

May 5 - Arrived 8:30 Malpensa
Met Sacchi - checked in to Hotel Astoria
Afternoon meet w/ Ghislieri
discovered there was no production

May 6 - went over Dist agreement w/ Sacchi

May 7 - called Dad and talked to Fasione
He asked me to have Ghislieri send
a telex of complete program

May 8 - visited Mario Favino. discussed
future plans with him. He will be
leaving in Sept.

Discussed problem of Manuals
w/ Aug Dimatteo

Discussed problem of warranty cards
and brochures w/ Apolloni
each with no results for the
problem

May 14- went to Bologna from Parma
met Sparani at Scarab factory
which he is part owner of.
His son is general manager. I
was impressed with him. We
want to make up a program for
selling Scarab brake components
and Marzocchi forks for big
jap bikes 750 & 500 Honda 900 Kawa.
Scarab has rear disc available for
788 in 2 mos.

Visited Bernardi of Bologna
who is mfg tanks.

They are having problems but promised
20 tanks by 23 May

We then ~~of~~ left for Urbino to
visit Bernelli Aroni for
frames.

They too had nothing ready but
promised 10 frames by 22 May.

We proceeded to Fano to
Vetroplast where seats, covers
autox and front fenders were being
mfg. Again nothing. Promised
22 May.

May 16 - Spent the night in Bologna
Went to lunch w/ Sparani he
arrange decision for appointment to
M.V.

Visited machinist who is doing work
on 788 mod heads - scraped 50 heads
by mistake

Went to Imola for practice

Read	—	2:01 - 2:00
Torraccia		2:00
Ago		1:59:6
Lansivore		1:59:2
Sheene		1:59:5

Stayed in Imola - Dinner w/ Boechi

May 17 - Practice again - Lansivore fastest
but crashes in practice breaking
collar bone.

Returned to Bologna for
Dinner w/ Sparani & wife
at his sons Apt.

Returned to Jolly Hotel Bologna.

18 May - Returned to Amola
Ago blows everyone off.
Read second - Spirits no good.
Had dinner w/ Phil & Madeline

19 May - Returned to M.V. w/ Phil & Madeline
Had dinner w/ Goichi
Called Fasione for appt.

20 May - ~~letter~~
Everyone after hearing I had to
see Fasione was nervous.
Gushere wanted to see me immediately
I gave him all necessary items
missing. (see notes)

We talked about marketing principles
I got him to agree w/ 1/2 Adv. expense

Met w/ Fasione

He promised he would see to it
that everything was taken care of.

21 May - talked again w/ Spiranani asked me
to stay till 28 May.

I) Distributor Agreement: 11/18/64 - 27 May

Art. 1-6 no changes

Art 7 - Discuss completely with Ghisleri
and Spairani.

Art 8-11 no changes.

Art 12 - We must maintain warranty
program and responsibility.
with 1% discount on machines.
35% discount on spares off
ex. works price.

Art 13 - shipments in accordance to
Dest. instructions

Art 14 - Discuss with Ghisleri & Spairani
in respect to "replacements"

Art 15-16 - no changes

Art 17 - Discussed with Ghisleri
will make arrangements
for 1/2 adv. expenses

Art 18-19 no change - added warrantee
claim for U.S. clients in Europe.

Art 20 - changed to Geneva Switz.

Art 21 - 24 changed to name Dist as
responsible for warrantee

w/ASG 27 May

II Limited Warrantee. Changed to include
clauses which state Dist as
warrantor. Cards will be ready 3 June

III U.S. Warrantee Procedures. w/ASG 27 May
modified so as to be controlled by Dist.

We maintain complete control
for warrantee work and
replacement parts thus alternating
the constant credit memos
and returning parts to M.V.

Need copy w/ ASG - 27 May.

IV

Product Liability Insurance

As per Distr. Agreement Art 22 (A)

Insurance is for 5 million US \$

with U.I.D.A. TORINO.

VIA BLIGNY N. 15

10122 TORINO (S.G. CALCANIO)

V

Spare parts: Proforma complete. OK

Total of 767 parts for complete parts coverage. (check into complete gasket kit.)

Total cost → \$16,801.57

- 20 parts catalogs will be prepared with new parts & parts #^s put into old 750 catalog for now.

Parts will be shipped with container of first 38 machines. (19 June)

VI

Special tools. (* include ~~exhaust~~ ring tool)

1 set will be given to me right away

5 sets will be prepared and shipped with first 10 machines by air.

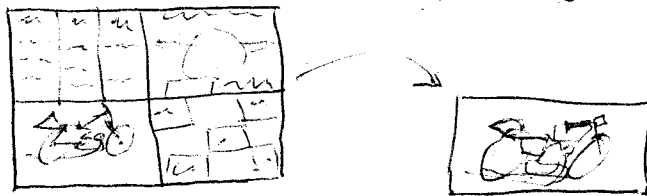
VII Manuals.

Shop manual - 20 of old addition
Parts " 20 of old addition
with corrections entered
Rider " 50 old addition
in english

New Manuals will arrive 7 July.

VIII - Brochures.

Will be ready by 3 June



OK

IX Delivery:

1st shipment 5 June

10 machines by air MV pays difference

accompanied by

- A) 3 sets of special tools
- B) 2000 brochures
- C) spares for 10 machines

IX Delivery cont:

Shop manuals, parts etc # VII

1 Container 38 machines 19 June
with all spare parts from Proforma
20006

Freight Charges

Italian Border to Antwerp → 650.00

Ocean Freight → 1700.00

\$ 2350.00

We must arrange for marine insurance.

Delivery of 40 ft container to Elmsford
from N.Y. pier → \$225.00

X The motorcycles:

Check all standards for U.S.

- ① SAE Brake hose.
- ② DOT Fluid Label.
- ③ Tags of conformance.
- ④ Rear brake indicator.

It is impertant that the machines
are of excellent quality.

X Motorcycles cont.

Changes from Prototype.

- ① Good quality tool kit. → ✓
 - ② Instrument panel in aluminium →
 - ③ Electric fuel taps. →
 - ④ Non leaking gas cap. →
 - ⑤ Carburation properly jetted →
 - ⑥ One machine with fairing for sound test.
 - ⑦ First 10 machines
 - 5 with silencers
 - 5 with normal mufflers.next shipment, all machines supplied with silent mufflers.
-

XI Advertising Campaign.

① End June - first of July we can organize a coming out dinner for M.V.

A) Invitations to all journalists
to all interested dealers
to all serious clients

B) Sparano will come for one week to assist us.

XI Advertising - cont.

c) Arrange elegant dinner with machines & possibly some accessories on display (include some dismantled parts of the machine)

We will make arrangements to advertise in certain magazines depending on budget.

XII Racing Program:

Look into possibility of production racing perhaps at Ontario.

Assemble machines (2) get Read & Bonera to race them against Duhamel etc. in Oct. 1975

M.V. is not ready to race at Daytona until 1977 - unless something incredible happens.

XIII

Future program.

Build a Grand Turismo from the existing 788cc

Build one series of 788cc with special frame and engine mounts with chain drive.

Put into production the 3 or 4 cyl. 500cc M.V. identical to the racer.

350cc & 125cc are much too expensive for our market

XIV

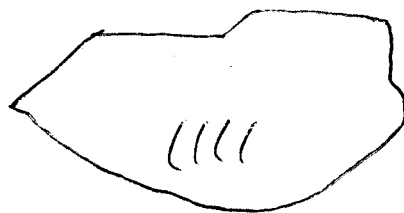
Misc. Material.

- ① Arrange payment for Honda carbs for Jim.
- ② Order extra mufflers for replacement parts for silencers
- ③ Make up a kit for shift conversion
- ④ Check out all possibilities for selling accessories and the mini-bike. → cost 126,000 = \$200.00

XIV Misc. cont.

(5) Work out designs for
Head fairing and 1976 GT 788cc

- ① New connectors for wires
- ② Neutral lite
- ③ head light always on.
- ④ Tail lite - signal lites - Head lite all black wire
- ⑤ Folding foot plate
- ⑥ new center stand
- ⑦ covers w/ an slits
fiberglass.
- ⑧ Choke lever complete
like Honda
- ⑨ Air box like Kawa in fiberglass
- ⑩ 5 idiot lites
- ⑪ head lite always on.
- ⑫ complete selenium box.



7-27-75

Meeting

w/ Gherardi

Spuriani

Ghetti (Apolloni)

ASG

CSG

① Production -