

The Future of Exactoscale Track and Wheel Products

An Announcement from Andrew Jukes

As owner of Exactoscale tooling and stock I have decided to take back control of the management, selling and marketing of the entire range.

All Exactoscale sales by C&L ceased at the end of July. All products will in future be sold under the brand name 'Exactoscale Products'. Exactoscale Products is not a company but an informal cooperative group of modellers.

New sales arrangements will be introduced in stages. At Scaleforum, we have been given a small space to launch Exactoscale Products and explain our plans. Exceptionally, we will make sales (cash only) of P4 carriage and wagon wheels together with a limited selection of items from our range of track products. We do not envisage normally having an Exactoscale Products stand at exhibitions.

After Scaleforum there will be a good supply of P4 carriage and wagon wheels but there may be a delay of a few weeks before wheels for EM are available. The wheels will be available from early October from Scalefour and EMGS Stores only, exactly which wheels are stocked by each stores will be for the stores to decide. Pricing to the modeller of a specific product will be the same whichever outlet is used.

Timescales for bearings and back-to-back gauges are not yet clear but these are an important part of the range and we want to make them available as soon as we can.

It is hoped to reintroduce the P4 loco wheel range but this requires some technical issues to be resolved and is unlikely to be achieved until well into 2019.

Exactoscale track products will be available from early October. 4mm scale products will be available from the Scalefour and EMGS stores and 7mm scale products will be available from the Scale 7 Group stores. Pricing to the modeller of a specific product will be the same whichever of these outlets is used.

exactoscale.com will be the website for Exactoscale Products. The site will eventually contain a full price list of all products, instruction sheets on using

the products, drawings showing correct chair placement and more general advice on assembling and laying track.

The website will also enable track products (but not wheels) to be ordered online, direct from Exactoscale. These direct sales will attract a 10% charge to cover the cost of providing the online service.

The arrangements that are being put in place would not be possible without the large amounts of voluntary support that are being given by fellow modellers. This, we hope, will enable prices to be 'lean', driven essentially by the aim of recovering all costs with a small margin to cover risk and the cost of working capital. It will be consistent with this business model if the Societies restrict their online sales of Exactoscale's products to members only.

It is likely that a new price list will be issued each April. This will enable adjustments to be made to prevent Exactoscale Products making any profit or loss.

Updates on the process of getting Exactoscale Products up and running will be posted on the Scalefour Society's webforum and, with the Editors' permission in the next Scalefour News and EMGS Newsletter.

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