

**simonsen®**

**Dynasty Update 2017**

## Dear friends and partners!

Time has now already come for the annual Dynasty Update. It seems not so very long ago we reflected on a passed year and looked into what the coming year and future would bring. Time as always goes too fast. Looking at the past 2017 and events I can only say what a reflection 2017 calls for.

After 2016 which was a "perfect storm" with low LME, lower demand and a general negative sentiment everything changed within 6 months. We are now looking back at a year with much higher LME, strong demand and growth and the future looks bright with a lot of activity. A main factor of the change was the decision by the leaders of China to deal with the smog related issues and general environmental concerns. This has led to closures of many industries related to the aluminium sector and curtailments but also a reduction in the Chinese capacity and production of aluminium.

These actions in China have also had an impact on major raw materials and increases in prices have been seen on all materials. This has naturally also had an impact on the qualities we are representing globally. But I am very pleased to note that we with our base of the largest single manufacturer in the industry have been able to professionally keep the increases at a manageable level comparing to other industries such as steel etc. and furthermore being the utmost important factor we and our partners can actually supply and have very strong capacity. Especially capacity will be a big work in the coming years. We already see production of cathode carbon blocks being full.

We can only strongly advocate the industry approving more producers and we would be an

excellent and obvious choice. We are after all opening the first brand new cathode carbon block plant in China in 2018. The plan is to be the largest production in the world within max. 3 years. We will be in touch and approach soonest, so we can be sure the industry will have more capacity and from the best well-known partners. All grades might I add!

2017 was also the year we opened our brand new company - SIMONSEN RECYCLING. The first time in our 33 years of operation that we are also focusing on other industries: these being WtE (Waste-to-Energy), remelting and the glass industry. This separate company is headed by Simonsen NextGen - Frederik and Michael, our resident Chinese colleague, who has been with us for more than 2 years. We are proud to say that we have already secured new business and expect strong growth in especially the WtE business. Business is still based on our strong partners in China, especially LIRR, and we aim together to make the same success into the global market, as we have within the primary aluminium industry. Must also point out that Klaus and I will still mainly be involved in the aluminium industry, so we will be your contacts as usual together with our qualified group of ladies.

We look very much forward to 2018 - a year that looks to be very positive and active for the aluminium industry.

I hereby wish you happy reading and till we meet again: a Merry Christmas and a Happy and Healthy New Year.



Morten Simonsen  
Managing Director

## The Cover and Back



As usual we have been searching in Jorgen Simonsen's photo archives, which contain a lot of photos showing this wonderful world.

The cover and Christmas card photo this year show some of the impressive scenery of Greenland during a trip he made in 2009 and the back cover represents twilight time in the marina of our hometown Nykøbing also back in 2009.

## Christmas Card



## Our family



**Sara** is still working as a sales trainee specialising in a variety of animals from tropical fish to large spiders and equipment and food required to keep these animals. As per mid January she will have concluded the education as a shop assistant in a pet store which - together with her education as a zoo-keeper - hopefully will help her getting a job within the animal kingdom. Privately she has moved away from Klaus and Sanne and has rented a small farm together with her boyfriend meaning that she for the first time ever can have her beloved horse living with her on the premises. As animals is her “thing” of course together with two other horses, dog, cat, hens, quails etc.

**Frederik** has now completed his 10 months “world-tour” visiting especially some of our suppliers in both Europe, USA and China. He also had the possibility to work with a very good client of ours in Europe to learn on the usage of material in the electrolytic furnaces. As from September he has started working together with our Chinese employee Michael Wang in the Simonsen Recycling department covering WtE, re-melting etc. As they have just received the first contract for a project in Europe he and Michael are kept busy from the beginning. Privately he has now moved into the house next to Klaus and Sanne vacated earlier by Sara.



**Nikolaj** this summer finalised his education for higher diploma degree in commerce from the local gymnasium. He really wants to be working within the area of cars and preferably with sales. He has been sending out a lot of applications after his graduation but has so far unfortunately not had any positive reactions. However, through a family member he learned of a vacancy at a car dealership approx. 60 km from Nykøbing and immediately took this opportunity, so now he is “inside” the car business. Privately he is still living with Klaus and Sanne in Nykøbing and still plays both the keyboard and the drums. 3 times a week he enjoys an early morning activity with Klaus in the local fitness center.

**Laura** is now on her second year studying techno-anthropology at the Aalborg University in Copenhagen where she is still living with her 4 friends in an apartment. At the same time she is now a student counsellor at the university, where she gives advice and guidance to other students. She has also been nominated as "ambassador" for the university meaning that she visits gymnasiums in Copenhagen and submits information on the university. She is enjoying life in Copenhagen with friends and cafés. Fortunately she still loves coming back home to be with the family and to have some home cooked food.



**Olivia** graduated this summer after three intense years at Morsø Gymnasium. This was a very special day. Olivia has decided to take a year off during which she would like to work - and travel - until she makes her final decision on her future. She lives by herself in an apartment in Nykøbing on our lovely island of Mors. She works full-time at a local inn as a waitress - an inn at which many weddings, family parties and special days are being celebrated. This keeps her busy, as money has to be made for her to fulfill the plans of going to the Far East in a few months together with a friend. Luckily Olivia does not have a washing machine, so Morten and Marianna get to see her fairly often when her clothes - and especially her working clothes - have to be washed. Otherwise she spends her spare time with friends and her boyfriend.

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## DOG BLOG



Morten and Marianna's two dogs Luis (left) and Minni (right) are doing fine. They enjoy running at the beach and Luis is a real water dog and loves to swim. He is good and sensitive. Minni is a fast bird hunter - especially chasing blackbirds in our area.



*Marianna walking the dogs  
- and doubling up...*

And she is the tough and strict one - just one look at Luis....

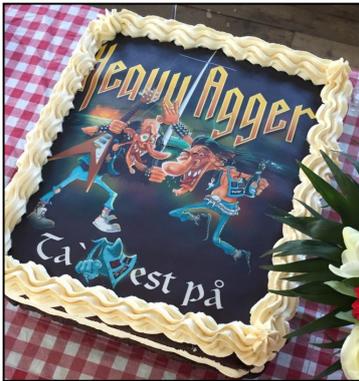
## Staff

We are pleased to announce that **Heidi Hove Pedersen** joined us on April 3 as our new Financial Manager. Heidi, who originally comes from Agger, a small town in the National Park Thy close to us, has previously been 8 years with the accountancy company BRANDT in Thisted and she holds a Master of Science degree in Business Administration and Auditing.

We welcome Heidi to our company.



**Heidi Hove Pedersen**



Heidi is furthermore great in baking. Actually so good that she is a contestant for the 2018 Danish version of "The Great Bake Off". We sincerely hope she will be in the programme!

This cake she created for a local music festival in Agger - "Heavy Agger".

## 10 years

We proudly also this year have the possibility of celebrating a 10-year jubilarian. Our Shipping Assistant **Maria**, who also finalised her trainee period with us, celebrated her 10 years with our company this summer on August 1.

And she is also a newlywed...



Congratulations!



## BOD (Board Of Directors)



Our long-term associate and close family friend **Jens Broberg** has joined the *simonsen* BOD as of March 1, 2017. Jens has been with our company for many years being initially involved in ISO approvals, *simonsen* manuals etc.

Jens is now a very successful private consultant working for large Danish and global companies. He recently took a BOD course at the famous INSEAD institute in France.



**Klaus, Tove, Morten, Jens Broberg and Anders Borg**

We are very happy to have Jens as a strong support and close friend but most importantly with a professional background assisting us in our endeavours to grow.

We furthermore expect to be able to announce an international addition to our BOD. The gentleman in question is a very strong partner from the industry and we sincerely look forward to him joining as of January 1, 2018.

## Our man in India

We are very happy to announce that *simonsen* will make headway into the Indian primary aluminium market and with the apparent growth we must be sure we serve our Indian friends best and most professionally.

We are therefore happy to announce that we have appointed **Anwesh Dash** as our sales manager in India. Anwesh is very well-known within the industry and will be the daily contact to all Indian smelters operating out of the Bhubaneswar office in Orissa.



Anwesh is a full part of our colleagues and will be in the office in Denmark early in 2018 to meet all and to get a real feel of the famous *simonsen* familiar way of service.

We wish him a warm welcome and have already noted a much increased level of activities with a good prosperous future.

## Shanghai Update

*"Dear friends in the industry!*

*2017 was and will be a special year for the aluminium industry. Here in China we see the strong cut-off on illegal capacity to both existing and expansion production over 10 million tons, thus to reduce the daily output up to 12 thousand tons and support the metal price increasing over 20% comparing to that of early this year.*

*Although the rapid cost increase not only due to raw material itself plus strict environment policy leaves industry limited profit margin and burden for the coming year, most of smelters in China will still have good financial results over this year.*

*Coming to "our business":*

*This year our plants keep busy to supply this hot industry. Our SIM-Gd graphitized cathode block plant QXC is performing very well. Over the years, with our experiences with customers, we now developed an unequal External Appearance Acceptance Standard to our cathode blocks, effective from October this year. We believe under this strict standard - and of course along with the other process control - we are able to supply our friends in the industry some beautiful looking products with black jeans.*

*There is a big expansion project in our SSB sidewall block plant in Shanxi. This project includes full range of carbon products from ECA till finished shapes with a total capacity over 60 thousand tons including graphitized quality. This 3 production lines project is expected to finish early next year. Soon we are able to provide our friends in the industry more choices there.*

*Worldwide aluminium industry is getting active. We trust this positive trend will bring us equal opportunity to serve the industry. As a supplier the value to the industry is to keep improvement under our endeavours.*

*At the end, may this letter bring you happiness, healthiness and peacefulness. Wishing you a beautiful New Year and see you in 2018!*

*Ruanbo from Shanghai"*



On a very sad note we can inform that the owner and founder of MOSCONI SRL, Dr. Agostino Almasio, unfortunately passed away in September.



Many of you readers will have met Agostino, a very kind man, to whom we have had a relation since the start of our company, as being the first partner and support.

Agostino was a fantastic technical specialist and made the insulating brick production in Italy to the absolute benchmark production in the world working closely with his family and family-in-law: Paolo Mosconi and Antonio Bodini.

A fully family-run and owned company that has had a considerable success within the primary aluminium market as being the largest and only real alternative. This STILL is the case.

Agostino was a very close friend of our father Jorgen, they had great visions together.

Rest assured that MOSCONI is in the very best hands to bring the company forward.

## News from India

*"Dear all,*

*It is a pleasure to be associated with simonsen and to contribute my bit to the Dynasty Update.*

*As we all know the aluminium industry is in a lucrative stage with the LME prices in an upward trend since early 2017. It is a very interesting phase for the industry, as all the major aluminium producers will see strong financial upswing in the years ahead. However, the focus of the aluminium producers still persists on lowering the operational cost so as to prepare for the future uncertainties.*



*The infrastructure push by the current Indian government has widened the opportunities. The Indian aluminium industry is also seeing huge momentum with new expansion projects on the horizon and Indian aluminium production is slated to increase by a million ton next year.*

*This year has kept us all very busy and I sincerely wish the trend continues for the years to come for us all. Our efforts at simonsen have always been to support our customers in their endeavours and to be part of their growth story.*

*Wishing you all a very happy New Year. Looking forward to an amazing 2018.*

*Anwesh Dash"*

## News from shipping by Susanne



**NAVISION workshop: Hanne, Maria, Ulla, Connie, Heidi and Susanne**

In May Hydro audited Mosconi and gave me the opportunity to see the factory, the beautiful surroundings and not least the old town Cremona. A pleasure to meet all the nice people at Mosconi being perfect hosts serving delicious Italian cheese, ham and wine.



**Above from the left: Paolo Mosconi, Anna Bertolotti, Antonio Bodini, Sverre Enger, Leonilda Bianco, Stanislaw Jarek, Klaus, Alessandra Zanoni and Michele Mizzotti**

In November Maria, Michael, Frederik and I were in China together with Klaus in connection with Hydro's audit of LIRR's new plant in Yinchuan. We had a thorough examination of the whole plant and checked procedures and documentations. We also had the opportunity to visit QXC - supplier of fully graphitized cathode blocks - at their plant close to Yinchuan, where we had a very interesting tour. After a nice lunch we went on to Beijing.

As the only one in the group Maria had never visited the Chinese wall. Mutianyu was chosen, which is relatively new. The place is very well-kept and no queues at either shuttlebuses or lift. The weather was perfect to a long walk on the wall - with both small and big steps.



President Trump had chosen to pay an official visit to Beijing at the same time as the *simonsen* group. All streets were filled with police and security people. How lucky can one be! - Standing at big crossroads suddenly all traffic stopped in order for Donald Trump and the caravan of security to pass.

## Recycling department

On October 30 we officially opened our new Simonsen Recycling office with a small ceremony.



*Michael, Morten and Frederik*

Together with our long-time Chinese partner LIRR we embark on a new business adventure in the Waste-to-Energy (energy from waste) and the secondary aluminium industries.

Zhiyong (Michael) Wang and our newest member Frederik Simonsen will work on these industries in close cooperation with our shipping department and LIRR. A growing interest globally on sustainable development means big investments in industries that looks to reuse or recycle waste. We intend to follow and support this development, which will definitely only grow in the future. We are excited by the prospect of forming new and lasting relationships with clients around the world and show them the benefits of “The Simonsen Way”.

We have already secured the first order in WtE with the French company CNIM. We are supplying refractory tiles for their biggest project to date in the UK. We are very excited to be partners with CNIM on this project and we are looking forward to the cooperation.



At the same time we have also started working together with BEROA and have already performed the first visit together with our Chinese partners from LIRR in order to try and develop our business.



## LIRR visiting Nykøbing

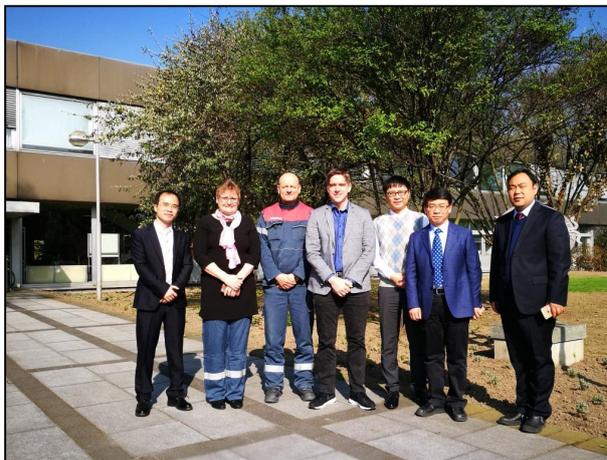


In April we had the pleasure of welcoming representatives from LIRR in our office for various business discussions.

At the same time the visit was combined with a joint visit to some of our customers and partners in Europe.



*High spirits - **Li Jie** (SiC Plant Vice Manager), **Huang Zhigang** (Director of SiC Technical Dept. and **Wang Zhanmin** (Vice President)*



*Visiting Trimet - from left: **Huang Zhigang**, **Susanne**, **Oliver Marzin**, **Till Reek** (both Trimet), **Michael**, **Wang Zhanmin** and **Li Jie***

## Visit from a local ladies club

One evening in May a total of 28 women from Heureka, a local club of working women in all kind of jobs, visited our company.

The board members of the club found it could be interesting to learn more about our business and had asked if we would be interested in giving a presentation, which we gladly did. **Morten** - and **Michael** on the recycling business - informed of our company and products as well as future ideas.

Morten enjoyed talking to a lot of ladies.



## Visit by Refratechnik

This summer we also had a visit from one of our German suppliers and we had some good discussions.

It is always nice to welcome friends in our office in Nykøbing.

***Morten, Klaus-Martin Meier and Helge Jansen***



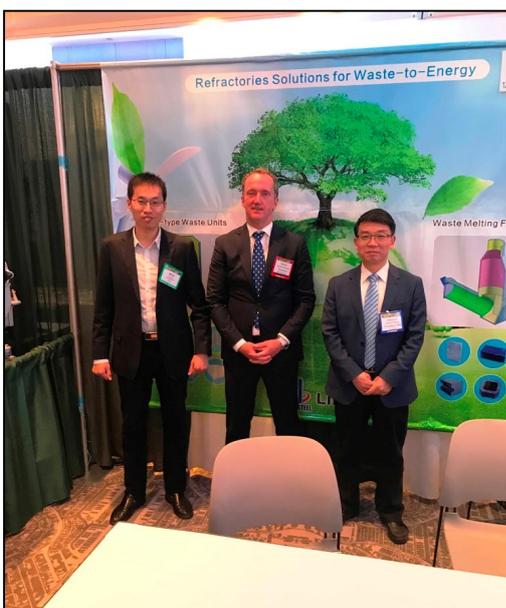
## IT

This year we introduced next step in the IT development. We have invested in a new multimedia screen in our conference room. This has facilitated presentations and we are looking at the options of being able to work with this as a part of meetings and video conferences with partners and production.

But rest assured our principle is quite clear: Nothing can be better than a personal meeting and we will also in the coming years be as active with travelling as always. The old saying:

***There is always a simonsen on the road!***

## WtE Conference



We participated in the very first Waste-to-Energy conference in Minneapolis in August. We are moving into this global expanding market and it was very interesting to be part of the conference and to make new contact in a very different field.

We were present together with representatives from LIRR, our supplier and partner also for this new field of interest.

Expect to see *simonsen* at many more conferences during the coming years!

***Morten together with Eric and Wang Zhanmin***

# LIRR - Yinchuan plant

As it has been announced previously LIRR-Sinosteel has decided to make a co-operation with the major supplier of raw materials in China for the production of SNBSC bricks SICATEC 75. As a result of this it has been decided to move the production of our nitride bonded silicon carbide blocks SICATEC 75 from Luoyang to Yinchuan meaning we will have a future production capacity of approx. 25,000 mt in Yinchuan and approx. 10,000 mt in Luoyang.

The main reasons for moving the production facility are:

- ◆ Being closer to the raw material supplies
- ◆ The possibility of obtaining cheaper energy supplies
- ◆ Proximity to the major potential domestic clients

Basically, the production of material in Yinchuan will be exactly as the production in Luoyang BUT with upgrading in both production and nitridding process. It should also be noted that all technical responsibility for SICATEC 75 produced in Yinchuan will still be in the hands of the very skilled technical dept. in Luoyang. Basic destructive testing will be performed in Yinchuan but everything else will be handled in Luoyang. In fact the LIRR plant in Yinchuan should "only" be considered production facility managed by the production managers from Luoyang.

**simonsen**<sup>®</sup>

INFORMATION TO ALL CUSTOMERS AND PARTNERS

October 13, 2017

SUBJECT: SIC SICATEC-75/95 SUPPLY SECURITY

There is a constant flow of information coming from the Chinese market from various sources regarding supply, shutdown, production curtail and raw material cost increases. This all relates to the primary aluminium industry and related raw materials and associated products used by the industry. This information has caused a widespread concern regarding supply security and therefore we, LIRR & SIMONSEN, would like to make the following comments:

- Capacity and production**  
LIRR will NOT and is not forced to curtail any production of our SICATEC-75/95 sidewall blocks or SICABOND SIC mortar. Neither in the LIRR Luoyang plant, Henan province nor the LIRR Yinchuan plant, Ningxia province.  
Production capacity is in total plus 35,000 MT and we can supply ALL the needs the global industry may have, without any delay whatsoever. All contracts will be honored in full, as you have been accustomed to for the last 22 years.
- Raw material costs**  
The cost of the main raw materials has, together with all other major raw materials, fluctuated upwards. It is therefore also clear and natural that a price increase will be relevant and imposed for future contracts.  
It is, however, also clear that we, LIRR & SIMONSEN, will do all to mitigate and keep the increase at the possible minimum.

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LIRR is the largest and oldest global producer of SIC based materials. Now producing also at the new Yinchuan plant with the cleanest production and an abundant access to raw materials. Production based on same equipment as in the very well-known Luoyang plant, managed by same skilled people as in Luoyang.

LIRR is the only SIC manufacturer who has had the foresight to move production to a green northern province. In the foreseeable future ALL SICATEC 75/95 qualities will be manufactured in Yinchuan.

LIRR & SIMONSEN will always be your most experienced suppliers and partners, ready to serve the global industry as we have done for so many years with the benchmark qualities.

With the very best regards,

  
Morten Simonsen  
Managing Director

  
Wang Zhanmin  
Vice President

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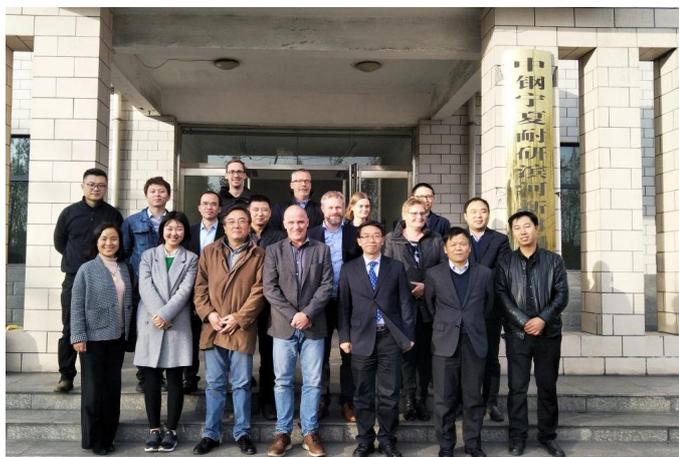
## Audits

As a result of the change in our production facilities for SICATEC 75 blocks we have of course already had the first audits and inspections from various clients.



In September we had the pleasure of greeting **Michael Fu** and **Jeff Yin** from the Pacific Aluminium office in Shanghai at our SIC plant in Yinchuan. They went through the plant and the various required documentation and afterwards we have been informed that there should be no problems in obtaining the first material from the Yinchuan plant.

Also in November we had the pleasure of welcoming **Sverre Enger** and **Eirik Hagen** from Hydro in



Norway. As we have been supplying our SICATEC 75 material to Hydro during many years and as we know they have a certain inspection plan in place, this specific inspection should now take place in Yinchuan.

After the inspection and audit we have been informed that we are a fully approved supplier to Hydro.



## HYDRO Technical Meeting

2017 was the year of a special invitation from Hydro for the biannual technical meeting. This is a very special event where one of our supply partners is included for a day and evening of technical discussions and a general overview of the activities from both partners.

This year the meeting was scheduled to be held at Hydro in Aardal and the Managing Director of MOSCONI SRL, Mr. Paolo Mosconi, was especially invited to participate.

It was again a distinct pleasure and honour to be present and the invited dinners at the Hydro Guest Houses are always very memorable. Hydro invites colleagues from the global smelters and it is a great way to catch up and discuss all on the table.

We have been working closely with Hydro since our company was founded and we enjoy it immensely.



## GAD 2017



This year's Gulf Aluminium Dinner was held in Bahrain and once again being a sponsor for this event Morten was delighted to participate. Among others Helge Jansen and Klaus-Martin Meier (both Refra-technik) joined him.

## TMS 2017

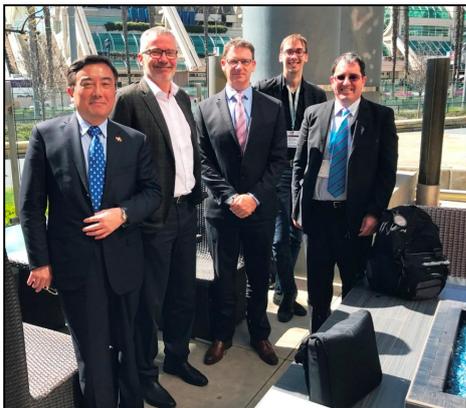
Participating in the annual TMS conference - which took place in San Diego this year - is always a great opportunity to meet with friends and partners.



**Klaus and Morten with Cus Zlatko (Talum)**



**Matt Powell (Liberty Group), Klaus, Morten, Frederik and Ruanbo**



*To the left:*  
**Ruanbo, Klaus and Frederik together with Greig Stevens and Alan Tomsett (both Pacific Aluminium)**

## ARABAL

Also the Arabal conference in November in Oman was a very special event giving the possibility to meet with old and new friends and contacts.

Morten enjoyed a nice evening in Muscat.



## TAC Supplier Award 2017

Morten was delighted and honoured again to be invited to participate in the annual Tomago Aluminium Company supplier award evening in New Castle, NSW. It was another great event with good friends, great food and not the least entertainment and live music by Tony Camps from TAC. A professional singer and musician besides from his daily work within the procurement department.

It really is a very special event and remarkable - so far TAC is the only single company in this industry that puts so much effort into aligning and recognising the many various, predominant local partners and suppliers - but certainly also overseas suppliers.

Morten is very proud to be part of this unforgettable award evening every year.



*Morten with Neil Day (Tomago) and wife*

*Among friends - a happy evening at Tomago*



During a recent visit to one of our clients in Europe Klaus noticed a special remark in one of their international magazines:

*"Every time you change 1 kilo of steel to 1 kilo of aluminium in a car, you will - during the average life-span of a car - save 20 kilos of CO<sub>2</sub>".*

This made him think: In 2016 the number of cars sold in Denmark was close to 223,000. If you estimate and calculate that we could have changed 50 kilos of steel into aluminium in each car, we could have reduced the emission of CO<sub>2</sub> over the lifespan of the cars - just in Denmark - by 223,000 tons!

If you then add up on the cars sold on a world-wide basis.....

## News from SICA and her 2 year old twin boys



From the Chengdu Panda Base we recently received this information as well as new photos of our adopted panda SICA and her twin boys - we call them Morten and Klaus - together with more cute cubs.

*"SICA was born on October 22, 2004, stud. no. is 593 and she is a very experienced mom. When she had twins (Si Nian and Si Junjun) on August 2, 2015 she was trying to hold the two babies at the same time with her mom instinct. Because there are two parts of white fur in her front paws, we jokingly call her white-glove lady. Now she is living in the B area sub-adult panda enclosure. Currently, she is very healthy and weighs about 96 kg. She has a good appetite for 50 kg bamboo shoots per day. She is very picky about bamboo and only chooses the tenderest part. She can stand up for a long time because of her back-leg strength. As a beauty and good mom she stunned the crowd, as she raised 6 cubs at the same time in the early 2017.*

*Si Nian and Si Junjun are the twin boys born August 2, 2015 and their nicknames are Si Da and Si Xiao. They are called the 4 happy cuties with another two pandas Jin Ao and Jin Yun and now the 4 happy cuties live with another two pandas Fu Wa and Olympia in the panda cub enclosure.*

*Si Jian and Si Junjun are healthy and very good at climbing and playing with other pandas. Now Si Nian is 58 kg and likes sleeping in the trees and he likes enjoying his relaxed life when he is eating panda cakes and apples very slowly. Now Si Junjun is about 65 kg and eats much more than his brother.*

*Best regards,  
Jingjing"*

We are also proud that our Prime Minister Lars Løkke Rasmussen met SICA during his recent visit to the Chengdu Research Base of Giant Panda Breeding in May this year.



## Chinese New Year

In February we celebrated the Chinese New Year in our office with a dinner arranged by Michael. He spent a lot of time in our kitchen making Chinese traditional food which we all enjoyed very much.



Our Chinese dumpling specialist!

Our local newspaper dropped by and brought an article. On the opposite page you will find a translation.

## **“The year of the rooster**

*CHINESE NEW YEAR: Simonsen A/S celebrated the new year in style*

**Nykøbing:** *Now is the time for the Chinese New Year. At Simonsen A/S they have chosen to celebrate this jump into the year of the rooster with a traditional Chinese dinner.*

*Michael Wang, who is responsible for sales and marketing, volunteered as cook for all the employees. It is a somewhat unaccustomed experience for Michael to cook for 13 people which counts the number of employees at the company headquarters in Nykøbing. He mentions this while sweating handling pots and pans in the company kitchen.*

*I have never before cooked for so many people at the same time, he says while smiling.*

### **Closely attached to China**

*It is not a coincidence that Simonsen A/S is celebrating the Chinese New Year, since the company is closely attached to China being the largest supplier to the company.*

*And this special role of the large country to the east also shows when you visit the company headquarters. In every office you see Chinese art and outside the office of managing director Morten Simonsen you find a full size terracotta warrior. This was a gift from a Chinese supplier.*

*On this special day the managing director of this family-owned company, Morten Simonsen, is also festively dressed. On his suit he wears a pin with hammer and sickle and the inscription in Chinese: “Serve the people”. – It was a gift being given to me in China. Only members of the Communist Party own such a pin, so I believe I am the only person in Denmark being in possession of one, he says. However, he makes it clear, that he is only wearing it in honour of the occasion.*

### **The year in which you make your voice clear**

*This year we are entering the year of the fire rooster. In the Chinese tradition it means entering a year with demonstrations in the streets and where strongly party political or nationalistic tendencies will show.*

*However, these sombre predictions do not show in the company kitchen. With Michael Wang at the head of the table the Chinese dishes are fully enjoyed.”*

## Trainee around the world

Before starting in the company Klaus' eldest son Frederik was on a tour around the world getting to know many of our partners and friends. This has been a great opportunity for him to get a unique inside view of the industry. Learning is always easier when you meet people face to face and we are grateful to all people involved, who have been helpful and ready to show Frederik the ropes.

Working with our suppliers such as Refratechnik, Mosconi and LIRR has given Frederik a hands-on experience regarding our supply chain. He also spent a few months in the US where he focused on shipping and trading. It all ended up with a visit to Trimet in Essen where Frederik could use his acquired information and see where our products are installed.

We believe that Frederik is well-prepared for his future in the company and he is excited to contribute to the daily operations.



*Working at Trimet*



*In the US: **Scott Bonder, Michael Wrotniak, Eli Epstein, Rosa Bello, Sheldon Lerer and Frederik***

*Farewell dinner with LIRR: **Luna, Huang Zhigang, Linda, Ryan, Jennifer, Eric, Jun, Pippo, Terry, Ocean, Mr. Dong and Wang Zhanmin***

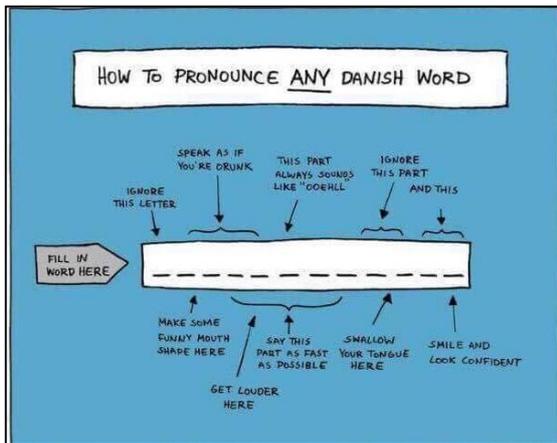


*Truck driving at Mosconi*



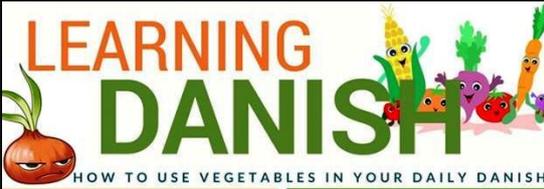
## Danish lesson

From our good friend at Hydro - Sverre Enger - we received this guidance on how to learn the Danish language:



Another guidance that could be helpful on how to use vegetables in your daily Danish:

- Line 1: The Danish expression
- Line 2: Translation word for word
- Line 3: English translation

 HOW TO USE VEGETABLES IN YOUR DAILY DANISH	
<b>SURT LØG</b> [Sour onion] A grumpy, critical person	<b>GÅ AGURK</b> [Go cucumber] Go bananas
<b>IKKE EN BØNNE</b> [Not a bean] Absolutely nothing	<b>TRÆDE I SPINATEN</b> [Step in the spinach] To say or do sth stupid
<b>HELDIG KARTOFFEL</b> [Lucky potato] Lucky person	<b>SALATFAD</b> [Salad bowl] Prisoner transport vehicle
<b>GØRE KÅL PÅ NOGET/NOGEN</b> [Do cabbage on something/someone] Deal with someone/something quickly	<b>EN VARM KARTOFFEL</b> [A hot potato] A hot potato/ A difficult situation
<b>KLARE ÆRTERNE</b> [Handle the peas] Solve the problems	<b>PISK ELLER GULEROD</b> [Whip or carrot] Motivated by punishment or reward
<b>HYPPE SINE EGNE KARTOFLER</b> [Earth ones own potatoes] Follow one's own interest	<b>SPILLE KONG GULEROD</b> [Play king carrot] Act superior or be stuck-up

## National Park Thy

For thousands of years in our corner of Denmark the strong wind from the North Sea has founded the special dune landscape along the west coast in Thy. A landscape of dunes, plantations and large lakes and a nature that is quite unique and therefore it was appointed Denmark's first and largest national park in 2008 including 24,370 hectares from Agger Tange in the south to Hanstholm in the north.



As mentioned our Financial Manager Heidi originally comes from the village of Agger where a number of events are arranged during the year. Among those are the Heavy Agger Metal Festival and the Danish national charity event Ladywalk, which this year attracted 5905 women experiencing the nature around Agger. Among those were Heidi, Birthe, Susanne and Maria from our office.



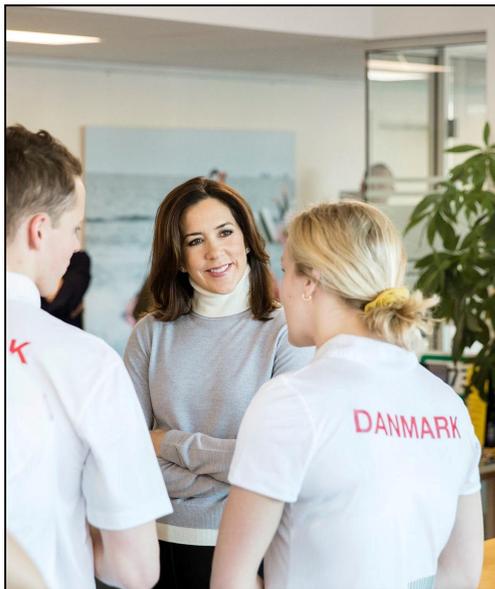
## Local Top Swimmer

Whilst our company and family are proud sponsors of animals we also have more local interests.



A young girl, Katrine Bukh Villesen, from Nykøbing has managed to become one of the best Junior Swimmers in Denmark. She is now heading to the Championship of Europe and will most likely qualify for the Olympics.

Junior swimming is under the patronage of Her Royal Highness Crown Princess Mary and Katrine had the fortune of personally meeting Mary.



By the way as many of you know Mary is Denmark's world-famous link and tie to Australia, as she did indeed meet our Crown Prince during the Olympics in Sydney in 2000. Mary is from Hobart, Tasmania.

We do sponsor and support the hard efforts of Katrine — the daughter of very close friends of Marianna and Morten.

## Cultural Summit



Once again Nykøbing was decorated in every way during the annual cultural event which attracts up to 15,000 people also including politicians and cultural personages during intense 48 hours in the month of August.



A "pop-up" event .....

## Football

More positive news from the sports world - at least from a Danish point of view!

From one of our friends in Iceland we received an e-mail congratulating Denmark reaching the World Cup 2018 in Russia - and indeed it was a spectacular win and one of those moments where you are proud to be a Dane.



*Watching the game?*



*However difficult life may seem, there is always something you can do and succeed at.*

*Stephen Hawking*

*Before anything else, preparation is the key to success.*

*Alexander Graham Bell*

*Just remember, you can't climb the ladder of success with your hands in your pockets.*

*Arnold Schwarzenegger*



*"MOUNTAIN of wisdom"*

*"Son, the road to success is always under construction!"*

*"Curiosity brings wisdom"  
- lucky lamas at Mors!*





*A winter view over Nykøbing*



***simonsen domicile***

Finally, we wish you and your families a happy Christmas and a prosperous 2018.

Warmest regards,  
Morten

Klaus

