

# Business News

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## CIBA-GEIGY UK GROUP RESULTS

The 1976 Report and Accounts, presented at the Annual General Meeting of CIBA-GEIGY (UK) Limited show that consolidated sales of the Ciba-Geigy Group of Companies in the United Kingdom amounted to £253.7m, representing an increase of 28% over the corresponding 1975 figures. Exports rose by 27% to £93.0m (1975: £73.1m) and capital expenditure during the year was £17.7m.

Pre-tax profit for the U.K. Group amounted to £5.1m, as against a loss of £4.3m in 1975. This is indeed a marked improvement: but our profitability is still below the level needed to ensure our continued healthy growth, particularly in view of the high rate of inflation in this country. On a current cost accounting basis, our 1976 profit would have been eliminated and we should have reported a loss.

Consolidated U.K. Group sales in the first six months of 1977 were £151.7m, an increase of 28% over the comparable figures for 1976. Exports amounted to approximately £60m, an increase of 32% over the same period last year.

### SWISS-EEC INDUSTRIAL PRODUCTS: CUSTOMS DUTIES ARE ABOLISHED

Under the terms of the free-trade agreements signed on 22nd July 1972 between Switzerland and the European Communities, and accepted by the Swiss people on 3rd December 1972, the fifth

and last reduction in the customs duties between Switzerland and the EEC countries came into force on 1st July last. The customs exemption thus achieved in the movement of industrial goods between Switzerland and the European Communities does not, however, mean the abolition of all customs control over this trade at the frontier. Free trade is limited to industrial products produced in EEC countries and does not apply to products on which customs duties of a fiscal nature are levied — fuels for example — or to agricultural products, on which customs duties will continue to be charged. In addition, exemption from customs duty is granted only to products actually made in the zone; EEC origin has to be proved on clearing through customs. Thus, in spite of a partial lifting of customs duties, many checks of a fiscal or economic nature, or dictated by the requirements of the health or safety departments, must still be carried out at the frontier. Since 1st July, an important date in the history of European integration, the free trade area between EFTA and EEC countries now covers 16 countries representing a population of over 300 million inhabitants.

### THE INTERNATIONAL EXHIBITION OF INVENTIONS IN GENEVA

The 6th International Exhibition of Inventions and New Processes will be held in Geneva from 25th November to 4th December 1977. This exhibition has made such a name for itself that, on its own, it has more participants than all the

other inventions exhibitions put together. A survey carried out among exhibitors shows that over 35% of the inventions presented have been granted licences in 30 countries; the total value of the business transacted amounts to over 20 million Swiss francs. Every year, industrial companies, engineering offices, research institutes, laboratories, individual inventors, etc. from 25 countries display over a thousand inventions there.

### A BIG CONTRACT FOR A SWISS FIRM IN EAST GERMANY

A big contract for the design and delivery of a chemical complex to East Germany has just been signed between the East German foreign trade firm "IndustrieanlagenImport", in Berlin and Escher-Wyss of Zürich, part of the Sulzer group. The complex will comprise a condensation plant capable of processing 47 t/h of 50% washing soda and 35 t/h of kitchen salt, as well as a recuperation plant which will process 1.5 t/h of sodium sulphate.

### SCOTCH BEEF PROMOTION

Until the end of October, the Captain's Galley restaurant in London's Portman Hotel is having a Scotch beef promotion.

A special menu will be served at lunchtime and dinner. In addition, from 7.00 p.m. — 11.00 p.m. there will be a piper and dancer to entertain.



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## IT'S STILL JUBILEE TIME!

A very special way of recognising the Silver Jubilee of Her Majesty Queen Elizabeth II, a special Atmos Clock has been created by master clockmakers Jaeger-le Coultre. Each clock is a tribute to the occasion, being individually engraved with the Ciphers of the Royal Household — a true collector's piece of lasting value.

The significance of the Royal Jubilee has been recognised in that the production of this unique timepiece has been strictly limited to 500 numbered and registered pieces.

This beautiful Atmos Clock, finished in gleaming Rhodium, stands ten inches high and its sheer elegance of line reflects the impeccable taste of its owner.

A creation by master craftsmen, the Atmos Clock incorporates an unique movement, which is so fitting for this unique occasion.

Within the traditionally elegant case design of the special Atmos Jubilee Clock lies an unique piece of engineering time measurement.

The Atmos draws its energy from but one source — temperature variation. And as long as days vary in temperature, so the Atmos maintains its accuracy — year after year after year.

The basis of the Atmos is a cylindrical expansion chamber. Sealed within it is a gas which changes volume with every rise and fall in temperature. In

fact a mere temperature variation of 2° is sufficient to maintain the superbly accurate timekeeping of the Atmos Jubilee Clock for 48 hours.

The expansion and contraction of the chamber keeps the mainspring at a constant tension, producing a flow of energy of extreme steadiness and precision.

Serious enquirers are invited to contact Jaeger-le Coultre (U.K.) Ltd., 92 Oldfields Road, Sutton, Surrey SM1 2NP.

## TELECOMMUNICATIONS IN SWITZERLAND

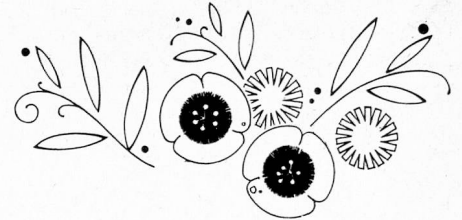
With nearly 40 connections per 10,000 inhabitants, Switzerland possesses the densest telex network in the whole world. Introduced into this country in 1934, this new service was somewhat slowed down in its development by the Second World War, but since 1949 it has progressed steadily. Whereas in 1964 the 5,000th connection was recorded, in 1969 it was the turn of the 10,000th and in 1974 of the 20,000th. The 30,000 mark should be topped by 1980. With regard to telephones, no fewer than 4,016,322 appliances are at present connected up to the Swiss national network, i.e. 63.4 appliances per 100 inhabitants. These figures place Switzerland 3rd among the countries best supplied with telecommunications, just behind the U.S.A. and Sweden.

## SWISSAIR TAKES IMPORTANT DECISION TO FIGHT NOISE AT SOURCE

Swissair will have to expand the seating capacity of its European fleet at the latest in the early 1980s. In its endeavours to make a decisive contribution to the construction of a quieter short haul aircraft, Swissair has informed the McDonnell Douglas Corporation of its intention to order at least ten units of the projected DC-9-80 model seating 135 passengers.

These DC-9-80s would progressively replace a corresponding number of Swissair DC-9 aircraft currently in service. The manufacturer guarantees that the new aircraft, equipped with two Pratt & Whitney JT8D-209 engines, will not only in all flight conditions produce significantly less noise than the present DC-9s, but will be even quieter than the DC-10.

McDonnell Douglas is prepared to build the DC-9-80, if other airlines apart from Swissair place orders. The manufacturer's final decision will be made at the end of October.



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