

REPORT OF AGIE - NEWALL CO-OPERATION
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as discussed during our meeting
of 18th April 1967

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- 1 MAY 1967
M. M. LTD.

with Messrs.

WHEELER
KYLE
J. P. SEIFFERT
TRAUBE
PLUM
LUETOLF

Tractanda

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Copies to

NEWALL
MATCHLESS ✓

Messrs. Traube
Plum
Lütolf
Schmidt
Marinicz
Eckhard
Farinelli
Hermann
Hofstetter
Kube

Protocolled by Mr. U. Brunner

20.4.67 fs

1. TECHNICAL ASPECTS OF OUR CO-OPERATION

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1.1. Situation now

- .1 The manufacturing and assembling of our machine will be proceeded according to the proposals of MATCHLESS of 13th April (enclosure).
- .2 Two machines have already been built. One of them is placed at Horsham and the other one at Losone for test purposes. Further a 0 series of 10 machines is under preparation. The castings of AGIE parts will be available at the end of April. Two machines will be ready for delivery at the end of July 67 and the rest middle of September 67.
- .3 NEWALL supplies to AGIE, delivery term end of May, the master rubbing plate and the parts mentioned under paragraph 9 and 10 of MATCHLESS' procedure list (enclosure).
- .4 NEWALL received today a complete set of drawings of the AGIE head and a drawing of the tank.
- .5 Due to the fact that the AGIE head is mounted on the NEWALL basic machine, the working point of the counterbalance has been moved at 40 mm, as AGIE calculated this theoretically. AGIE checks, re-confirms and proposes solution for modification.
- .6 The alignment of the "Schneeberger" should be re-conditioned at the demonstration machine at Horsham. The accuracy of 5/1000 mm is insufficient. For transport, the head or the spindle sleeve must be dismantled.

1.2. Future (after 0 series)

- .1 After the 0 series, the AGIE head will be re-designed as Mr. Lütolf showed on a sketch. This head will be equipped for rotation and/or planetary movement.
- .2 Digital read off will be checked as a measurement system.

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2. SALE

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2.1. Technical information and literature

- . 1 Mr. Schmidt is preparing an AGIE INFORMATION of our machine and asks for photographs of samples and especially for the photograph on page 21 of the 22nd March edition of "Metal Working and Production". This must be sent to Mr. Schmidt until end of April.
- . 2 A copy of the text in German for this AGIE INFORMATION will be sent in a few days to MATCHLESS for translation in English.
- . 3 "Setting accuracy 1/1000 mm" would say: we can set our table to 1/1000 mm. We must distinguish between "graduation" and "accuracy of repetition and positioning" in order to get this point very clear.

2.2. Demonstration

- . 1 A demonstration in Germany will be held from the 22nd to 24th May at Iserlohn.
- . 2 In Switzerland: is to arrange with Mr. Hermann and should take place in June.
- . 3 In France : at Paris and will be arranged with our French agency and must come off before the 16th July.
- . 4 We had in mind to exhibit our machine in SWEDEN before the European Machine Tool Fair in Hannover, but unfortunately our Swedish agency has a full programme of demonstrations during this time and cannot add another one.
- . 5 The idea of demonstrations by a van will be checked.

2.3. How to sell the machine to our sales engineers

- . 1 A meeting in Peterborough for Messrs. Eckhard, Farinelli, Hofstetter, Hermann and Kube will be arranged and will give

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to these gentlemen the possibility of getting very familiar with our machine. The date of this training will be transmitted to the above-mentioned gentlemen in a few days.

The financial aspect of this business will be discussed separately.