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## Export Successes of a Swiss Firm

The Swiss Engineering and Smelting Works Netstal SA, at Netstal (Glaris), manufacturers of compression moulding machines, recently achieved two big export successes. In fact, the Japanese machinery and boat building firm, Sumitomo Co. Ltd., of Tokyo, which had signed a licensing agreement with the Swiss firm for a period of five years for the manufacture of compression moulding machines, has just extended the contract for a further eight years. During the next few years, Sumitomo will introduce some of the Swiss firm's other products onto the Japanese market.

Sumitomo makes a large number of compression moulding machines for Japan and other neighbouring markets. The Japanese Sumitomo-Netstal machines are identical to the Swiss versions, except for certain details which have been adapted to the Japanese market. The licensing receipts from Japan are used in Switzerland for financing new projects in the process of development. In addition, the Dutch group Philips has signed an order for 23 Netstal machines valued at 2.6 million francs. The first contacts of Netstal Co. Ltd. with Philips in Holland date back to 1955. Once the present order has been completed, over 50 Netstal compression moulding machines will be in operation in the Philips works.—(SODT).

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