

and a Happy New Year

TOP TEN — THE WORLD'S BEST hotels — and Kinnasand is there!!

For the sixth consecutive year, the american magazine, INSTITUTIONAL INVESTOR, has published its

list of the best hotels in the world. Kinnasand has delivered articles to not less than five of the top ten.

Kjell-Åke Svärd

A marked increase for textiles on the Scandinavian market!

Sales figures for textiles have increased by not less than 28% during the last 10 months and the scandinavian market now makes a major contribution to the total sales for textiles.

We have, during the autumn, delivered both Novalin and textiles for several large projects within Sweden, the largest of which was for the Sheraton hotel in Gothenburg who have hung not less than 6.000 running metres Novalin and used about

5.000 metres textile for curtains and bedspreads. We now look forward to new, challenging projects in the pipeline!

We would also like to present "our man in Denmark" — Allan Bastue. Allan has been a very welcome member of the Kinnasand family since last August, 1985 when he started his work as sales manager for our subsidiary in Danmark — Kinnasand Danmark ApS. Read more about Allan in the following article!

Denmark

"You are just what Denmark has been waiting for!"

These were Jens Hansen's welcoming words to me when I started my career with Kinnasand ApS on 1st August.

After having been in action on this market for 4 months, I can only say that he was quite right! All the companies I have been in touch with so far have been very positive and only too eager to see what Kinnasand has had to offer during 1985.

We are very optimistic regarding the danish market and have already received several good orders despite the fact that there are still a lot of possible customers not yet visited.

Last but not least, many thanks to all my colleagues for their help and support during these first important months.

Allan Bastue — Kinnasand Danmark ApS.

DEAR FRIENDS

WE WOULD LIKE TO RECEIVE CONTRIBUTIONS FROM YOU FOR OUR MAGAZINE. PLEASE SEND US ANY NEWS YOU THINK WOULD BE OF INTEREST TO US AND EVEN SOME PHOTOS!



Sören and Lasse in the limelight!!

The Peoples Republic of China has started to open her doors to the world and is in the process of building up an economic zone — Shenzhen — which will have the same free trade status as Hong Kong. Despite the fact that Hong Kong will revert to chinese rule during the beginning of the next century, it is Shenzhen which is in the limelight.

Kinnasand's export manager — Sören Björk — and design manager Lars Bejne were quick off the mark in accepting an invitation to attend a chinese/thai seminar in Bangkok last September, where they presented the Kinnasand collection. (see separate article).

Germany

Our german friends

We have been working together with our german distributors — Gunther Lehmann KG — for the past 25 years. Gunther Lehmann KG is situated in Westerstede — a little town south of Bremen near the dutch border.

At present there are 25 people employed by Gunther Lehmann and 4 salesmen are active on the german market. Sales at present amount to 30 million swedish crowns per annum and we can assure you that we, together with our german friends, intend to improve on these figures!!