This concentration of efforts in selected areas for more than 3 years has resulted in a competitive product range in each of the 4 sales areas, and further products are currently being developed. The sales work has led to such good results that Densit a/s is now operating at a profit. The share of the company’s export sales currently stands at approximately 70%, but since sales take place on markets that are not typical for Denmark, the natural export share is considerably higher. There is thus every reason to expect continued positive development of the current business foundation.

Greater efforts with regard to product development are now planned. In the area of material technology this will take place with a Japanese licensee, with whom a close technical partnership has been forged. The development of new applications and products of Densit® will to a great extent take place in collaboration with partners from industry.

**Patent situation**

3 November 1988 marked the 10th anniversary of the first Densit® patent application. Since that time, fundamental Densit® patents have been issued in the chief industrial nations in Europe, in Japan, in the USA, as well as in a number of other countries. The processing of the patent applications has taken time, in part because the applications are comprehensive, complex and protect a wide area, in part because the patent authorities in many regions are overstretched. Indeed, the Danish patent was not issued until 16 May 1988 as no. 151378.

These patents appear to be robust. In early summer 1988 a German court found in favour of Densit A/S on all counts in a case brought against a German company for patent infringement. The German company had introduced a product onto the market with properties that experience has shown can only be achieved within the scope of the Densit® patents. A closer examination, carried out by CBL, was able to provide evidence of this, and during the subsequent legal proceedings this proof was sufficient to convince the German court that a patent infringement had taken place.

Development over the last 10 years has shown that it was a good idea to apply for wide-ranging patent protection of Densit® materials, despite the fact that the development from the basic material technology to the final marketable product has proved to be considerably more investment-intensive than originally envisaged. The development of Densit® often takes place in collaboration with partners, and there is thus a need to be able to guarantee these partners a share of the commercial results of their efforts. This can take place through patent licence agreements, with exclusive rights. In this way it is possible to prevent the sale of material and commercial exploitation from being taken over by other parties as soon as the technical development and marketing development — which both demand heavy investment — have been completed.

**Densit® patents - their background and importance**

On 3 November 1988 it is 10 years since the first Densit® patent was applied for. This marked the first result of highly focused development work on the part of Aalborg Portland that began some 20 years ago.

The following is a summary of the development process as the basis for the establishment of the patent rights, subsequent technical and commercial development in Densit a/s and the current patent situation.

From CtO’s field of operations
As a function of the water-cementitious material ratio.

Figure 1. Compressive strength of conventional concrete
both in order to make the concrete more fluid and to
were more surface active in cement systems – the so-
At the beginning of the 1970s admixtures appeared that
strength of systems containing ultra-fine ground
(plasticizers) and particularly intensive mixing, it would
make the particles more suitable for packing in the
grain shape (microsilica particles are spherical) would
of advantages. A smaller particle size and a better
plain shape (microsilica particles are spherical) would
meta or even around it – this is one of the many
H. H. Bache led Aalborg Portland’s research
into a number of applications in which high-value materi-
anal mortar and concrete products with greatly enhan-
consistency it proved to be possible to incorporate
additional strength. What is more, mixing with the
both the larger particles.
In spring 1978 the staff at CBL became aware of the
of normal concrete combined with ultra-fine ground cement. The application of Densit®
Densit® materials and their applications in different areas.
The first patent application, although fundamental and based in
Aalborg Portland has made a significant contribution to this development field. In this case began at the begin-
the aggregates and not around it, as is the case for ordi-
The attractive materials could only be reali-
the aggregate and not around it, as is the case for ordi-
Densit® basic patent and its scope of cover
A total of 5 patent applications were filed in Denmark
Densit®® materials in different areas of application was
Densit® materials in different areas of application as
- surfacing for industrial flooring, balcony renovation,
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