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## CO-OPERATION BETWEEN BROWN BOVERI AND SULZER

The Swiss machine industry is one of the most important pillars of Swiss exports. In the past year, exports totalled 15 milliard of francs, a third of which was from the machine industry. The latter has to face stronger and stronger international competition, resulting in higher investment and research costs which become a steadily increasing burden. In order to be fully competitive, any duplication and overlapping as well as dissipation of labour and strength must be avoided. This is the reason why, at home and abroad, mergers of large concerns have taken place.

Sulzer Brothers combined with Escher-Wyss in 1966, and Brown Boveri took over nearly 99% of the share capital of MFO (Maschinenfabrik Oerlikon). It must be stated that these were not take-overs, but mergers (*Zusammenschlüsse*).

The companies Brown Boveri/Maschinenfabrik Oerlikon (MFO) and Sulzer Brothers/Escher-Wyss have agreed to co-operate and have clearly defined their production programmes. The main features of this co-ordination are the foundation of a new company "Brown Boveri-Sulzer Turbomaschinen A.G. Zürich" ("TAG") for the development, construction and sale of gas turbines and turbo-compressors, which have hitherto been produced successfully by both concerns. Escher-Wyss will hand over the steam turbine business to Brown Boveri as from 1st January 1969 and produce steam turbines for Brown Boveri.

The capital will be 10m. francs, of which the two concerns have equal shares. Both companies are represented equally on the board. The Chairman will be nominated alternatively by the two groups, the first will be Mr. P. Schmidheiny of Escher-Wyss.

In the case of co-operation Sulzer-Brown Boveri, it was not only a question of co-operating more closely in the field of gas turbine and turbo-compressor construction, but to extend this co-operation also to the two Zurich companies MFO and Escher-Wyss. The new company thus brings about, apart from production, a clear definition of the production programme as such, a thing which would have been unthinkable a few years ago. This solution will allow the further use of the know-how acquired by the collaborators in the "Commun Department", a continuous use of production capacities and with it maximum favourable distribution of labour.

At a press conference early in February, it was pointed out that such co-operation was not in any way the result of any wish for monopoly, but simply the consequence of technological development and of large markets. It was also stated that no co-operation had been organised yet with Sulzer with regard to reactor research.

*(Based on information received by A.T.S.)*

## THE MAIN FAIRS AND EXHIBITIONS IN SWITZERLAND IN 1968

Here are the dates of the main fairs and exhibitions in Switzerland in 1968: NATIONAL FAIRS: 20th to 30th April Swiss Industries Fair, Basle — 7th to 22nd September National Fair/Comptoir Suisse, Lausanne — 10th to 20th October OLMA, Swiss Agricultural and Dairy Farming Fair, St. Gall. SPECIALISED EXHIBITIONS: Already taken place: 1st to 7th February Swiss National Boat Show, Zurich — 7th to 14th February IFM, international Fair for Mechanical Handling, Basle; — 2nd to 10th March International Exhibition of Tourism and Sports, Lausanne — 14th to 24th March International Motor Show, Geneva — 15th to 24th March HILSA, Third International Exhibition of Heating, Air-Conditioning and Sanitation, Zurich. Then: 20th to 24th March IFAS, Seventh International Trade Fair for Medical and Hospital Equipment, Zurich — 4th to 12th May IBA, International Boat Show, Lucerne — 10th to 18th May IMPO, Eighth Swiss Import Fair, Zurich — 9th to 13th June INTERDROPA, International Fair for the Drugs and Perfume Trade, Zurich — 8th to 16th June KOPANTIQUA, International Fair and Exhibition of Reproductions of Antiques, St. Gall — 13th to 17th June IPHARMEX, First International Exhibition of Pharmacy held in Switzerland, Basle — 28th August to 2nd September FERA, Swiss Television, Radio and Phono Exhibition, Zurich — 1st to 3rd September INTERFEREX 68, Fifth International Trade Fair for Hardware, Tools and Household Goods, Basle — 3rd to 17th September REKLAME 69, International Advertising Fair, Zurich — 9th to 14th September ILMAC 68, Fourth International Exhibition of Laboratory, Measurement and Automation Techniques in Chemistry, Basle — 28th September to 6th October HOLZ 68, Sixth International Fair for Woodworking, Basle — 18th to 21st October Swiss Caravan Exhibition, Zurich — 23rd to 3rd November Sixteenth Ideal Home Exhibition, Geneva — 31st October to 5th November International Oil Hydraulics and Pneumatics Trade Fair, Zurich — 15th to 24th November FAWEM 68, First Exhibition for Machine Tools and Tools, Basle.

[O.S.E.C.]

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