as well as Indian business representatives in New Delhi, Bangalore and Bombay.

Through a great number of visits by official and individual business-people, as well as tourists, and the bilateral long-term development cooperation programme, we have established close and successful cooperation between our countries and peoples.

India's economic growth based on a comprehensive reform programme during the last years is impressive. It provides a sound basis for further increasing the trade between our countries, which already shows a stable and upward trend. The opportunities are evident and numerous.

It is my sincere hope that the participation of the Danish business delegation, accompanying me on this visit, will lead to many new and prosperous contacts between India and Denmark.

I am confident that the Danish business delegation introduced to you in this catalogue will have the ability to create and revive contacts with the Indian business society, for the realization of our mutual interests.

Copenhagen  
August 1995

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**Mr. Hans Skov Christensen**  
Director General  
Confederation of Danish Industries



**Mr. Ove Andersen**  
Chairman  
Danish Chamber of Commerce



**Mr. Svend Erik Laursen**  
Chairman  
Danish Federation of Small and Medium-Sized Enterprises



**Mr. Sven Riskær**  
Managing Director  
The Industrialization Fund for Developing Countries (IFU)



**Mr. Steen R. Krabbe**  
Deputy Chairman  
Danish Shipowners Association



**Mr. Christen Sørensen, Professor**  
Chairman  
Economic Council of the Labour Movement

# The Royal Danish Ministry of Foreign Affairs The Secretariat for Foreign Trade

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The Royal Danish Ministry of Foreign Affairs and its representations abroad, embassies and consulates general, are the backbone of Danish export promotion activities.

The Ministry coordinates export promotion planning activities in cooperation with trade organizations and other ministries. The Secretariat for Foreign Trade provides companies with a wide range of services and information with regard to investments and joint ventures, as well as projects financed by international organizations, etc.

Most embassies and consulates general are staffed with commercially experienced people who are ready to assist in all matters concerning Danish foreign trade.

Information on market potential is published weekly in the publication "Export", a magazine targeted at Danish companies.

The international trade magazine "Denmark Review/Business News from Denmark" is distributed all over the world.

The Secretariat for Foreign Trade, in cooperation with TeleDenmark, annually publishes "Danish Exporters", the official Danish Export Directory.

**Mr. Ulrik Helweg-Larsen**  
Under Secretary for Foreign Trade  
Ambassador

**Mr. Erik Ovesen**  
Head of Section

**Mr. Anders Agerskov**  
Head of Section

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# The Confederation of Danish Industries



**DANSK INDUSTRI**

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The Confederation of Danish Industries is the central organization of the Danish manufacturing industry.

The Confederation of Danish Industries is a member of the International Chamber of Commerce.

4,300 industrial enterprises are members of the Confederation through one of the 70 affiliated employers' or branch organizations.

The Confederation of Danish Industries represents the member companies in collective bargaining with the Danish labour unions and promotes the political interest of business vis-à-vis Government, Parliament, local authorities, and on the international level.

The Confederation of Danish Industries offers a full range of services to the member companies in the following areas:

- Export, marketing, conferences and seminars
- Market information
- Industrial and labour laws
- Industrial disputes
- Business economics, analyses and statistics



**Mr. Ole Hybel-Hansen**  
Head of Advisory Services

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# The Danish Chamber of Commerce



The Danish Chamber of Commerce is the central organization for Danish exports, imports and wholesale trade. The Chamber was created in its original form in 1742 to consolidate and strengthen the position of Danish commerce. Today the Chamber has 10,000 members dealing with import, export and trade.

A wide range of services are rendered by the Chamber, such as:

- contact to Danish agents, exporters and importers
- advisory function on trade policy
- contact to the Danish ministries
- contact with Danish trade organizations in Denmark and abroad
- spokesperson on legislative questions and provisions of export statements

The Chamber also represents DIPO (The Import Promotion Office for Products from Developing Countries), which is part of the Danish Chamber of Commerce but financed by Danida (The Danish International Development Agency). DIPO's task is to assist exporters in Africa, Asia and Latin American in their export endeavours.



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# The Danish Federation of Small and Medium-Sized Enterprises



The Danish Federation of Small and Medium-Sized Enterprises (DFSME), established in 1879, is the main national organization for small and medium-sized enterprises. It is a private organization with members comprising 50 different trade organizations representing a total of 25,000 individual companies.

DFSME's activities concern policy making to support the SME business environment in Denmark and a broad range of services especially designed to benefit the members.

The major part of DFSME's international activities was for many years directed towards Western European markets. Since 1979, DFSME's International Department has been involved in projects in developing countries, followed by Eastern Europe in 1990. The activities in these new markets have gathered momentum since 1990 and have resulted in several new lines of activity. DFSME has been involved in studies, missions, technical assistance, "business-to-business" cooperation, institutional building, etc. in Africa, Latin America, Asia and Eastern Europe.



**Mr. John Aagaard**  
Head of Department

**The Danish Federation of Small and Medium-Sized Enterprises**  
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DANE MILL represents the manufacturers and sellers of wind mills from 10-800 KW. The company started in 1970 with small 5 KW wind mills and today the company offers wind mills up to a capacity of 800 KW.

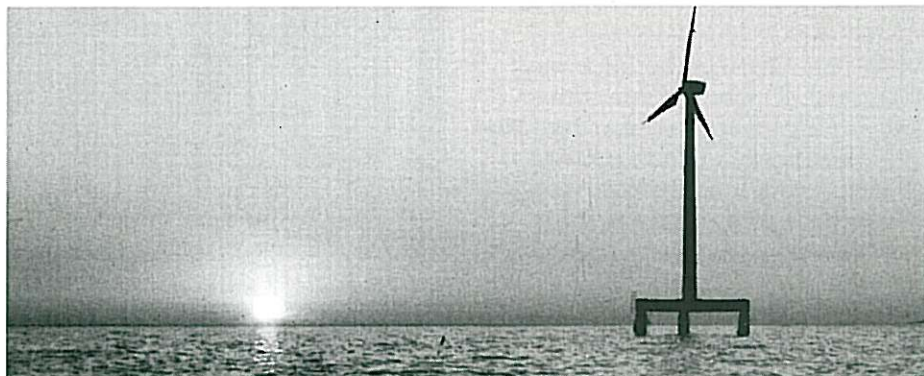
We offer all kinds of technical support from factory delivery to installation on site.

Apart from complete wind mills, we supply spare parts e.g. rotor blades, gear boxes, Nestle, Electronic Control Panel, etc.

Besides wind mills, we represent SatCom. SatCom specializes in remote monitoring and control equipment.

SatCom products are suitable for many different branches and customers. SatCom products come with a variety of solutions to the problems of transmitting data and remote control signals back and forth between the operating site and the controlling office, with satellite transmitter built in.

In 1994, Mr. Harwani, of Sunico Copenhagen and DANE MILL joined hands to market wind mills, particularly in India. For that Mr. Harwani underwent training in Skagen, the northern tip of Denmark, and on the sight in the installation of 500 KW wind turbines in the south of Denmark bordering Germany.



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# Royal Danish Embassy



**Mr. Bjarne H. Sørensen, Ambassador**



**Ms. Lone Spanner, First Secretary**



**Mr. Vinay Capila, Trade Counsellor**

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