# UIVER MEMORIAL FLIGHT 1934 London - Melbourne 1984

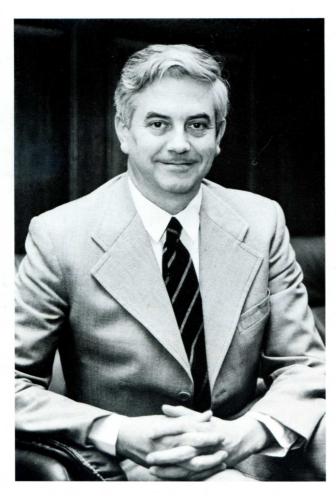


# The Australian - Netherlands Conference

Melbourne, February 5 - 7, 1984 Sydney, February 8 - 10, 1984



## **Preface**



The DC 2 'Uiver' (Stork), the KLM Royal Dutch Airlines airplane which took part in the legendary London-Melbourne Race of 1934 and, with captain Parmentier, won first prize in the handicap section, flies again!

A group of enthusiastic Dutchmen and the Netherlands Foreign Trade Agency EVD, decided, after two years of intensive preparations, that the race will be reflown, now almost 50 years later. Holland and the whole world will once again be able to experience this flight along almost the same route then prescribed by the Australian chocolate manufacturer and organizer of the race, McPherson Robertson.

Nineteen aeroplanes from various countries, including the 'Uiver' from Holland, took off from Mildenhall airfield near London on that memorable day, the twentieth of October, 1934. On board the Dutch DC-2, the 'Uiver' ('Stork'): a four-man crew headed by the pioneer aviator, Parmentier. As the days passed, this race to the other side of the world kept people everywhere gripped by a sort of aviation mania.

The whole Dutch nation was also glued to the radio. And, when the news came in that, despite blood-curdling adventures and an emergency landing in Albury during a violent storm, the Dutch plane 'Uiver' had managed to get there first in the handicap category, the flags went out. People poured into the streets to celebrate, the papers brought out extra editions. Upon their return, the crew were knighted by Queen Wilhelmina and rode in an open car through the streets of Amsterdam, the applause of thousands in their ears.

From a Dutch point of view it was a superb achievement. The initiative for the Dutch entry was taken by Albert Plesman, then director of KLM. His aim in entering the contest was to prove that it was possible for passengers and mail to be transported safely and quickly over a distance of 20,000 kilometres (some 12,400 miles). In 1934 there was no single airline company able to provide a scheduled service over such a distance. The flight of the DC-2 'Uiver' in 1934 was a symbol of Dutch reliability and thoroughness and also of daring and inventiveness. "In effect, nothing has changed in 50 years", according to Minister Frits Bolkestein. "Dutch products are still on a par with anything produced anywhere in the world. I would even venture to say that we lead the way in many fields. And our prices are highly competitive, too. The Dutch have many satisfied customers abroad. It is a pleasure to do business with the Dutch. That is what I am told on virtually every trip I make abroad"

Why is your department, the Netherlands Foreign Trade Agency sponsoring the flight of the 'Uiver'? "I have just mentioned reliability and thoroughness, but we are also romantic, particularly where our history is concerned. The Dutch were great explorers. The Dutch were also pioneers of aviation. That pride in our history is still very much alive in my country. But surely romanticism about air travel was not the only reason? "No, of course not. The flight of the 'Uiver' is generating a great deal of interest and fellow-feeling abroad, too. Especially in those countries where Dutch industry has something to offer. Just as I said - a tradition of reliability and thoroughness, which still holds good. That is what we want to demonstrate. The Dutch believe in enterprise. We can see the sun breaking through the economic clouds. And if the economic recovery makes a breakthrough in the world, we have a lot to offer. But we have to show that". How?

"Dutch industry also will be well represented in Melbourne. Showing what we can do, what we excel at. By participating in the 'Uiver' project the Dutch government is giving Dutch industry that opportunity. Industry and government trust each other in The Netherlands. That is an excellent thing".

Will you be on the flight yourself?

"Yes, of course. For the last stage to Melbourne. I think it will be tremendous".

Not afraid?

"Come on, they weren't afraid in 1934. And besides, the very cream of Dutch industry has made this flight technically possible. Once again, we are showing what we can do. And as I have said, the Dutch are an enterprising lot. Not a bad characteristic, I think".

Minister for Foreign Trade Dr. F. Bolkestein, Chairman of the Economic Mission



## The 'Uiver' flies again

Schiphol East, hangar 8, September 1983. Greving engineers in blue KLM overalls swarm in and around a vintage aircraft - the Douglas DC-2, almost fifty years old, which under the name 'Uiver' is to repeat the historic 1934 London-Melbourne air-race. In that year an identical aircraft with the same name covered the distance in three days, 18 hours and 13 minutes, thus taking second place in the speed race and winning its handicap class. It was the first Douglas DC-2 purchased by KLM by way of a trial and during that race the aircraft proved that it was

possible to transport mail and

paccongoro quickly and catoly by air to a place on the other side of the globe. Long-haul civil aviation was definitely established. This time, too, it will be a real adventure. A flight of some seventy to one hundred hours with an antique aircraft, with virtually none of the modern navigational aids which present-day civil aircraft have at their disposal. It will not even have an automatic pilot, so that the entire flight from start to finish will be real 'manual labour'. The 'Uiver' fever which has broken out among aviation enthusiasts has also spread to Dutch industry. KLM is to provide the crew (with the grandson of KLM-founder Plesman as the captain) and is responsible for the overhaul of the aircraft. Fokker, Philips, Bendix, DAF, the newspaper De Telegraaf, the broadcasting corporation

companies are contributing money, technical know-how

## Shell fuel

or both.

Fifty years ago the KLM aircraft on the route to Indonesia - and, after the 'Uiver', to Australia - already used Shell aviation gasoline. So it is understandable that the 'new' 'Uiver', the successor to the first 'Uiver' which later crashed, should do the same. The aviation division of Shell International Trading Company (SITCO) in London is coordinating supplies of fuel and lubricants along the route. That is no small feat, since including start and

The flight of the 'Uiver' can be considered a series of kangaroo hops compared to the present Boeing 747 flights with only two intermediate stips between Schiphol and Melbourne. After the major overhaul in Hangar 8 at Schiphol-Amsterdam Airport in September Amsterdam Airport in September and October, and after a series of test flights in November, the new Uriver' will fly the following route with six passengers and 550 kilogrammes of freight consisting of film equipment of the NOS and personal effect.

1983

December 18 Schiphol-Mil-denhall-Marseil le-Rome (FCO) Rome (URBA)-

December 20 December 22 naca-Aleppo

December 23 Aleppo-Damascus December 24

Damascus-Kuwait-Abu Dhabi December 29 Abu Dhabi-Mus

1984

Karachi-Jodhpur January January Jodhpur-Allahabad Allahabad-Calcutta-Rangoon

January Rangoon-Bangkok Bangkok-Alor Alor Setar-

Kuala Lumpur

January 11

tentative This schedule shows that the flight will take much longer than the orignal 'Uiver' fight which took 90 hours and 17 minutes. But then, it is not the intention to match the record fight.

February 5/6/7 Albury-Melbourne

record flight. We emphasize the fact that it is a flight schedule with prolonged in-termediate stops. There are several reasons for this

Kuala Lumpur-

Singapore-Jakarta Jakarta-Rambang/

Darwin-Cloncurry

Charleville-Albury

Singapore

Selaparang

Rambang Selaparang-Kupang-Darwin

Cloncurry-Charleville

#### prolonged

January 14

January 23

January 26

January 28

January 30

January

January 29/30

One reason is that in those fifty years since 1934, aviation has increased 'somewhat' and is com-

pletely different now. In 1934 captain Parmentier still could say: I fly a direct route from A to B. But in 1984 this is no longer possible at they have to use air corridors.

#### leisurely

And finally: the NOS film team has to have time to shoot scenes for the documentary. Although shots will be taken at each airport, there are some airports for which one or even two whole days have been

All these facts together require a rather leisurely flight schedule. It is also not possible to copy the 1934 route exactly. Some airports no longer exist, others are unavaila because of political reasons. But the route in general is the same

## museum airport

To begin with, the filming will commence at Duxford airport near London instead of the old Mil-denhall. Duxford has an airport which has been made into an air museum. For the start of the comnemoration flight, however, Mil-

denhall will be used again. Two other airfields or the 1934 route can not be used: Jask in cannot be used at present and Rambang airport in Indonesia no longer exists. Abu Dhabi and Selaparang will be used instead. Another thing that will be hardly possible, or not at all: accommodating crew and passenge the same hotels as in 1934.



The crew of the 'Uiver' commemoration flight.

finish a total of 23 airports will be involved, some of which are by no means 'major airports'.

In addition, the fuel required, although still fairly easily available in Europe – under the brand name Shell Avgas 100 LL, the only product of its kind in The Netherlands – is probably virtually unobtainable in some countries in which the aircraft will land.

Flight engineer Bonne Pijpstra, who will be one of the 'Uiver's' crew rightly points out: "Before I take off in that aircraft, I want to know for sure that I will be able to get fuel and lubricating oil for it somewhere." Oil is of course of great importance; with an oil consumption of four litres per hour per engine it is quite impossible to take sufficient lubricating oil for the two Wright 'Cyclone' nine-cylinder radial engines (each with a maximum capacity of a thousand HP) along on board.

When we went to take a look at the 'Uiver', Pijpstra was not yet sure which lubricating oil would be used. He immediately began to discuss that with aviation specialist Bas Roeleveld of the Techinical Service division of Shell Verkoop, which as Dutch operating company is contributing one-quarter of the costs of the total fuel and lubricating oil requirements for the DC-2.

Especially heart-warming is the spontaneous help shown not only by big companies but also by private individuals in making this flight possible. Even Queen Beatrix has made it known that she will be following this exceptional flight with particular interest. Perhaps the present crew, after their return from this remake of the London-Melbourne Race, will also receive knighthoods from the Queen. Just as the crew on the orignal flight were also knighted by her grandmother, Queen Wilhelmina. For, even though the considerable improvements in navigation equipment and ground control systems will make the flight less hazardous in 1984 than it was in

1934, it will still be a risky undertaking. Anyone who takes a close look at the old DC-2, a plane no bigger than the average truck, will be bound to ask "What are they starting out on?" in view of the 20,000 kilometres (12,400 miles) which separate the crew from their Melbourne destination.

But it is that very element of sportsmanship which appeals to the Dutch and will bring them out into the streets in their enthusiasm even today. As was proved when the 'Uiver' was being transported via various inland waterways from the docks to Schiphol Airport, near Amsterdam.

Stripped of its wings and tail, with its engines still packed to protect them against rust, the old plane glided over rivers and canals on top of a deeploader barge. Perched atop the 88-metre-long and 12-metre-wide push-tow barge, the Douglas DC-2 filled some canals from bank to bank, right up to the edges of the adjoining gardens. During the whole journey of 150 kilometres it was cheered on by thousands of enthusiastic people. At Schiphol, the unusual waterway journey ended with a short-hop air trip when the 'Uiver' was lifted by a giant crane over the fence and into the Fokker factory, after which the plane could be easily towed along the taxiways to hangar 8, where in the meantime, it has been given a major overhaul, hidden behind tall doors, out of sight of curious onlookers. The cockpit has been fitted with a completely new instrument panel during this refit, which lasted two months. In the meantime, captain Jan Plesman and his crew of three were busy further honing their night-flying skills and fully familiarising themselves with all the technicalities of the plane, in preparation for their arduous flight which started on the 18th of December 1983 and will finish in Melbourne early in February 1984.

# Contents

Page no.	
1	- Preface by Netherlands Minister for Foreign
	Trade Dr. F. Bolkestein *
	Chairman of the Economic Mission
2- 3	<ul> <li>The 'Uiver' flies again</li> </ul>
5	<ul> <li>Netherlands Foreign Trade Agency</li> </ul>
6- 7	<ul><li>Akzo N.V.</li></ul>
2- 3 5 6- 7 8	- N.V. Amev
9	<ul> <li>Daf Trucks B.V.</li> </ul>
10-11	<ul><li>Fokker B.V.</li></ul>
12	<ul> <li>Association of the Mechanical and Electrical</li> </ul>
	Engineering Industries 'FME'
13	<ul> <li>Grenco Special Applications B.V.</li> </ul>
14	<ul><li>Heineken B.V.</li></ul>
15	<ul> <li>Holland International Travel Group V.O.F.</li> </ul>
16	<ul> <li>N.V. Luchthaven Schiphol</li> </ul>
17	<ul> <li>Royal Nedlloyd Group N.V.</li> </ul>
18	<ul> <li>Europe Container Terminus B.V. (ECT)</li> </ul>
19	<ul> <li>Phs. van Ommeren N.V.</li> </ul>
20	<ul> <li>Philips Industries Holdings Ltd.</li> </ul>
21	<ul><li>Vmf Stork N.V.</li></ul>
22	<ul> <li>G. Arnold Teesing B.V.</li> </ul>
23	<ul> <li>Federation of Netherlands Industry VNO</li> </ul>
24-25	<ul> <li>Royal Schelde Shipbuilding</li> </ul>
26	<ul> <li>Royal Volker Stevin B.V.</li> </ul>



## Netherlands Foreign Trade Agency Bezuidenhoutseweg 151

2594 AG The Hague Phone: (+31) 70798933

Telex 31099



Mr. L.M. Overmars Managing Director

The Netherlands Foreign Trade Agency is a branch of the Ministry of Economic Affairs. The agency coordinates and sponsors trade development activities in and with foreign countries. These activities form a part of a programme that is focussed on:

search for business opportunities

presenting Dutch products, know-how and services.
 The agency supplies information about the Dutch economy in the widest sense. The publication Holland Info provides information on economic, commercial and technical developments, on a regular basis.

Via a computerized system the agency in coordination with the Netherlands Foreign Service (Embassies and Consulates) and Chambers of Commerce supplies business contacts.

Furthermore, the agency furnishes information on statutory and other official measures in The Netherlands. The measures envisage commercial and other agreements, custom duties, import and payment régimes, documents required for imports, quality and marking regulations, etc.



Akzo NV P.O. Box 186 6800 LS Arnhem The Netherlands

Phone: (+31) 85664433

Telex 45438



Mr. J. Veldman Executive Vice President

## **AKZO**

is an international group of companies with operations in more than 50 countries. Akzo's worldwide business activities are organized in the Enka, Akzo Zout Chemie, Akzo Chemie, Akzo Coatings, Akzo Pharma and Akzo Consumenten Produkten Divisions, and in Akzona which concentrates its efforts on the North American market. In The Netherlands, Belgium, Brazil and Japan, Akzo has central organizations which have a coordinating function and render services to local Akzo companies. With almost 73,000 employees, the Group achieved consolidated sales of approx. US\$ 5 billion in 1983.

#### Enka

Enka is the largest Division within Akzo. It is one of the world's leading man-made fiber producers - the largest in Europe – with the most extensive product range. Its product range can roughly be split up in two groups: - Fiber products, such as textile yarns and fibers for apparel, household and homefurnishing textiles and carpets, industrial yarns for automobile tyres, ropes and nets, conveyor belts, seat belts and tarpaulins and for the construction of inflatable halls, flexible roofs, water basins and roads.

 Non-fiber products, such as engineering plastics for high-quality technical applications, industrial colloids, membranes for medical and technical applications, special machinery for the chemical, fiber, textile and plastics industries, as well as nonwovens, cellulose (viscose) sponges, synthetic chamois leathers and celllulose films. Enka headquarters are established in Wuppertal (FRG); its research and development activities are concentrated in The Netherlands and the Federal Republic of Germany

Enka has, in addition to production plants in six European countries, (mainly) minor interests in seven manmade fiber companies in Latin America and Asia.

#### **Akzo Zout Chemie**

Akzo Zout Chemie is a producer of salt, bulk chemicals based on salt and chlorine and a range of smaller intermediate chemicals.

Salt is produced in Western Europe (The Netherlands, the Federal Republic of Germany and Denmark) and in Latin America (Brazil). Combined with the production in the U.S. and the Caribbean of International Salt, an operating company of Akzona, Akzo may be considered the largest salt producer in the world.

The bulk chemicals of Akzo Zout Chemie are chlorine (produced by electrolysis), caustic soda, soda ash and vinyl chloride; they are produced mainly in The Netherlands, in large-scale plants.

The other chemical products are acetic acid, chlorinated organic products such as chlorinated acetic acid and derivatives, chlorinated hydrocarbons and products such as methylamines and derivatives.

In joint venture with other companies, Akzo Zout Chemie manufactures products such as methanol, formaldehyde and formaldehyde-based resins, ethylenediamine and related polyamines (in The Netherlands), as well as monochloroacetic acid (in Japan).

#### Akzo Chemie

Akzo Chemie supplies the industrial market world-wide with some 4,000 different chemical products, largely sophisticated specialty chemicals, next to a relatively small number of industrial commodity chemicals. These products are mainly manufactured in W. Europe (The Netherlands, F.R.G., Belgium and U.K.). In the US Akzo Chemie cooperates very closely with Armak, part of the Akzona Group. In Latin America Akzo Chemie operates in Brazil and participates in organic peroxide activities in Mexico and Argentina. In the East Asian regions Akzo Chemie has its principal foothold in Japan, where jointventures have been set up with important industrial enterprises like e.g. Lion Corp.

The product range of Akzo Chemie breaks down into three main groups:

Additives and auxiliaries used in the manufacturing and processing of plastics and rubbers. These include organic peroxides of which Akzo Chemie is one of the world's main suppliers, stabilizers for the processing of PVC and a range of rubber chemicals.

A variety of products, linked by their surface-active properties and mainly used in detergents, cosmetics and paper. Together Akzo Chemie and the American Akzona company Armak can be regarded as the world's largest producer of fatty amine derivatives. which find their way into laundry softeners, lubricant oil additives, or flotation processes, etc.

Akzo Chemie is a leading producer in the field of petroleum refining catalysts such as hydrodesulfurization and fluidcracking catalysts.

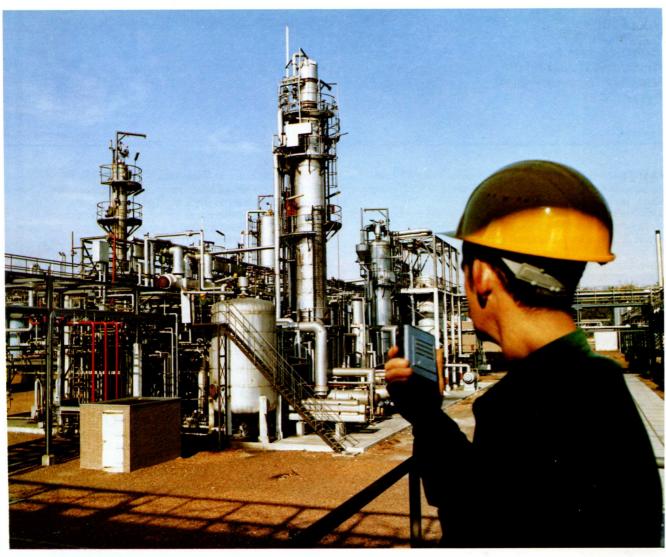
In addition, Akzo Chemie produces a number of industrial commodities, as basic or intermediate chemicals for a variety of industrial products and processes.

#### **Akzo Coatings**

Akzo Coatings is one of Europe's leading paint groups and ranks among the top ten paint producers in the world. It manufactures the full range of paints, stains, fillers, synthetic resins and related products for:

 Industrial markets, including building, construction and interior decorating (professional and do-it-yourself), car refinishes, road marking and artists' use.

Geographically the activities of Akzo Coatings are widely diversified; where no own activities exist, Akzo Coatings' products are imported. Its main production plants are in The Netherlands (Sikkens), france (Astral), Federal Republic of Germany (Lesonal), Brazil (Montesano), Argentina (Miluz), Spain (Ivanow) and U.S.A. (Wyandotte).



Fatty amines and derivatives plant, Belgium.

## Akzo Pharma

Akzo Pharma directs, controls and coordinates the activities of the pharmaceutical division of Akzo. Having the character of a holding company, through its operating companies Akzo Pharma is internationally active in research and development, manufacture, processing, sales and services in various areas of health care.

- Organon: ethical drugs, such as anabolics, oral contraceptives, corticosteroids, sex hormones, psychotropics and preparations for the treatment of cardiovascular diseases and of gastro-intestinal disorders; additionally, diagnostics and medical contraceptives.
- OrganonTeknika: hospital supplies, such as diagnostics, pharmaceutical specialities, medical equipment and single-use products.
- Chefaro: non-prescription drugs, such as vitamin preparations, pain-killers, cough syrups, sweetening agents; furthermore, over-the-counter pregnancy tests.
- Diosynth: raw materials for the pharmaceutical industry, such as steroids, biochemical products, alkaloids and polypeptides.
- Intervet: veterinary products, such as poultry vaccines, other vaccines and hormone preparations for veterinary use.
  - Sales organizations, whether or not combined with production/processing facilities have been established in practically all major countries throughout the world.

#### Akzo Consumenten Produkten

This Akzo division produces mainly consumer articles for direct consumption or end-use. Its field of operations covers three groups of articles:

- Detergents and cleaning products, as well as cleaning agents and techniques for institutional and industrial applications and large consumers.
- Health and bodycare products, including cosmetics and perfumery.
- Food products, such as nuts, sauces, snacks, oils and fats, soups and various food specialties.



N.V. Amev P.O. Box 2072 3500 HB Utrecht Phone: (+31) 30573090

Telex 47763



Mr. W.J. Nanninga Member of the Executive Board

AMEV is an international group of more than 40 companies, operating in the field of insurance, financial services, project development and trade.

Amev is active in eleven countries on three continents. Its headquarters are based in The Netherlands, where Amev is a leading insurance group.

At the end of 1982 total income was the equivalent of Aust. DIrs. 1.5 billion, 55% of which originated from The Netherlands, 13% from other European countries, 27% from the U.S.A. and 5% from Australia and New Zealand.

Total assets amounted to Aust. DIrs. 5.4 billion and the net profit for 1982 after tax and provisions was Aust. DIrs. 64.4 million, equalling Aust. DIrs. 6.25 per ordinary share of Dfl. 10 nominal value. The net worth at yearend 1982 was Aust. DIrs. 470 million, or Aust. DIrs. 45.85 per ordinary share.

Amev employs over 7,000 people, about half of which are working in The Netherlands.

## Consistent growth

For many years already, Amev has persued a policy of expansion, particularly through the acquisition of sound well-managed companies abroad. In 1982 life insurance accounted for 37% of total revenue, investment income for 25% and other activities, such as financial services, project development and trade, for 11%.

For the last 10 years an average growth in income of 17.6% was recorded, while during the same period profit after tax rose by an average of 19.1% per annum.

#### Amev affiliates in Australia

Amev Australia Ltd. Amev Investments Pty Ltd. (100%) 351 Collins Street Melbourne, Victoria 3000 J.C.E. Van Herwerden (Chairman)

Amev-UDC Finance Limited (80%) United Dominions House 115 Pitt Street Sydney, N.S.W. 2000

Amev Life Assurance Company Ltd. (60%) Barclays House, 12th Floor 25 Bligh Street Sydney, N.S.W. 2000

Vacc Holdings Ltd. (30%) 464 St. Kildaroad Melbourne, Victoria 3004

AMEV Head-office, Utrecht, The Netherlands.





## Van Doorne's Bedrijfswagenfabriek DAF B.V. DAF Trucks

Geldropseweg 309 5645 TK Eindhoven Phone: (+31) 40142260

Telex 59186



Mr. L.A.M. Hoogeveen Director International Division

## **Company Information**

DAF Trucks is the largest truck manufacturer in The Netherlands, employing a total of some 9,000 people at home and abroad. Seven hundred of these employees are engaged in research and development and connected services.

The company was founded in 1928.

Annual sales are approx. Dfl. 1,600 million, with an average share of around 10% for military equipment in recent years. DAF Trucks' production capacity is some 15,000 commercial vehicles in the medium and heavy category and some 20,000 diesel engines. Production plants are in Eindhoven (Holland): engines, bus- and truck chassis and assembly; in Geldrop (Holland): aircraft landing gear and components for military vehicles, and Westerlo (Belgium): cabs and axles.

DAF Trucks' products are sold via company-owned sales establishments in The Netherlands, Belgium, the Federal Republic of Germany, Italy, France, Britain, Austria, Switzerland, Norway, Sweden and Spain. In the other European countries, Africa and the Middle East the products are sold via importers.

Seventy-five per cent. of the total production is exported. DAF truck- and buschassis are assembled in Morocco, Ivory Coast, Portugal and Zimbabwe.

The company has a strong basis in The Netherlands domestic market, where it supplies around 40% of the trucks over 9 tons G.V.W.

Since the 1950's DAF also has developed and manufactured militalry trucks (3-tonners, 4-tonners, 6-tonners and 10-tonners) and an armoured personnel carrier (YP 408).

#### **Special Products Division**

Besides its main activity of truck manufacture, DAF has a Special Products Division which specializes in the military sector. Among other things, it produces landing gear for F 16 fighters for several NATO air forces and participates in the production of Leopard 2 main battle tanks.

The company's entire quality assurance system is at NATO's AQAP-1 level.

DAF 2800





Fokker B.V. P.O. Box 1065 1000 BB Amsterdam Phone: (+31) 205449111 Telex 12227

> Mr. H. Baay Executive for Marketing

Fokker, the manufacturer of turboprop and fanjet airliners, is aviation's short-to-medium-haul expert with nearly 1,000 units sold. They bring continuing prosperity to domestic and regional routes of long-established national flag carriers and are the vital wings of many emerging nations.

More than 250 aircraft have been sold in Australiasia and South East Asia. An order for 20 of the latest Mk 4000 version of the F28 is currently in hand for Geruda Indonesian Airways. Fokker is also partway through Mk 4000 deliveries to Australian customers: Airlines of Western Australia with two Mk 4000s and East-West Airlines three.

EWA is also replenishing with six latest Mk 500 F27s. Thailand is a new customer for three F27s while long-established Fokker operators are in Malaysia, the Philippines, New Zealand, New Guinea, India, Pakistan and Burma.

The popularity of the Fokker F27 Friendship turboprop and F28 Fellowship fanjet stems from them being designed for ruggedness and economy. The comfort and hand baggage space commands public appeal and resulting from Fokker keeping ahead technologically with engineering and electronics, operators find the airliners delightful to fly and easy to maintain.

A policy of welcoming participation by industry in customer countries is typified by Fokker placing total production of F28 outer flaps with Government Aircraft Factories of Australia.

Militarily, Fokker has successfully developed derivates of the F27 for army freighting and paratroop dropping, and for maritime search and rescue purposes including medium-to-long range anti-submarine surveillance and interrogation, thus meeting vital needs for frontier lawenforcement and coastal protection.

Repair, maintenance and modification of all aircraft is the speciality of two of the six Fokker factories in Holland. While F27 and F28 operators generally undertake their own line maintenance, Fokker makes a speciality of

F28 Mk 4000 in operation with airlines of Western Australia.





F28 Mk 4000 in operation with East West Airlines.

heavy maintenance and major structural inspection, and sends engineering teams into the field.

Fokker is coproducer of the F-16 fighter which it is also engaged maintaining and modifying. Graphite and other advanced composites are used in the production of components for Fokker and other aircraft. On the electronics side there is contract overhauling of delicate missile systems. The space division has a significant role in manufacture and testing of scientific and communications satellites and is European lead-maker of solar arrays.

Just announced is the go-ahead for development of two new aircraft, the Fokker 50 propjet and Fokker 100 fanjet, designed to meet short-to-medium-haul needs for 50 and 100-plus seat aircraft through from the second half of the decade to well into the next century. The F27 and F28 families remain in production with improved operating economies.

Dutch aviation pioneer Anthony Fokker flew his first airplane more than 70 years ago and began manufacturing in Holland in 1919. Fokker is quoted on the Amsterdam stock exchange, making Holland one of only six or so countries in the Western world possessing an independent self-generating aircraft industry.



Fokker 50 and Fokker 100 new diamonds in the crown of Fokker.



## Association of the Mechanical and **Electrical Engineering Industries 'FME'**

P.O. Box 190

2700 AD Zoetermeer, The Netherlands

Phone: (+31) 79219221 Telex 32157 FME/NL



Mr. J.H.S. van Ruiten Member of the board of the 'FME'

## Association of the Mechanical and Electrical Engineering Industries 'FME'

The Association of the Mechanical and Electrical Engineering Industries 'FME' is an independent, private association of companies The purpose of the association is to promote the social, economic and technical interest of its members. This applies to the interests common to all members, to those of groups of members or to the interest of individual members.

The mechanical and electrical engineering ('metalectro') industries account for approximately 30% of the total industrial activity of the Netherlands. The members of the FME employ 295,000 people, representing 85% of the total work force in this sector of the Dutch industry. The FME is the largest industrial association in the Nether-

The membership of the Association FME consists of some 1,000 companies. These companies achieved a combined turnover in the region of 49 billion guilders in 1982

The FME is still young as a formal association having brought together in one body, on the 10th January 1974 several groups who had until that time individually represented various interests of the 'metalectro' industry. The combined experience and knowledge gained by these groups over the years constitute the strength of the FME today.

The structure of the FME is designed around the two activities, namely the social and the economic/technical

In the social field the FME undertakes the negotiation of the Metal Collective Labour Agreement on behalf of its members. In addition to this the association defines a position in numerous other issues in the social field. In the economic and technical fields the FME directs its efforts not only to promoting the interests of the sector of industry as a whole but in equal measure to the interests of Product and Sector Groups, groups of members and individual members. The activities in the economic and technical fields include subjects such as Pricing, Financing, Export, Market Research, Standardization,

Technological Innovation, etc., etc.

Members of FME who manufacture similar products or who operate in the same market area are, at their own request, associated through one of the fifty Product and Sector Groups of the FME. In these Product and Sector Groups technical and economic subjects of common interest are promoted, market research is conducted and other joint activities are developed. Over one hundred member companies active in the field of electrical and electronical engineering are promoted within the FME-Electrotechnical Group Foegin. Together Product and Sector organizations of the FME are active in the following sectors of the 'metalectro' industries:

Agricultural machinery Aluminium industry Boilers for central heating Castings (iron and steel) Catering equipment Chemical equipment Combuston engines (internal) Compressors

Consumer goods Cranes (mobile)

Electric motors and generators Electric wires and cables

Electrical domestic appliances

Electrical switchgear

Electronic components Engineering works

Environmental equipment and techniques

Food processing equipment

Foundries (ferrous and non-ferrous)

Gas control and safety devices

Gas cooking appliances

Gasfired space heaters (independent)

Gas meters

Gas pressure regulators Gears and gearboxes

Handling equipment (continuous)

Handling equipment (heavy lifting and -)

Hydraulic and pneumatic equipment

Ironmongery and tools

Instrumentation and control equipment

Locks and fittings

Machine tools

Oil and gas equipment

Packaging machinery

Pumps for liquids

Radio, television and music recording and playing

equipment

Refrigeration equipment

Steel construction parts

furniture (school, industrial, office and home)

plate radiators

racking systems (warehouses, archives and libraries)

Telecommunications and Radio communications equipment

Textile machinery

Tinplate working

Tooling (Special dies, moulds, jigs and fixtures)

Trucks (industrial)

Valves and Fittings (gas, water, sanitary)

Ventilation and air handling equipment

Weighing machines

Wind energy

Windows and facades (metal)

Windows and facades (plastic)

Wood-working machines

X-ray and other electro-medical equipment



Grenco Special Applications B.V.

P.O. Box 304

5201 AH 's-Hertogenbosch

Phone: (+31) 73210115

Telex 50586



Mr. A.J.B. Cantrijn Business Development

## Grenco Special Applications B.V.

Grenco Special Applications B.V. is one of the companies belonging to Grasso's Koninklijke Machinefabrieken N.V. (Grasso Royal Engineering Works) of 's-Hertogenbosch, The Netherlands.

In 1983 Grasso celebrated its 125 years' anniversary under the theme of "125 years innovation".

All the companies within the Grasso group have contributed to this innovation, each in their own way, be it in products, manufacturing methods or processes, but what has most appealed to the imagination is unmistakenly the contribution made by Grenco Special Applications B.V., viz. freeze concentration.

This highly advanced and sophisticated technology has been developed by Grenco into a commercially feasible process. By means of an ingenuous freezing process pure ice water crystals are produced in food liquids like beer, wine, milk, fruit juices, coffee, tea, vinegar etc. The mixture is then separated in such a way that only pure water is withdrawn. The whole process is performed in a completely closed circuit system so that all components, aromas, volatiles etc. remain in the concentrate. Moreover, due to the low temperature of the process, there is no thermal degradation!

The advantages of this system stand out clearly: The concentrate has an excellent quality and, at the same time, the reduced volume means considerable savings on packaging, storage and transportation costs. No wonder that this new process is receiving worldwide interest: Grenco freeze concentration plants have been supplied to Japan, U.S.A., South Korea, Italy, Colombia and Brazil for the concentration of fruit juices, vinegar and coffee (in the latter case as a step prior to freeze drying). Also plants for other applications have been supplied (e.g. for beer) and more are to follow.

The fact that this new technology is rather unknown may cause some caution or even reluctance among potential customers. But here, too, the proof of the pudding is in the eating: freeze concentration tests can be carried out on customers' premises with customers' own products with the aid of a transportable pilot plant: the results obtained so far have shown convincingly the excellent quality of this process. For this unique and unrivalled technology, which is worldwide patented, a brilliant future lies ahead.

Pilot freeze concentration plant for testing various products.





Heineken Australia PTY Ltd. Suite 1102 A, 11th Floor 168, Walker Street Northside Gardens Sydney 2060 Phone: 9225122 Telex 73989 Mr. F. van der Minne General Manager Heineken Australia PTY Ltd.

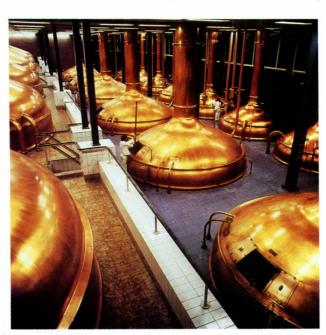
Mr. G.A. Heineken entered the beer business in 1864 when he bought one of the then largest breweries in Amsterdam, "The Haystack", which had been in existence since 1592. A few years later, in 1868, the founder built a new brewery in the meadows just outside the city. Business apparently was booming for in 1874 a second brewery was inaugurated in Rotterdam.

The company flourished also in the years afterwards and to-day four breweries are operated in The Netherlands, where Heineken is market leader. But expansion did not only take place in its country of origin. The first Heineken beer was exported in 1875, and after Prohibition ended in the United States in 1933, Heineken was the first imported beer to arrive in that market. At present it is Heineken's largest export-market abroad. Besides the brand is available all over the world in about 145 countries

In 1968 Heineken took over Holland's second largest brewery, Amstel. About the same time the Group bought a number of distilleries, a large soft-drinks plant and went also into the wine-business, thus becoming the supplier of a large range of beverages. Many of these are also being sold in a great many countries. Another important commodity is technical know-how. The company is nowadays associated with about 60 breweries. With practically all it has close technical ties, and in most of them the Group has a financial interest. In a number of these companies Heineken beer is brewed under licence next to local brands.



Lager tanks Heineken Zoeterwoude, The Netherlands.



Heineken Brewing House at Den Bosch, The Netherlands.



## **Holland International Travel Group**

Rokin 54

1012 KV Amsterdam Phone: (+31) 20264466

**Telex 14268** 



Mr. A.J.M. Bus Manager Incoming Tourism

## The Largest Travel Organization in The Netherlands

Holland International Travel Group was founded in 1974 by KLM Royal Dutch Airlines, Koninklijke Nedlloyd Group and Netherlands Railways, whose holdings are 50, 37.5 and 12.5 percent respectively. The Group, which is an amalgamation of a large number of businesses, is the largest travel organization in The Netherlands. It employs more than 110 retail offices throughout Holland, 4 Business Travel Centres in Amsterdam, Rotteram, The Hague and Utrecht, one office at Amsterdam Schiphol Airport and 12 branches in Europe, Africa and the Far East. The annual turnover exceeds 850 million guilders. The Group is also active in the field of Incoming Tourism. In addition to the operation of regular coachtours through The Netherlands and motorlaunch cruises through the Amsterdam canals and harbour, it is also an

ments in Holland and Europe, be it for individuals, incentive groups or conferences.

Holland International offers to the Dutch market a large

expert in the execution of custom-made land arrange-

Holland International offers to the Dutch market a large variety of package holidays to a multitude of destinations. Twelve different programmes are issued twice a year, in summer and winter, and distributed among 4000 retail outlets. The package holidays are offered with air, coach- and train transportation and drive yourself. In addition, Holland International offers Intercontinental tours, Cruises and City trips.

Holland International Travel Agencies in the Netherlands have a wide range of activities, i.e. the selling of holiday-, rail- and air travel (scheduled flights), hotel bookings, insurance, foreign currency and special group traffic. In the Business Travel Centres we offer a specialized

service to companies in all fields of travel.

Head-office Holland International at Rijswijk, The Netherlands.



N.V. Luchthaven Schiphol P.O. Box 7501 1118 ZG Luchthaven Schiphol Phone: (+31) 205172173 Telex 14653



Mr. Huisman Marketing Manager

## **Amsterdam Airport Schiphol**

Amsterdam Airport Schiphol is one of the major international airports in Western Europe. Sixty-four scheduled airline companies connect Schiphol with some 170 cities in more than 80 countries. Because of the fact that Schiphol has just one terminal and offers excellent facilities for transfer passengers, nearly one of every three arriving scheduled passengers changes planes at Schiphol Airport. This makes Schiphol a real gateway to Europe. The airport is also an important distribution point for cargo. Presently, Schiphol ranks fourth in Europe in cargo (after Paris, Frankfurt, London) and sixth in passengers (after London, Paris, Frankfurt, Rome and Madrid). Last year, 1983, Schiphol handled 350,000 tons of freight and 10 million passengers. The airport which has been named "best airport in the world" in a number of surveys in the last couple of years, is the home base of KLM.

·····

Amsterdam Airport Schiphol.



## **Nedlloyd Group**



Royal Nedlloyd Group N.V.

P.O. Box 487 3000 Al Rotterdam Phone: (+31) 10177911

Telex 27087



Mr. R.B. Lenterman Member of the Board of Directors

Royal Nedlloyd Group (trade name: Nedlloyd Group) is a Dutch transport organization operating internationally with more than 160 subsidiaries in 35 countries and with some 18,000 personnel, of which approximately 6,000 are employed on the fleet and 4,200 abroad.

Nedlloyd Group's head office at Rotterdam supervises the numerous subsidiaries which form a well-knit combination of shipping companies, stevedores, shipbrokers, forwarding agents, road haulers, air transport and storage companies. The Group is also heavily involved in offshore enterprise and in the exploration and exploitation of oil and natural gas. Moreover it has interests in a number of companies whose activities are closely related to those of the Group.

The Nedlloyd-subsidiaries are, according to their activities, grouped under the nine divisions detailed below.

**Nedlloyd Lines** 

The Nedlloyd Group is founded on sea transport primarily. Nedlloyd Lines takes the lion's share of this with its liner services. Its present fleet of 72 vessels, comprising container and ro/ro vessels as well as multipurpose carriers, has a capacity of over 1.2 million tons deadweight. Moreover five container vessels with a total of 161,000 tons deadweight are on order. This makes the ficision one of the largest liner shipping companies in the world. Nedlloyd Lines operates a large number of liner services and is involved in many international joint ventures. Its activities include services from Europe to the Middle East, Africa, India/Pakistan/Bangladesh, Sri Lanka, Indonesia, the Far East, Australia, New Zealand, the Pacific Islands, Central and South America, and the Caribbean. Regular sailings are offered from the East Coast of the United States to the Middle East, Southern Africa and Australia, as well as from Mediterranean ports to the United States and the Caribbean. Liner services from the Far East to India, Africa, South America, Australia, New Zealand and the Caribbean complete the worldwide network that is supported by a large number of Nedlloyd offices.

## **Nedlloyd Bulk**

The transport of dry and liquid bulkcargo requires



specialized vessels and Nedlloyd Bulk meets this demand with its fleet of 28 ships with a total cargo carrying capacity of over 1.2 million tons deadweight. Nedlloyd Bulk additionally manages ships for third parties.

#### Neddrill

The rising demand for oil and the corresponding rapid development of the offshore industry led to the establishment of Neddrill in 1974. At present Neddrill own and operates three jack-up rigs of which one in a joint venture, and two drilling vessels.

In addition Neddrill can operate any type of offshore and onshore drilling equipment under contract with third parties.

#### **Mammoet Transport**

Mammoet Transport specializes in the transport of exceptionally heavy and/or voluminous cargo as well as project cargo all over the world.

## **Nedlloyd Fleet Services**

The modernization of liner and bulkcargo shipping has not only had consequences for the ships themselves but also for fleet management. Nedlloyd Fleet Services is a modern organization which oversees all nautical, technical and catering matters for the various Nedlloyd fleets. Its Newbuilding Bureau is directly involved in the development of new types of ships. The management of both fleet and shore employees as well as administration is also controlled by this division.

#### **Ports Division**

The following activities come under the control of the Ports Division:

Shipbroking – Acting as shipbrokers in many European ports and in the hinterland, as liner agents and as chartering brokers. Also dealing in the sale and purchase of ships and leasing of containers.

Stevedoring – Terminals with full facilities are available at Amsterdam, Rotterdam and Terneuzen. A separate company specializes in the stuffing and stripping of containers.

This division also controls several firms active in the field of container storage and repair.

## **Specialized Transport Division**

The specialized Transport Division combines several different transport activities under its wing: Coastal Shipping; Inland Shipping; Specialized Transport and Forwarding; Trading; Transport of Motorcars.

## **Damco International Transport**

In Damco International Transport several companies cooperate in general forwarding, European road haulage, storage, airfreight, project and offshore forwarding, as well as in joint cargo services between the main industrial areas of Western Europe.

Damco International Transport has over 70 offices and agents throughout the world.

#### **Transavia**

The aircharter company Transavia Holland services two markets with her standardized fleet of nine Boeing 737's. Transavia's activities involve chartering to among others, tour operators for the carriage of passengers from and to The Netherlands and, for over fifty percent, the leasing of aircraft, crew and know-how to other airlines.



## **Europe Container Terminus B.V. (ECT)** P.O. Box 7400

3000 HK Rotterdam Phone: (+31) 10316911

Telex: 28056



Mr. Gerrit J. Wormmeester President

## Stevedore; container handling

ECT, established in Rotterdam, is the major gateway to the European hinterland. ECT expects to handle more than 1,000,000 containers in 1984.

The Home Terminal is equipped with 15 gantry cranes and has daily and direct rail connections with many European destinations. Additionally, ECT operates its private rail terminal at Venlo, right at the German border, close to the industrial Ruhr Area. Special facilities are available for barge operation to handle the ever increasing flow of containers via the Rhine and other inland waterways. The terminal is equipped with the latest technology and has online and infrared container data control systems in use.

ECT has started construction of an additional terminal at the mouth of the river Rhine on reclaimed land from the sea. Initial capacity of the new Delta Terminal will be 500,000 containers. Start operations 1984. Approx. 45 different shipping lines are handled at the terminal, which is known as one of the most efficient and economic container terminals in the world.

ECT - Home Terminal, Rotterdam.





Phs. van Ommeren N.V. P.O. Box 923 3000 BX Rotterdam Phone: (+31) 10649111 Telex 21616



Mr. H. van Westenbrugge General Manager Votainer Consolidation Services PTY



MV Mijdrecht, one of the 7 multi-purpose bulk carriers of Van Ommeren Shipping B.V.

## Profile Phs van Ommeren N.V., Rotterdam

Van Ommeren is an organization with worldwide activities in ocean shipping, bulk storage, inland distribution, agencies and transport, trading and insurance.

Ocean shipping

The ocean-shipping sector is exclusively engaged in tramp shipping. As at end 1982 the fleet consisted of 19 dry-cargo vessels and 13 tankers with a total capacity of 674,000 dwt. The heavy-cargo fleet under the management of Dock Express is made up of 10 units. Other activities of this sector include: chartering and management for third parties.

Bulk storage and inland shipping

The tank-storage activities are carried out under the name of Matex, with terminals, inter alia, in Western Europe, the United States, Singapore and Mexico. The total capacity amounts to over 9 million cu.m. (which includes the share of affiliates). The range of storage facilities covers mineral oils, chemicals as well as animal and vegetable products.

Inland shipping operates a specialized inland tanker fleet with a total carrying capacity of approximately 150,000 tons on the West-European waterways.

Agencies and transport

Agencies include representation of liner operations, tramp-ship operations, charterers, shipyards and of ports as well as acting as correspondents for P and I clubs. Specialized transport activities, under the name of Votainer, are directed to the groupage of less-than-container-load consignments for which a worldwide network of offices in U.S.A., Western Europe, the Far East and Australia is available.

Trading and insurance

The present main product groups are: foodstuffs, chemicals and technical products. The principal trading companies are: Sembodja with offices in Amsterdam and Hong Kong, de Vries Chemiebouw with offices in The Netherlands and Belgium and Van Ommeren International trading Australia PTY with offices in Adelaide and Sydney. Roland Holst van Ommeren BV represent the group's interest in insurance broking and underwriting. Characteristic of the organization, which employs about 4,800 personnel, is the progressive pursuit of an international spread of its activities. A wider geographical spread and diversification into markets with different cyclical patterns aim to bring greater stability in profit development.

The shares and share-certificates of Van Ommeren are quoted on the stock exchanges of Amsterdam, Brussels, Frankfurt and Hamburg.

Votainer Consolidation Services PTY 8th Floor, Wynyard House 291 George Street Sydney NSW 200 Phone: (02) 296081 Telex 72751



Van Ommeren Matex Botlek terminal for storage of mineral oils and chemicals. Including affiliated companies the worldwide Van Ommeren Matex tankstorage capacity is well over 9,000,000 cu.m.





Mr. C. Bossers Chairman and Managing Director Philips Industries Holding Ltd.

Philips Industries Holdings Ltd., The Philips Building P.O. Box 1138 North Sydney, NSW 2060 Phone: (+02) 9223333 Telex 20165



Philips offices and factories, Eindhoven, The Netherlands.

## Philips in Australia

Philips is one of the world's leading electronics companies, currently figuring as number 13 on Fortune's "International 500". The corporation employs some 340,000 people worldwide and 1982 sales amounted to almost 15 billion Australian dollars. The Australian Philips organisation (founded in 1926) contributed 463 million dollars to this total and employs almost 4,000 people. Today, Philips Australia is the country's largest manufacturer of colour television sets and telecommunication equipment. And the full product range sold in Australia runs from such consumer products as electric shavers, through refrigerators, small domestic appliances, lighting products to products and systems for professional applications.

In Australia there are factories in Melbourne and Sydney with sales representation in every state

with sales representation in every state.
Philips products are sold in over 60 countries around the

world through Philips' national organizations and in other major markets through agents. Total sales split by activity fields:

lighting and batteries	11% of sales
home electronics	27%
domestic appliances	12%
products and systems for	
professional applications	32%
industrial supplies	13%
miscellaneous activities	5%

Technological developments of the Australian Philips company include a computerized traffic control system that currently is used all over the world. Philips also designed lighting installations for night loading of ships in Cape Cuvier; the company installed the lighting equipment in the Sydney Opera House.

Being the world's number 1 light maker, of course Philips lighting equipment can be found all over the world. And the same counts for the achievements of advanced Philips technology such as radar installations, medical equipment, automatic approach installations for airports, telecommunications equipment, office computers, scientific equipment for use at universities and in manufacturing plants etc. The brandname Philips is the sure sign of advanced technology the world over.

## VMF-STORK

VMF-Stork P.O. Box 11016 3505 BA Utrecht Phone: (+31) 30432864 Telex 47159



Ir. C.H. de Ridder

Member of the Board of Directors

## VMF-Stork a market oriented group

## Bottling and packaging and food industry

Development and construction of individual machines and complete filling and packaging lines for:

- milk and beverages
- edible oils and dressings
- liquid soap and chemicals
- viscous liquids
- installations for preservation of foodstuffs and beverages by sterilizing, pasteurizing, evaporating and spray-drying as applied in the diary, canning and pharmaceutical industries
- installations for the production of sugar, alcohol and derivatives
- · installations for the extraction of palm oil.

#### Poultry and meat processing industry

Machines and complete automated systems are being supplied for:

- · transport from the feeding farm up to
- automatic processing and packaging distribution for the meat packing industry specialized machines are built for:
- · separation of meat and bones
- · advanced production of a variety of sausages

## Textile printing industry

Stork supplies complete systems for textile printing-mills. These systems are reknowned for:

- · versatility as to applications
- accurate process control enabling to repeat any result within extremely small tolerances
- high production yield
- · ergonomic design for smooth control of functions
- easy maintenance
- optimal technical and technological support
- coating and wet finishing of textiles
- fixing of dyes
- designing and engraving of rotating screens

## Wallpaper and floorcovering industry

Stork supplies complete systems for the production of wallpaper and vinyl flooring, whereby a great number of processes are being carried out in one continuous operation.

## Oil and gas

In the world's most important oil and gas fields engineering projects are carried out, both on-shore and offshore, such as:

- · overland and seabed pipelines
- · oil and gas treatment installations
- · design of off-shore working platforms

#### **Airconditioning**

In the field of airconditioning large scale projects have been carried out all over the world, for:

- airport terminals
- office blocks, concert halls, hospitals
- · factories and foundries

For road tunnels and underground railways extensive ventilation systems have been designed and installed.

G. Arnold Teesing B.V. P.O. Box 20246 1000 HE Amsterdam Phone: (+31) 20263615

**Telex 13133** 



Mr. A.J.V. Grim

G. Arnold Teesing B.V. started its present activities selling space to Government agencies, the banking and business communities, industry and semi-governmental authorities, a.o. in 1947.

The first publication the company represented is the famous International Herald Tribune, in those days called the New York Herald Tribune, American and European



Today, the International Herald Tribune is read in more than 164 countries; it has now 6 printing facilities and works with the most modern electronic equipment. This also applies to G. Arnold Teesing B.V., which has a staff

The company is equipped with modern communications and telex systems and two wordprocessors: enabling the sale staff to select previously stored addresses, names and telephone numbers in a minimum of time.

This is necessary, because the company represents apart from a number of first class dailies, as The Times in London, The Washington Post and The Financial Post in Canada, a number of A-1 business and trade publications in the following fields:

- shipping/harbour: The Dock and Harbour Authorities

in London and Port and Harbors in Tokyo,

energy/offshore: North Sea Observer, Petromin Asia and Arab Oil & Gas,

water technology: World Water and Arab Water World,

agriculture: Agribusiness Worldwide, International Agricultural Development, and Afrique Agriculture,

in the defense area: Afrique Defence, African Defense Journal, Defensa, Medios Pesados and Naval.

science/medical: the publications of Springer Verlag, West Berlin, and of Pergamon Press, Oxford, the publications Nature and Biotechnology of Macmillan and Effective Health Care of the European Economic Community.

Thanks to the knowledge of the market G. Arnold Teesing B.V. was requested by Fairs & Exhibitions to represent their Middle East exhibitions in several countries on the European Continent. During the last 18 months more than 1.000 sq.m. of space has been sold. Early 1983 a separate department: "East Marketing Promotion" was established with a Hungarian marketing and advertising specialist. The first orders between Holland and Hungary have been finalized. With the knowledge of the Hungarian and Russian language, the local market situation (every 6 or 4 months personal visits are made), trade and communication connections, the prospects for '84 and '85 look very well. G. Arnold Teesing B.V. also organizes conferences, seminars, incentive tours and promotional mailings according to the requirements of the clients. Business gift items: Delft Blue plates, tiles, glass, wooden and/or leather articles have been delivered. Very recently the International Herald Tribune started the 6th printing facility in The Haue Holland and for this purpose a Delft Blue tile has been designed and mailed to some thousands of addresses all over the world.

G. Arnold Teesing B.V. offers the Australian publishing and business community the best services in Holland and for Europe.



**Federation of Netherlands Industry VNO** P.O. Box 93093 2509 AB The Hague The Netherlands Phone: (+31) 70814171

**Telex 32146** 



President Federation of Netherlands Industry VNO. Co-Chariman of the Economic Mission Mr. C. van Veen

The VNO is a national federation of trade associations, employers' organizations and companies in industry, building, transport (including shipping and harbours), banking, insurance, wholesale trade, large retail stores, newspapers and fisheries. In brief, it encompasses an important part of Dutch industry and business, as carried on by companies large and small. In all there are some 90 member associations, representing over 9000 companies. These associations constitute the backbone of VNO policy-making.

In present-day society many interests are intertwined, many problems interrelated. A growing number of problems confronting individual private companies cannot be solved in isolation. In many cases company managements will get in touch with each other; first of all with their counterparts in the same branch. Together one can act more forcefully and convincingly than by oneself. This home truth has given birth to a large number of branch organizations with varying objectives and ac-

In some, economic interests are predominant, in others common social and industrial relations goals get emphasis. Others again provide complete coverage of branch interests.

Regional interests are also a source of organization. By their nature and objectives these trade organizations are the best equipped to look after the interests of their member companies, each on its own territory. It is to these organizations that company managements will first of all turn to for support and advice.

Many problems facing private companies today exceed branch or trade borders. That is where the VNO comes in as the guardian of the general interests of industry and business as a whole.

This means, in a very practical sense, influencing Government policy and legislation in many fields as well as informing public opinion about the function of private enterprise in modern society. Apart from this often longterm work, new issues arise every day, which require effective policy making and collective action. Industry and business need a strong and articulate voice to reach both the political arena and the general public. The VNO provides that voice.



Royal Schelde Shipbuilding B.V. Koninklijke Maatschappij "De Schelde" P.O. Box 16 4380 AA Vlissingen Phone: (+31) 118483911

Ir. D.M. de Muijnck Programme Manager Naval Shipbuilding. Sbn.b.d. J.L. den Hollander

## Royal Schelde Vlissingen

The company was founded under the name of B.V. Koninklijke Maatschappij "De Schelde". Internationally it is now known as the Royal Schelde Group.

The Schelde Group today employs over 3850 highly skilled people and is involved in the following activities:

shipbuilding

Telex: 37815

- ship repair
- boiler systems, process and nuclear equipment
- marine engineering
- aluminium products
- It also includes three daughter companies:
- Foundry Middelburg
- Sicon (Schelde Industrial Construction B.V.)
- A.K.F. (Process and Nuclear Equipment)

Royal Schelde is located at Vlissingen, The Netherlands, and is situated on the river Schelde estuary. Since its foundation in 1875 as a company involved basically in shipbuilding and marine engineering, diversification has been one of the main objectives of company policy. As one consequence of this policy a boiler department was founded in 1876 which started with the fabrication of marine boilers, and expanded when the need arose for boilers for power stations. The first step towards involvement in nuclear energy was taken in 1959 when Royal Schelde became one of the founders of Neratoom.

Since then Royal Schelde has included a process and nuclear equipment division, which develops the most sophisticated equipment and welding techniques. In 1964 the ship repair activities were transferred from Vlissingen to the new "Scheldepoort" ship repair yard at Vlissingen-east.

#### Shipbuilding

For more than a hundred years Royal Schelde has been building naval vessels and merchant ships and has, in its history, constructed over 350 vessels in total. The modern facilities at the Royal Schelde yard are all under cover, and are rated the best in the world.

Royal Schelde builds sophisticated vessels, either to standard designs or to specific customer requirements, for the merchant as well as the naval market. The scope of services ranges from preliminary design to extensive after-sales-service. In addition, Royal Schelde offers integrated logistic support, training and planned maintenance.

Royal Schelde has recently delivered two guided missile frigates and eight standard frigates for the Royal Netherlands Navy and two standard frigates for the Hellenic Navy.

At present two air defence frigates are under construction for the Royal Netherlands Navy to be followed shortly by a series of multi-purpose frigates.







## Permanent contact addresses:

Consulate-General of The Netherlands 'Fawkner Centre', 499 St. Kilda Road Melbourne, Vic., 3004 Telephone (3)262511 Telex 135017

Consulate-General of The Netherlands A.M.P. Centre, 12th floor 50 Bridge Street Sydney, N.S.W. 2000 Telephone (2)2313511 Telex 71209

Australian-Netherlands Chamber of Commerce Acmal House 566 St. Kilda Road Melbourne, Vic. 3000 Telephone (3)5296314

Australian-Netherlands Chamber of Commerce A.M.P. Centre, 12th floor 50 Bridge Street Sydney, N.S.W. 2000 Telephone (2)2336864 Telex 71209