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Our ref.:

Your ref.:

Date:

JSD - NEWS

Unfortunately, it is already a year since we published our latest newsletter.

Time has therefore come to inform you about our activities within the last year.

STAFF

Our trilingual secretary - Charlotte - has some five months ago given birth to a beautiful, little girl.

By and by Charlotte seems to have recovered and shall start working again on November 3, 1988. We more than welcome her back as she is needed very much. However, Christian has been doing her job very well while she has been on leave.

Christian wants to get new challenges. Not in Denmark, but in the States so Christian has decided to quit his job as from December 1, 1988, and is now trying to get a job in America.

We have, therefore, employed a young lady,

Lone Lildballe

as from December 1, 1988, who will solely be occupied in the shipping department.

She will handle all shipments, contacts to suppliers and make sure that the goods arrive at the clients at the right time, and also be responsible for making out all kinds of documentation.

Besides the above changes we have also re-organized the family a little.

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Klaus will in the future mainly be responsible for the entire administration, shipping and finances (together with Tove), but Klaus will also be handling the sales in Canada and the USA.

Morten will be much more involved in the direct sales together with me. Morten will also handle the marketing function, such as taking over the responsibility for data sheets, brochures etc.

GENERAL ACTIVITIES

We are constantly adding new aluminium smelters to our reference lists. We have got ourselves well established within this industry as dependable suppliers of excellent insulating and refractory products.

We still try to promote new ideas and concepts and especially the the concept of using DENSCAST 50 low cement castables in the bottom of the pots as a protective barrier has been quite successful, and we are firm believers that this technology has come to stay and to develop further into the industry.

We have become shareholders in a trading company in Japan called

LGE Japan Ltd.
Osaka

which will be taking care of our sales activities in Japan, South Korea and Taiwan.

SUPPLIERS' ACTIVITIES

MOSCONI, ITALY

MOSCONI is at the present time extending their production to reach approx. 18-20,000 m³ a year, equal to approx. 11 million insulating PERLITE BRICKS, in the qualities MSB-450 and MSB-575 in the size 9 x 4.5 x 2.5" (230 x 114 x 65 mm).

They install new presses, dryers, grinding machine plus the firing capacity is extended, too.

An investment of approx. 500,000 US dollars.

This plant extension and improvement will be finalized during the spring of 1989, and as from then on we shall supply even more excellent products - in larger quantities - than hitherto.

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SIBORIT GMBH, LÜBEURG (previously MINORA)

MINORA has changed names and owners as from January 1, 1988. MINORA has been taken over by some very large German groups which renamed the company into

SIBORIT GMBH

but with the same address and production facilities.

However, this takeover has been done in order to expand the calcium silicate activities.

SIBORIT will introduce new products and also extend and improve their production of the INSULITE 1900 calcium silicate slabs.

The expansion amounts to approx. German Marks (DEM) 9 million and this expansion will be completed by early/mid 1989.

PRODUCTS

Our insulating diatomaceous molar bricks RCB-85 have been tested and approved by Messrs Riedhammer of Nuremberg, West Germany, as being qualified as back-up lining - behind the refractories - in the Riedhammer-designed carbon baking furnaces.

DENSCAST 50 has become a very good reputation and our offer offered during our worldwide introduction campaign last year has resulted in a lot of responses as well as orders.

VERMILITE 2000 slabs, supplied glued together with INSULITE 1900, is a new concept which we have introduced and which seems to create a lot of interest.

By gluing the slabs together you achieve the following:

- 1) to lay two layers of slabs by laying only one (glued) piece
- 2) you get a highly insulating product (INSULITE 1900) in the bottom of the pot
- 3) you have a more bath resistant product on the top of the glued slab, i.e. the VERMILITE 2000, and
- 4) you can lay the slabs in a complete cell much faster.

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QUALITY CONTROL

We are trying to build up a reputation concerning suppliers of excellent products. Our quality control is still improving, and a careful quality control is made by the various suppliers.

Lately SIBORIT has developed a control on the INSULITE 1900 slabs and we shall be pleased to inform you about this development in connection with your request for offers for such a product. We shall of course also supply this information if you have a special interest.

INAUGURATIONS

Since our latest newsletter, we have been participating in two plant inaugurations, i.e. at GA METALL AB, Sundsvall, Sweden, which in November 1987 inaugurated a new pot-line. In the inauguration participated the Swedish King Carl XVI Gustaf and I. Plus many others....

We also attended a similar event at UNIAL, Kidricevo, Yugoslavia, in May this year.

Both smelters were for their new furnaces to a large degree supplied with insulating bricks and blocks as well as refractories by us.

The hospitality enjoyed on both occasions was incredible.

BANKS

Owing to our extended overseas business we have decided to move all our banking activities to our present bank connection

PROVINSBANKEN A/S
Kannikegade 4-6
DK-8100 Aarhus C
DENMARK

Swift code: provdk 22
Telex: 64692 proxar dk
Account No: 7060-962302

meaning that we are no longer dealing with our small, local bank which cannot assist us technically sufficiently in all our transactions in connection with sales to all our overseas clients.

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PROVINSBANKEN A/S has affiliates in New York as well as Hong Kong. We are operating with both affiliates.

The address in New York is:

PROVINSBANKEN A/S
New York Branch
499 Park Avenue
New York, N.Y. 10022

Swift code: prov dk 22
Telex: RCA 239 827 prov ur
Account No: 5023-1006444

In Hong Kong it is:

DANISH FINANCE (ASIA) LTD.
Two Exchange Square 21/F
8 Connaught Place
HONG KONG

Telex: 80898 prov
Account No: 001487-HKD-2301-001

There is NO change in our bank connections. We only need more professional assistance in our worldwide activities and it is our luck that our present bank has these affiliates.

In each case we shall always inform you about where to transfer your payments, depending, of course, on where in the world each client is situated.

Enclosed please find the following documentation:

- 1 copy of the new brochure front cover
- 1 copy of brochure concerning INSULITE 1900 and
- 1 data sheet also covering INSULITE 1900

We hope you still have interest in following our activities a little closer.

Many kind regards

Jørgen Simonsen