

EUROPEAN NEWS

French try to defuse Renault subsidy row

By William Dawkins in Brussels

THE French Government is seeking an urgent meeting with Sir Leo Brittan, the new European Competition Commissioner, to try to avert a battle over its plans to write off Fr 12bn (£1bn) of the debts of Renault.

French Industry Minister, has proposed meeting Sir Leon on February 9, in what will be the first big test of the new Commissioner's stance on potentially anti-competitive state subsidies. This is the largest and one of the most sensitive government aid proposals in any industry to have been challenged by the Commission.

injection, plus the Fr 12bn write-off - in return for what it believes was a promise from France's then conservative administration to change the car maker from a state régime, under which it cannot technically be declared bankrupt, into a company competing under normal commercial conditions.

Renault to compete under normal commercial conditions and is not obliged to remove its régime status to do so.

is preparing to re-open the debate over the possible abolition of bilateral national controls on Japanese car imports, currently operated by five EC countries.

Bundesbank seeks to reassure markets as repo rates rise

By Andrew Fisher in Frankfurt

WEST GERMANY interest rates on the regular securities market, chase transactions (repos) between the Bundesbank and commercial banks, edged higher yesterday.

4 per cent and 6 per cent respectively. The increases were decided on to combat inflation, dampen money supply growth, and curb the strength of the dollar.

Unions' victory over Italian Government turns sour

By John Wyles in Rome

THE ITALIAN Government has been sustaining serious fleshwounds in recent days as a result of the controversial tax deal it struck with the trade unions last week, but it became clear yesterday that the unions may also have shot themselves in the foot by ignoring the small print of the agreement.

high income groups. Armies of accountants have since pored over the fine print and claimed that most medium-income employees earning more than L30m (£12,500) a year, some of them union members, will be worse off as a result.

protesting loudly, and, as they ran for cover yesterday, some red-faced union leaders were talking about encouraging amendments to the proposal when it comes to Parliament.

doubts about the political judgement of Mr Ciriaco De Mita, the Prime Minister, in rushing into last week's agreement to buy off a threatened four-hour general strike.

Mr Giuliano Amato, the Treasury Minister, is openly distancing himself from the measure. He told a parliamentary committee on Tuesday that, as a result, tax revenues would be up to L2,500bn lower than forecast for 1990, L6,000bn lower in 1991 and perhaps L10,000bn in 1992.

Switzerland's coalition closes ranks

By William Dufforce in Geneva

SWITZERLAND'S ruling four-party coalition yesterday closed ranks in the federal parliament to elect Mr Kaspar Villiger, 47, part-owner of a bicycle manufacturing business, to the seven-member Federal Council (government), to replace Mrs Elisabeth Kopp, who resigned as Justice Minister last month over a \$1bn (£555m) drug money-laundering case.

Mr Villiger's election is part of an attempt by the four parties - Radicals, Christian Democrats, Social Democrats and the Swiss People's Party - which have governed Switzerland for the past 30 years, to allay the effects of the scandal on public opinion.

He also reaffirmed his hope that talks between the US Securities and Exchange Commission and its French counterpart, the COB, would lead to a full co-operation agreement. The SEC provided the COB with vital help in uncovering the Pechiney-Triangle share dealing scandal.

Output forecast to fall in W German car industry

By Andrew Fisher

WEST GERMANY'S car industry is likely to experience production cuts of 3-4 per cent this year, but investments will increase sharply, said Mr Achim Diekmann, general manager of the country's motor industry association (VDA).

to 744,000 people in 1988. The rise reflected more hiring by parts suppliers, however. Jobs in vehicle production fell by 2,000.

Higher interest rates to follow Spanish squeeze

By Peter Bruce in Madrid

MR CARLOS SOLCHAGA, the Spanish Finance Minister, confirmed the inevitable yesterday. Interest rates will rise again in the next few days, following the imposition of a fierce credit squeeze by the Bank of Spain on Tuesday designed to rein in galloping economic growth.

policy been better co-ordinated with monetary policy - a comment which many people at the central bank, which has repeatedly complained about profligate government spending, might agree.

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EUROPEAN NEWS

Hungary's leaders split on degree of political change

By Leslie Collitt in Berlin

THE HUNGARIAN leadership, which has charted the most ambitious reform programme in Eastern Europe, is seriously split over how far political change, and the rewriting of the official version of history, should go.

Mr Karoly Grosz, the Communist Party leader, has admitted to differences both on the pace of reform, and over the symbolically important issue of how to interpret the events of 1956, which led to Moscow's intervention.

Poles rediscover the pleasure of making money

Private enterprise begins the long march against inertia, writes Christopher Bobinski from Warsaw

AT PARTIES in Warsaw these days, the talk is of making money. Encouraged by the pro-private-enterprise rhetoric of the new Warsaw Government, more and more Poles are becoming interested in taking advantage of pre-war legislation, still on the statute books, which provides for the establishment of limited liability joint stock companies.

Others, mostly Solidarity supporters or even former intimates who are banned from their old jobs, first turned in the early 1980s to founding co-operatives to make a living and then began to set up joint stock companies as a simpler vehicle with tax advantages to boot.

private companies and set some up themselves. If the pledges emanating from Mr Rakowski's ministers come to fruition, the climate could improve significantly for private business, allowing it to expand into foreign trade as well as permitting joint ventures with Western capital.

The new government's propaganda, which actually encourages people to go out and seek ways of making money, has broken with the egalitarian creeds of past years and sent a shiver of excitement through middle-class Polish living rooms.

services of one kind or another which require little capital equipment. Finance is raised either by asking for payment in advance from clients or delaying payments to suppliers.

Clash at top of Yugoslav party ends in stalemate

By Judy Dempsey in Belgrade

A THREATENED showdown between two top Yugoslav politicians ended in stalemate yesterday after the Communist party's central committee closed ranks behind its leader, Mr Stipe Suvac, and postponed making decisions on a party congress and internal party reform.

party congress, empowered to make sweeping personnel changes. Observers noted that a central committee meeting in October, which failed to bring any sweeping personnel changes, was seen as "clipping the wings of Mr Milosevic" - but this had not prevented his supporters from toppling the party leadership in Montenegro, with street demonstrations, earlier this year.

remains set on purging the party bureaucracy. It is an exhausting process, and more than a third of the registered companies run out of steam before going into business, or find going it alone more difficult than expected.

native Serbia, in the province of Vojvodina, and in the Foreign Ministry. In Serbia, for example, plans are afoot to replace Mr Alexander Rakovic as mayor of Belgrade and Mr Desimir Jevtic as prime minister of Serbia.

One was the role of the armed forces, whose representatives warned the central committee that they would not stand idly by while the party tore itself apart.

CZECHOSLOVAKIA reported 3 per cent growth last year, an improvement over recent years and slightly above target. But the quality of growth remained poor and serious shortages of consumer goods developed.

oot reveal the amount. It merely said that foreign trade rose by 3.5 per cent, of which 78 per cent was with Comecon.

Mystery of Calvi's death nears an uncertain dénouement

By Alan Friedman in Milan

LIKE AN Agatha Christie thriller, the tortuous and long-running tale of Roberto Calvi and the Banco Ambrosiano is nearing its dénouement. But unlike the mysteries probed by Hercule Poirot, the death of Roberto Calvi in London in June 1982 may never be explained.

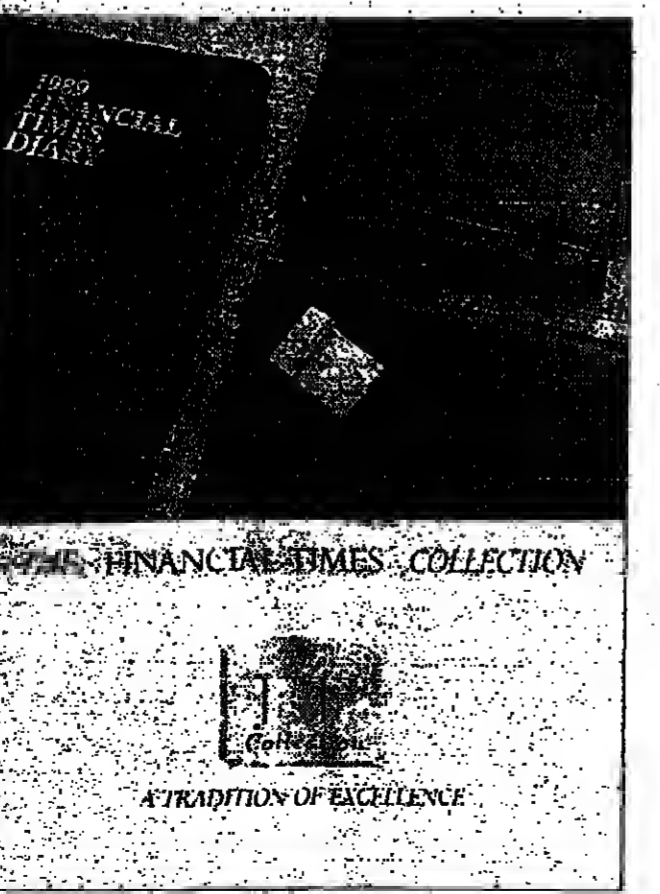
gion because of three separate judicial proceedings in Milan. The first: a civil tribunal's decision last week that Mr Calvi was murdered, suggests that his widow, Clara, should be allowed to collect 1.4bn (£1.2m) of life insurance.

her husband. "Roberto was afraid for his life. He wanted to tell all, to name names inside the Vatican. But he was warned by a senior Vatican lay official that some of the names must never be revealed, not even in Confession," she claimed in a telephone interview from Montreal.

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Advertisement for Digital Equipment Corporation (DEC) featuring a large image of a chain link and text: 'YOU'VE BEEN INVESTING IN PCs FOR YEARS. IT'S TIME YOU GOT A REAL RETURN. A PC is a small investment in its own right. Yet the sheer numbers in which companies purchase them, year by year, means they add up to a very significant cost indeed.'

OVERSEAS NEWS

Mitterrand presses French economic suit on India

By Paul Betts in New Delhi
PRESIDENT Mitterrand is spearheading a diplomatic effort to improve France's flagging relations with India with a four-day official state visit.



Mitterrand: four-day visit

the four-day visit, France is hoping to make progress on a number of important contracts including a FR 600m (€54m) thermal power station and the Dul Hasti dam project in Kashmir.

Merieux and India to build a FR 500m vaccine institute near Delhi with French concessional aid. France and India also signed yesterday a co-operation agreement in the biomedical field.

Iranian minister joins Afghan scurrying

By Robin Pauley, Asia Editor, in London and Christina Lamb in Islamabad

THE NEARER the final withdrawal of Soviet troops from Afghanistan and the further away any political compromise on the country's future the greater the degree of high level diplomatic scurrying about in search of elusive answers.



Velayati: hope for show of maturity

On his arrival in Islamabad, Dr Velayati admitted that agreement had not yet been reached between any of the parties on the shape of an interim government to replace the Soviet-backed Kabul regime.

He said that Pakistan and Iran would persuade the Mujahideen to co-operate for the future of Afghanistan and added: "I hope they will show maturity and overcome these difficulties."

Indian strikers produce the goods

By Gita Piramall in Bombay

A GROUP of strikers who have been locked out of a Bombay soap and detergent company run by Hindustan Lever (HLL) have yesterday produced their own brand of detergent powder.

Palestinian in the middle of Israeli manoeuvring

Andrew Whitley reports on Feisal al-Husseini

THIS HAS been a strange few days in the life of Mr Feisal al-Husseini, the Palestinian leader and son of one of the most celebrated local families.



Husseini: potential card

Mahathir rival rejoins ruling party

By Wong Sulong in Kuala Lumpur

DATUK Musa Hitam, the former Malaysian deputy Prime Minister, is rejoining the ruling United Malays National Organisation (UMNO).

Hungary sets up in Seoul

By Maggie Ford in Seoul

HUNGARY yesterday became the first Eastern bloc country to establish diplomatic relations with South Korea, while maintaining links with the Communist North.

South Korea was worth \$28m last year, mostly made up of South Korean exports. Two joint ventures have already been set up and Mr Etre said he expected a strengthening of economic links this year.

Sharansky nomination prompts row

Israel's nomination of Mr Natan Sharansky, the former Soviet dissident, as its UN ambassador sparked controversy yesterday, with analysts warning it could harm delicate relations with Moscow.

Mubarak assails Israel on Taba

Mr Hosni Mubarak, the Egyptian President, accused Israel yesterday of damaging relations with Cairo for the sake of a hotel at the Sinai seaside resort of Taba.

Lebanon peace attempt halted

Six Arab foreign ministers yesterday gave up for the moment an attempt to solve Lebanon's constitutional crisis, saying they needed to consult more Lebanese leaders.

Sudanese cabinet reshuffled

By Julian Ozanne in Khartoum

SUDAN'S Prime Minister, Mr Sadiq El Mahdi, yesterday announced sweeping changes to his coalition Government after failing to heal a split between its members.

Anti-apartheid talks reach 'consensus'

A GROUP of African lawyers and officials of the African National Congress (ANC) guerrilla organisation yesterday reported broad agreement at a meeting in Zimbabwe on changing South Africa's apartheid laws.

Concern over Namibian independence plan

MR Javier Perez de Cuellar, UN Secretary-General, is concerned by a dispute over his Namibia independence plan and fears that nationhood will be held up if it is not soon resolved.

Australians fear Japanese buying power

By Chris Sherwell in Sydney

AUSTRALIANS, like a lot of other people in the Pacific region, have been getting increasingly anxious about the level of Japanese investment in their country.

Australians fear Japanese buying power

commodity prices. Much of the concern has contained disturbing racist overtones which are rarely voiced with European or North American investment.

Books gather dust as Ghana grapples with education

William Keeling, in Accra, reports on the problems of university funding in the Third World

THE bookshop at the University of Ghana, Legon, is the best in the country. The stock ranges from Cicero to Chirac Achobe, Tristram Shandy rubs shoulders with Lord Emsworth of Blandings.

Books gather dust as Ghana grapples with education

William Keeling, in Accra, reports on the problems of university funding in the Third World

There has been a quiet realignment among Ghanaian politicians since Dr Mahathir's recent illness has hastened the process. The current assessment by senior Malay politicians is that because of his heart-by-pass operation, Dr Mahathir is unlikely to remain in office beyond his current term, which expires in 1991.

AMERICAN NEWS

Peru devalues currency and raises prices

By Veronica Baroff in Lima

IN A brief broadcast on Tuesday Mr Carlos Rivas Davila, the Peruvian Finance Minister, announced a series of corrective economic measures...

reduce the monthly subsidies from \$120m to \$80m per month, in reduce imports and in double its income...

Nicaraguan measures 'insufficient'

By Andrew Marshall

AUSTERITY measures introduced by the Nicaraguan government are insufficient to repair the country's ailing economy...

Fears diminish of oil damage to Antarctica

By Andrew Marshall

FEARS of the damage to Antarctica by oil from a sinking Argentine vessel were reduced yesterday...

High copper prices boost Chilean export earnings

By Barbara Diarr in Santiago

CHILE'S exports topped \$7m last year, 36 per cent higher than in 1987...

Smoking declines but more report long-term illness

By Ralph Atkins, Economics Staff

BRITONS are less likely to smoke than at the beginning of the 1970s and appear more prone to reporting long-standing illnesses...

UK NEWS

Chip makers come closer to market

Terry Dodsworth looks at investment by semiconductor companies

Japanese semiconductor plants in Europe

Table with columns: Location, Fabrication, Assembly, Test. Rows include West, East, and various European countries.

The prediction of Japanese companies to think long-term could hardly be better illustrated than their approach to European semiconductor manufacturing...

Second, a number of second division Japanese producers, such as Sony and Seiko-Epson, will probably move into Europe by doing deals with local companies...

Additional urgency was given to this line of thinking by the European Commission's plans to insist that semiconductors are fabricated (or diffused, as the process is sometimes known) locally to qualify as European under the EC origin rules...

SES expected to decide on buying second satellite

By Raymond Snoddy

THE BOARD of SES, the Luxembourg company behind the Astra television satellite is expected to decide at a meeting tomorrow to buy a second completed 16-channel television satellite...

MR Neil Kinnock, Labour leader, last night sacked Mr Anstin Mitchell, a member of Labour's trade and industry team...

Airports authority rejects calls for further runway capacity

By Lynion McLean

CALLS FOR additional airport runway capacity in the south-east of England to be provided as a matter of urgency, expected today from the Civil Aviation Authority...

One of the new cases in the US involved cross-wiring that would have indicated fire in the wrong engine of a 737, the US Federal Aviation Administration said...

Health minister begins task of selling reforms

By Alan Pike, Social Affairs Correspondent

MR KENNETH CLARKE, Health Secretary yesterday began the task of selling his proposed National Health Service reforms to doctors, nurses and managers...

Company pension rises advised

By Eric Short, Pensions Correspondent

COMPANY pensions should increase in line with the rise in retail prices subject to a 5 per cent a year limit...

Second, the machinery available for employees to seek redress of grievances was costly, complex and usually led to the courts...

Water charges kept down despite protest

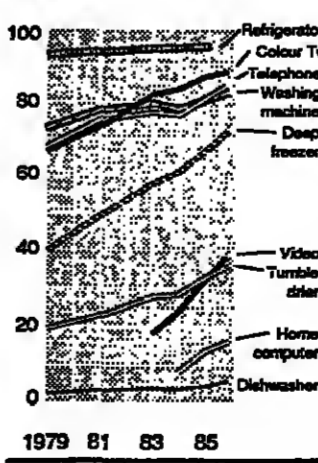
By Richard Evans

THE Government has restricted the average rise in water charges in the financial year from April 1 to single figures, despite industry protests...

The Labour Party opposition is certain to protest vigorously at what it will see as the premature restricting of debate on a highly contentious measure...

Households in GB

Proportions with consumer durables (%)



With two cars or vans has risen only slightly, to 16 per cent in 1986. The proportion owning three or more was 3 per cent in 1986...

Households getting smaller but fitter

By Ralph Atkins, Economics Staff

THE TYPICAL British household is getting smaller and less attracted to marriage but is taking more exercise, according to the survey...

Broken down by ethnic group, 85 per cent of the population was classified as white. The Indian, Pakistani/Bangladeshi and West Indian populations each accounted for a further 1 per cent...

GENERAL HOUSEHOLD SURVEY

Trend to affluence continues but consumption not saturated

THE TREND towards more comfortable living and greater affluence has progressed unchanged in Britain since the 1960s, but consumption of many durables appears a long way from saturation point...

Smoking declines but more report long-term illness

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M & A in a European perspective.
A selection of 12 Mergers and Acquisitions
among the 65 transactions completed
by Paribas in 1988.

<p>January 1988 ORKEM SA (formerly CdF Chimie SA) has sold its subsidiary LORILLEUX INTERNATIONAL SA to COATES BROTHERS plc in exchange for shares and made a partial offer to increase its shareholding in Coates Brothers plc from 33 to 40 percent</p>  <p>Banque Paribas Capital Markets (London) and Banque Paribas (Paris) acted as financial advisers to Orkem SA and arranged the completion of these transactions.</p>	<p>June 1988 AKZO (Netherlands) and KALI-CHEMIE (Germany) through a public offer acquired 95% of the shares of EUROPÉENNE DE SOUFRES INDUSTRIELS (E.S.I.)</p>  <p>Paribas acted as financial adviser to the Compagnie Chambon, a 48% shareholder in E.S.I., in this transaction.</p>	<p>December 1988 JAMES RIVER Corporation (U.S.) and KAYSERSBERG (France) have acquired a 50% shareholding in IPEK KAGIT (Turkey)</p>  <p>Paribas initiated the transaction and assisted James River and Kayzersberg in the negotiations.</p>	<p>April 1988 MATRA COMMUNICATION SA has acquired DFG Deutsche Fernsprecher Gesellschaft</p>  <p>Paribas arranged the acquisition and acted as financial adviser to Matra Communication during the negotiations.</p>
<p>February 1988 BORAX FRANÇAIS a subsidiary of R.T.Z. Corporation plc through a public offer has acquired 91% of the shares of TALCS DE LUZENAC</p>  <p>Paribas initiated the transaction and assisted R.T.Z. in the negotiations.</p>	<p>February 1988 AIR PRODUCTS AND CHEMICALS INC. has acquired LA MANUFACTURE ALSACIENNE DES TABACS and OXYGÈNE LIQUIDE DE STRASBOURG</p>  <p>Paribas acted as financial adviser to the Air Products group and arranged the completion of these transactions.</p>	<p>April 1988 CAP GROUP plc has merged with SEMA-METRA to create SEMA GROUP</p>  <p>Paribas acted as financial adviser to Sema-Metra during the negotiations.</p>	<p>September 1988 SCHNEIDER SA through a public offer has acquired TÉLÉMÉCANIQUE SA</p>  <p>Paribas acted as adviser to the Schneider Group and arranged the completion of the transaction.</p>
<p>March 1988 GRANADA Group plc has acquired a 76% interest in KAPY SA (Spain)</p>  <p>Paribas acted as financial adviser to the shareholders of Kapy in this transaction.</p>	<p>May 1988 RÉMY & ASSOCIÉS through its subsidiary Gestion Immobilière has sold its controlling interest in ÉTABLISSEMENTS NICOLAS to CASTEL FRÈRES</p>  <p>Paribas acted as financial adviser to the Rémy & Associés Group in this transaction.</p>	<p>October 1988 TRENPORT PROPERTIES Limited acquisition of property portfolio from BOND CORPORATION HOLDINGS Limited</p>  <p>Banque Paribas (London) acted as financial adviser on this transaction.</p>	<p>November 1988 ESSELTE (Sweden) has sold its subsidiary ESSELTE-WELL to TAMPELLA (Finland)</p>  <p>Paribas arranged the sale and acted as financial adviser to Esselte during the negotiations.</p>

Paribas is helping European industry to prepare for 1992.

PARIBAS 
 3, rue d'Antin, 75002 Paris.

UK NEWS

Lawson budget 'to make tax cuts worth £3bn'

By Simon Holberton, Economics Staff

PERSONAL income tax cuts worth up to £3bn and a public sector debt repayment of some £1.4bn will be the main features of the Chancellor of the Exchequer's budget on March 14, say the Institute for Fiscal Studies and Goldman Sachs, the US securities house.

The IFS, which prepared its annual Green Budget preview of Mr Nigel Lawson's fiscal options in association with Goldman Sachs, says the Chancellor's scope for tax cuts is "distinctly limited" by the short-term outlook for the UK economy, which requires a tight budget.

Mr Lawson "will have to use all his celebrated ingenuity in order to produce a package which is not just a little dull," they told representatives of London's financial community yesterday.

On taxation, they see little scope for the Chancellor to cut corporation tax, value added tax, national insurance contributions or capital taxes. He may, however, reduce the tax breaks associated with company cars.

They said the Chancellor will probably result in £1.5bn to taxpayers by raising the threshold at which income becomes liable to tax. If by early March it is clear that the economy has begun to cool rapidly, then Mr Lawson might also reduce the basic rate of income tax by 1p to a rate of 24p in the pound. These measures would cost about £3bn.

The Chancellor is not constrained, however, by finance - the IFS estimates that before tax cuts Mr Lawson will have some £17bn available for distribution - but by the state of the economy.

It says a prime policy objective is to keep the confidence of financial markets in government policy and to forestall the possibility of an inflationary devaluation of sterling. Policy also needs to be kept tight to bear down on domestic sources of inflation as well.

"The lesson of the 1980s is that a run on the pound is by no means impossible - it happened in 1965 - but that it may be controllable by high interest rates," it says.

"The economic background to the budget is a domestic demand continuing to outstrip the ability of the UK economy to supply it. A cut in interest rates may relegate consumer spending and undermine the pound's value.

"To minimise the risk of stagflation there is much to be said for cutting taxes both to sustain demand and to preserve international confidence in the British supply-side miracle, while keeping up interest rates so that a strong exchange rate continues to exert downward pressure on wages," they said.

They add that the Government may introduce targets for broad money supply growth in the 1989-90 version of its medium-term financial strategy. The recent tightening in monetary policy has been buttressed by official affirmation of the importance of monetary targets, something which the IFS and Goldman Sachs take as a possible sign of their re-emergence in the forthcoming budget.

Options for 1989: The Green Budget, IFS, 180 Tottenham Court Road, London, W1P 9LE, price: £5, non-members, £3 members.

High mortgage rates 'may cut housing output by a fifth'

By Andrew Taylor, Construction Correspondent

HIGH mortgage interest rates could leave private housing output down by a fifth in the next two years, the chairman of one of Britain's biggest building material companies warned yesterday.

Sir Colin Corness, chairman of Redland, said a study of interest rate movements in the past 20 years showed that a rise of 1 percentage point in mortgage rates generally resulted in a 6 per cent to 7 per cent decline in private housing output.

"If this relationship holds during 1989 and 1990 then new private housing output is likely to fall by 15 per cent to 20 per cent, even assuming interest rates fall by 1 per cent to 2 per cent towards the end of this year," said Sir Colin.

Speaking at a building conference organised by Swiss Bank Corporation Stockbroking, formerly Savory Millin, he said that higher interest rates would have a knock-on effect on other areas of construction.

"We do have to reckon that if interest rates remain high, as they seem likely to do, the recent great strength in the construction industry in the UK will not be sustained.

"We can see private housing is almost immediately affected by interest rate movements. I believe that those same interest rate movements will gradually affect the other sectors as well."

Nonetheless, he said, 1989 was likely to be another good year for British construction.

The decline in private housing would be more than offset by continued real growth in the other sectors not be immediately susceptible to higher interest rates.

Sir Colin said building material manufacturers best placed to withstand a downturn would be those with least exposure to new housing and greatest exposure to repair maintenance and improvement work.

Ageing buildings and Britain's need to repair and maintain roads and other infrastructure would ensure higher workloads. Repair maintenance and improvement accounted for 45 per cent of all construction output compared with 30 per cent in 1978.

Prof George Weddell, head of the institute which is part of Manchester University, has written to Mr Murdoch to seek his co-operation.

The European Institute has for some time been planning an academic programme on concentration of power in the media in the UK, France and West Germany.

News coverage of the development of satellite television will be the first case study in the programme.

Prof Weddell said yesterday that the study would be completely independent and look at the coverage of all national newspapers over the past year.

BSB sets up case study of press reporting

By Raymond Snoddy

Satellite television forecast for up to 2.2m homes by 1991

By Raymond Snoddy

BETWEEN 1.6m and 2.2m homes in the UK will be receiving satellite television by the end of 1991, Logica, the computer software and consulting group, suggested yesterday.

At least 45 per cent of that total would have their own domestic satellite receiving equipment and the rest would either receive their satellite channels via cable television networks or use a communal reception system.

The projections in a Logica report come three days before Mr Rupert Murdoch, chief executive of News International, launches the first four of his planned six channels of Sky Television.

The figures announced by Mr Anthony d'Abreu of Logica would not appear to suggest an enormous success, at least in the short term, for either Mr Murdoch or his satellite rival, British Satellite Broadcasting, which launches in September.

Mr Murdoch's most optimistic assumptions envisage 2.5m homes in the first 12 months, although he has guaranteed advertisers a minimum of 1.15m. BSB is looking for something like 400,000 homes by the end of this year.

Logica foresees cumulative totals of satellite receivers of between 80,000 and 170,000 by mid-1989, between 235,000 and 468,000 by the middle of 1990 and between 6m and 8.5m by 1995. "These are highly optimistic forecasts," Mr d'Abreu said yesterday.

Logica did not carry out any original research on consumer intentions for its report. It arrived at its figures by tracking the rate at which consumers bought video recorders and modifying the figures to allow for differences between the two products such as the lower initial price of satellite receivers.

"We are quite confident about these figures," said Mr d'Abreu who emphasised, however, that they were not precise forecasts because there were so many variables such as the programmes plans of the satellite operators.

Logica estimates that across Europe there are now at least 105,000 satellite receivers already installed, a number that will rise to 950,000 by the end of 1990.

Satellite Television Receivers - The European Market: Price: £695, from Logica, 64 Neuman Street, London W1A 4SE.

City claims UK's dearest office block

By Paul Cheeswright, Property Correspondent

AN OFFICE block in the City of London yesterday became the most expensive in the UK when Sun Alliance Insurance agreed to pay a rent of £70 a square foot for 105,000 square feet of space.

The freeholder of Leadenhall Court, in Leadenhall Street on the east side of the City and once the site of the London Metal Exchange, is the City of London Corporation. But the ground lease is held by Legal & General Property, which developed the new building.

The agreement between Legal & General and Sun Alliance comes at a time when property industry analysts are predicting that rents in the City, after two years of explosive growth, are likely to flatten out. Greater amounts of space are becoming available in and around the City as more developments are completed.

But the leasing of Leadenhall Court suggests that there remains a firm demand for buildings in the City centre. The building will be completed at the end of the month.

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Court orders quick trial of GEC dispute

By Raymond Hughes, Law Courts Correspondent

THE HIGH COURT in London yesterday ordered a speedy trial of the dispute between General Electric Company and Plessey over their jointly-owned telecommunications subsidiary GPT.

GEC is challenging the validity of a buy out notice served last month by Plessey alleging breach of the agreement under which they set up GPT last March.

The case is likely to be heard within the next six weeks. Mr Jonathan Sumption, counsel for GEC, told Mr Justice Warner that the case was urgent because it was "commercially an alarming and unfortunate state of affairs" that there was uncertainty about the ownership of what was almost the whole of the UK's telecommunications manufacturing capacity.

GPT is valued at about £1.8bn. Plessey's half interest is its most valuable single asset.

Mr Sumption said Plessey contended that the £1.7bn offer made for it jointly by GEC and Siemens, of West Germany - now being considered by the Monopolies and Mergers Commission - triggered an option provision entitling Plessey compulsorily to buy GEC's 50 per cent interest in GPT.

Plessey asserted that GEC and Siemens' agreement about the reorganisation of Plessey's business - if their takeover succeeded - constituted a "relevant event" triggering the option provision in GPT's elaborate shareholders' agreement.

Whether underwriters were, at best, doing anything more than breaking even on their marine accounts.

The picture was as gloomy in the aviation insurance accounts of the institute members. Last year 24 Western-built jet airliners were lost, culminating in the December Pan American 747 disaster at Lockerbie in Scotland, representing a total value of \$271m. This compares with 20 aircraft lost in 1987 at a value of \$252m.

Underwriters are so far unable to secure adequate rate increases in the wake of the Piper Alpha disaster.

Overseas insurance markets have not been drastically hit by Piper Alpha and are thus not subject to the same pressure to increase rates.

Indeed, Mr Parton warned that these overseas markets were looking for opportunities to expand their share of the world marine and aviation market at the expense of the London market.

However, catastrophe reinsurance rates had been increased by as much as three or four times after Piper Alpha. Mr Parton said that the crunch would come for many underwriters when they renewed their reinsurance in the late spring.

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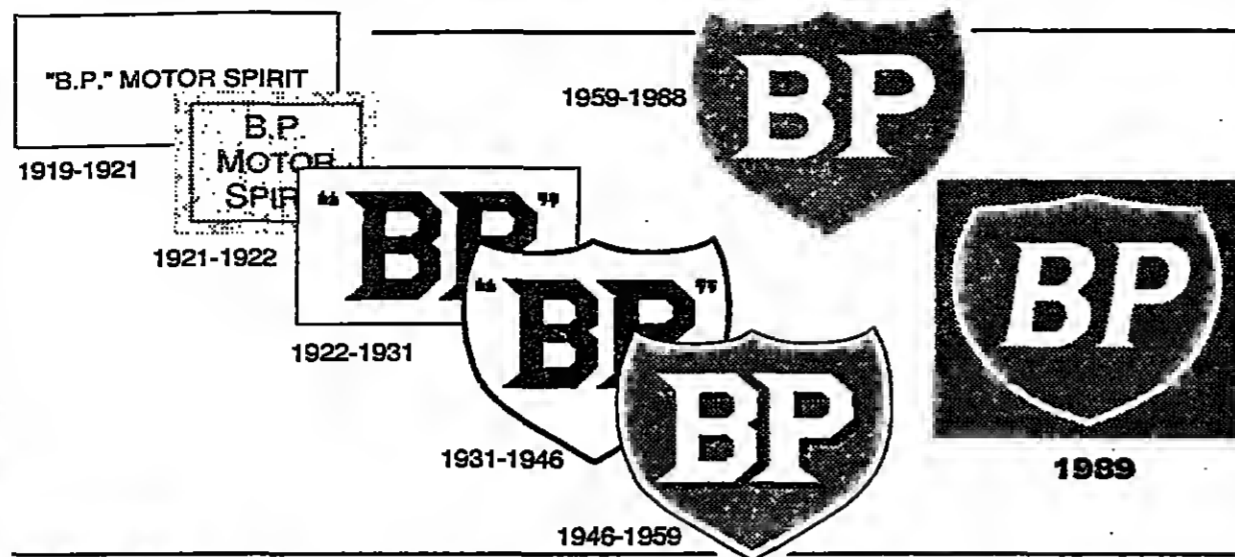
Green is undoubtedly becoming the colour for the 1990s as the environmental movement gathers force.

BP, the British oil major, which adopted the colour in its corporate logo 65 years ago, is making increasing use of it in the group's new corporate identity unveiled this week.

A new logo for use throughout the group's worldwide operations will show stylised gold initials set in the gold outline of a shield on a green background.

BP's original use of green owed nothing to conservation. Two senior executives decided to change the company colours from red and black to green and yellow during a good lunch at a restaurant near Paris in 1923.

But BP can claim to have become environmentally conscious at an early date. In Britain, BP advertisements in 1927 urged motorists to buy their petrol from the company's newly-painted green pumps.



BP's green evolution - a shield for the environment

Philip Rawstone explains the UK resources group's revamped identity

Germany has already attracted "positive responses" of goodwill. But the identity change - which will be applied to everything from BP's tankers and 22,000 petrol stations to its stationary - is meant to signal much more than BP's environmental interests.

The new image follows a five-year study by BP and its designers, Siegel & Gale and Addison Design, into the nature of the group and public perceptions of it. Our image, says David Walton, BP's head of government and public

affairs, "is a major commercial and political asset. Like any asset, it has to be managed and looked after." BP's current branding - gold initials in a green shield - has been in use for 30 years.

In Britain, the Government has sold virtually all its shareholding and the group has acquired Btroll, the oil production company. The acquisition of Standard Oil, renamed BP America, means that half of the group's assets are in the US.

Why people-watching is essential for product development

Should managers spend more of their time hanging around supermarket car parks? The people from Honda did. They looked at a place to "shake up" engineering design and bring as many radical new ideas to the field as possible.

His main message is that "product creation should be rooted in a deep understanding of the customer." Few would disagree with that. There are, however, various what they think they want or what market research said they wanted.

Another temptation is to rely on the distribution network as a source of information on customer requirements. The dangers here are that this cuts you off from direct contact with the customer, says Thompson.

Against the other until one emerged as the winner in multiple-panel testing exercises. At the end of the conferences, managers were asked to complete a questionnaire aimed at finding out what their companies are doing to discover what customers want.

Against the background of these changes, BP's research carried out in the US, Germany, Australia, and Singapore, as well as the UK - confirmed that a fresh style was needed, but one that retained the familiar shield, first used in 1923 as a symbol of solidity and protection.

The new corporate identity is intended to promote a more dynamic, go-getting, innovative but socially responsible image, to give cohesion to the group's international operations, and to motivate employees at every level.

At the retail level, the layout and equipment of petrol stations have been redesigned to improve access and service for motorists. In the US, where some 8,000 petrol stations will get the new look, the changes represent "one of the most important marketing moves we have undertaken," says John G. McDonald, vice-president, BP America.

Corporate advertising will be used throughout the world to support what BP chairman, Sir Peter Walters, describes as "a public face to meet the challenges of the 1990s."

How Gateway plans to keep customers within the fold

The UK supermarket chain is giving away cars, Maggie Urry reports

Bingo has arrived in Britain's supermarkets. In a move reminiscent of tabloid newspaper circulation wars, Gateway, the 830-store food retail chain, has launched an £2m Gateway Getaway competition. It includes a free draw for car daily for 56 days, further prizes - donated by some of Gateway's suppliers such as Mars and Unilever - for winners of a picture bingo game, and money-off vouchers.



So far Gateway's plans seem to have no plans to respond in kind. Safeway is typical of the competition's attitude in saying, "we can see no immediate use for this type of promotion as our main objective is that the Safeway realised shopping experience (etc) is the best in the high street."

Other chains' buyers will not miss the point that suppliers are putting up some of the cash for the competition, which is a standard practice. While they might not specifically demand lower prices to match the contribution to Gateway it will all become part of the cut and thrust of getting the best possible terms from the big suppliers which sell to all the food retail chains.

As well as bringing some fun to the dull January to Easter trading period, the competition is designed to get customers to come more often and spend more when they do. In order to enter the daily draws shoppers must put their name and address in a box in a store each day. Once inside they might just buy something too.

TECHNOLOGY

Five universities and colleges in Scotland are joining forces to set up an international centre for design research. The Engineering Design Research Centre (EDRC) has just spent £500,000 on its first 20 high-performance scientific workstations - described as "personal supercomputers" by their manufacturer, Apollo.

A network for bringing radical ideas to engineering

Clive Cookson reports on a centre of excellence for design research just set up in Scotland

exchanged over a distributed computer network, based on Apollo's DN10000 workstations designed in the US and manufactured in Livingston, Scotland. High-speed gigabyte data links will connect workstations in the EDRC headquarters at Glasgow University and in the other four institutions: Strathclyde and Heriot-Watt universities, Napier Polytechnic and Paisley College of Technology.



Brian Scott, of Glasgow University, with an Apollo workstation

neering background with extensive experience as an industrial consultant - most recently as manufacturing and product design manager at FE Inhamco. He says that industry still makes only "minimal" use of distributed computing for design.

Steering attitudes towards production friendly design

Anna Kochan puts the case for 'simultaneous engineering'

Car companies are paying up to a third more than they should for manufacturing equipment because of a failure to combine design work with production planning. Recently, two European companies incurred unexpectedly high bills when production difficulties necessitated design modifications.

ing engineers identify problems with the design, it is usually too late to introduce revisions without incurring great expense; and there is a cascading effect in that a small revision to one component affects many others. The alternative is to compromise on efficiency and quality.

Another change in commercial attitude is required as far as the bid process is concerned. Because of the close working relationship that the customer needs to maintain with the supplier, the tender procedure becomes much less competitive. Austin Rover has chosen to work with "preferred" suppliers, which it assures of long-term business provided that standards are maintained.

DISTRIBUTED computer networks are one of the fastest growing fields of computing, particularly for scientific and engineering applications. The essence of distributed computing is that all the workstations are powerful processors in their own right. They use a network, such as Ethernet, to exchange data and share facilities such as disk storage - and in some distributed systems the workstations can make use of spare computing power on their sister machines.

Several UK universities are building up large distributed networks for educational and research purposes. In Leeds, Manchester University has three separate systems: the computer science department has 120 Sun workstations, of which 99 are used mainly for undergraduate teaching and 40 for research; there are about 25 Apollo workstations

for computer-aided design (Cad); and 75 Hewlett-Packard workstations will be installed over the next two months. The latter will be part of a campus-wide network which will have clusters of about 10 workstations in the main academic departments.

our mainframe two years ago and we now rely entirely on a network of Apollo workstations," says Professor Peter Thewlis. "Any student can sit down at any terminal on this system and get a stunning performance as if it were a mainframe."

Historically, car companies have practised serial engineering. That is, the detailed design of a new model is produced first. Then the manufacturing process is planned and finally manufacturing equipment is designed and built. Each activity is undertaken by different professionals in different departments.

With simultaneous engineering, manufacturing engineers would have advised the designers of the problem at an early stage and a simple modification could have been made. The outcome would have been a better quality product and an avoidance of the later expense and delays.

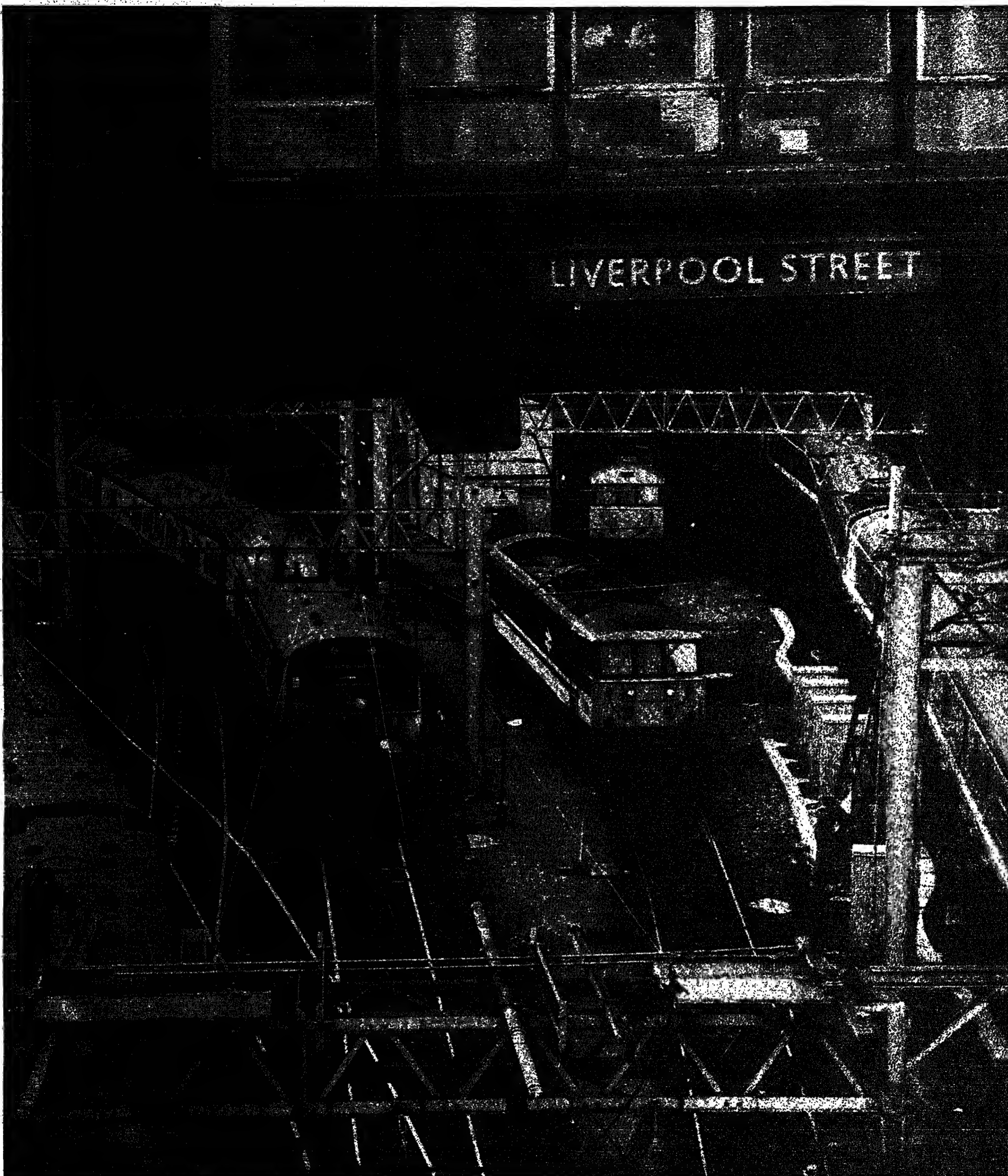
Austin Rover has set up vehicle directors in which teams of talented all-rounders oversee a vehicle from conception to the end of its production life. People of the right calibre for this responsibility are hard to find and the company develops their potential by sending them to Warwick University for training.

This means that suppliers of manufacturing equipment and their components must be brought into a project at the earliest possible stage in the design process. "Suppliers have a wealth of specialist

knowledges which we have not tapped in the past," says Strachan. It must, however, be accepted that the additional "consultancy" services which suppliers provide when participating in a simultaneous engineering project have the effect of increasing the cost of the contract.

An important part of the strategy is to bridge the historical communications barrier between design, process planning and manufacturing departments. Austin Rover has set up vehicle directors in which teams of talented all-rounders oversee a vehicle from conception to the end of its production life. People of the right calibre for this responsibility are hard to find and the company develops their potential by sending them to Warwick University for training.

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ECONOMIC VIEWPOINT

Need to say 'No' to Budget masochists

By Samuel Brittan

There is a broad, if incomplete, consensus that the Budget required from Nigel Lawson in March 14 is a neutral, "steady as she goes," affair. But there is a general lack of understanding that such a Budget would have to include up to £5bn of so-called tax cuts. Without these it will not be a neutral, but a restrictive Budget.

Yet this misunderstanding is a fact of life. Unless the Chancellor wishes to make a martyr of himself to British masochism, any tax revisions will be less than the true Budget arithmetic permits. The Chancellor has partly himself to blame for being so boxed in - because it is quite impossible for him to supply the missing education in a Budget speech, the text of which few people will have seen and on a day when most taxpayers are struggling to comprehend the specific measures. By observing the absurd habit of pre-Budget purling, Mr Lawson has denied himself the sustained campaign of explanation required to present a non-masochistic Budget.

These points are well illustrated by the Green Budget published by the Institute for Fiscal Studies*. Of course, the IFS projections are fallible, but they are the best we are likely to have this side of the Budget. The IFS estimate is that in the fiscal year now ending there will be a public sector debt repayment - known to ordinary mortals as the budget surplus - of over £12bn. (This surplus remains substantial even if £5bn proceeds of privatisation are removed.) If no tax changes are made - other than the indexation of thresholds and the specific duties - the surplus will be over £17bn in 1988-90.

The Treasury may be expected to err deliberately on the conservative side in its projections so as to minimise tax remissions without making it look as if the Chancellor has returned to fiscal fine-tuning. But on almost any assumption he has a margin of revenue with which to play.

The IFS guess is that the Chancellor will definitely embark on tax remissions worth some £1½bn, probably taking the form of an increase in tax allowances over and above indexation. In addition, he is expected to allow a 1p cut in the basic rate of tax, taking the package of remissions to around £3bn. That is my best guess too. But he could be crucified even for this modest package.

So much for the executive summary. Now for the underlying argument.

The fiscal bonus occurs both on the revenue and expenditure side. The IFS expects revenue to rise by £18.5bn between the present and the coming financial year. General expenditure is expected to rise by only £12.7bn. After allowing for lower repayments by public corporations, there is likely to be a net improvement in the public sector finances of £5.7bn.

The really large revenue bonuses do not come from income tax (once allowance is made for indexation against inflation) but from corporation tax. Proceeds from the latter are expected to rise by over 25 per cent in 1988-90. This is 50bn more than would be expected if receipts had risen only in line with the national income. The Exchequer gain on the expenditure side comes entirely from debt interest. The savings here will more than offset the rise in expenditure on specific programmes covered by the "Planning Tools", which is indeed expected to rise slightly faster than the national income.

The fiscal bonus might not be so large in some future years. Corporation tax is levied a year in arrears, and the IFS expects profits growth to slow down from 30 per cent in the present financial year to 6 per cent in the year to come. Other sources of revenue might suffer to a lesser extent in the recession, even if only a recession in the rate of growth.

But just as it has been sensible to allow the surplus to rise in a boom, it would be just as sensible to let it run off in a slow-down. Taking one year with another, however, the prospect is now for a series of budget surpluses over the whole economic cycle, even after tax remissions. I insist on the word "remissions", rather than "cuts", because, if the remissions are not made, the effective tax burden will rise at a proportion of the national income.

Meanwhile, the IFS makes an excellent case for not



adding too much to the budget surplus in 1989-90, while maintaining high interest rates. One reason is that "monetary policy is much tighter and demand may already be slowing down more rapidly than the conventional forecasting models suggest. Another is that the price for foregoing tax cuts - lower interest rates - does not seem so attractive this year when the main concern is to keep the exchange rate up, not stop it rising."

However, strong sterling is at the moment, downward pressures could arise at any time in the coming months. Crises of "overkill" will be used to press

Year	TOTAL SAVINGS				
	National saving	Personal sector	Ind/com companies	Financial institutions	Public sector
1980	23.7	11.1	8.9	2.4	1.5
1981	23.1	10.3	8.5	2.3	1.9
1982	22.6	9.5	8.4	2.3	2.3
1983	22.7	8.2	10.0	2.5	2.1
1984	22.7	8.3	11.3	2.2	0.8
1985	22.3	7.4	10.9	2.9	1.2
1986	21.4	5.8	10.5	3.8	1.2
1987	22.4	4.2	12.9	3.9	1.4
1988*	23.1	3.2	12.1	4.6	3.3

policy is still mainly about incentives, while the main counter-inflationary policy is monetary policy - high interest rates, and a strong exchange rate.

How about the argument for a "Savings Budget"? The Prime Minister called an unannounced conference at Cheltenham last autumn of some of her favourite figures from the financial world, without the Chancellor present, to express her dissatisfaction with the dramatic drop in savings during her time in office.

Nevertheless, that drop is a myth. As the table shows, total national savings were on the last count over 23 per cent of GDP - hardly changed from 1980. The big drop has been in personal sector savings which are now only a small proportion of total saving. The fall in the personal sector has been offset by increases in the savings of companies and financial institutions and the public sector itself.

The case for an increase in savings is the more subtle one of accommodating the large recent increase in the desire to invest without inflationary pressure and without excessive reliance on overseas inflows.

Most campaigners for savings incentives have in mind tax privileges for some favoured institutions. Such incentives are likely to be money down the drain, as their main effect will be to shift existing savings from one medium to another. In any case, we need new distortions in the savings and investment market as much as we do a hole in the head. The political pressure to improve personal equity plans may be irresistible. But the less that is done the better.

The normal way in which the economic system, when relieved of the attentions of fuses of left or right, copes with the problem of a deficiency of savings relative to investments (Keynes's problem in reverse) is by higher interest rates.

BOOK REVIEW

The lost age of invention

THE GEC RESEARCH LABORATORIES 1919-1984 By Robert Clayton and Joan Alagar

Institution of Electrical Engineers Peter Peregrinus Ltd, 198

Once upon a time, many years ago, top management at Britain's General Electric Company summoned their research director and told him to put his laboratories at the disposal of the Government. Commercial considerations and industrial rivalry were to be set aside.

This is no fairy story. It is an account of what happened in 1939, as told by Sir Robert Clayton, GEC's technical director until 1983, and Joan Alagar, still with the laboratories, in a history of 65 years of research by the company.

No one who has dealt with GEC since the 1960s will recognise what happened next, with the research director starting joint projects on the basis of a chat in the Athenaeum, and agreements drafted on "little if anything more than backs of envelopes." The man involved was Clifford Paterson, hired from the National Physical Laboratory to build laboratories at Wembley which opened in 1939.

Initially, they researched electric lamps, but within a year Paterson was explaining to embarrassed GEC directors why the estimated cost had doubled. He had thought of a few more topics to research, such as batteries and valves.

Paterson created a single grade of scientific seniority to which all might aspire. They were elected to this level by those who had already reached it. Those elected did not necessarily gain administrative responsibilities but election was open only to technical folk. As intended, it kept the main structure of the research organisation in the hands of the scientists.

Knighted in 1946, Paterson ran the laboratories for 25 years. Clayton picks four highlights of inspired research - all from the Paterson years, and all areas where laboratory innovation was turned briskly into commercial products.

The first example is the pre-war work on discharge lamps and the discovery in 1941 of the halophosphate fluorescent powders - "one of the laboratories' greatest triumphs." They gave us what we know today as the cool white, warm white and daylight fluorescent tubes. These were the inventions, in fact, that made fluorescent light practical.

The second is pre-war work on illumination and especially street-lighting, where GEC took the broad view that it was looking not just for a good lamp but for good "seeing conditions." Between 1932-39 GEC illuminated 2,000 miles of streets for local authorities.

Clayton's third choice is the invention of GEC Heavy Alloy, undertaken originally as a philanthropic gesture to doctors who wanted a new way of shielding the gamma rays from their radium.

Fourth is the post-war R&D leading to the London-to-Birmingham television radio relay link, which allowed the BBC to start transmissions from Sinton Coldfield in 1949.

Underpinning all these was a hothouse of good science on chemistry and materials. It was - and still is - science of a calibre that naturally attracts the nation's great technological challenges: the magnetron and radar during the war, nuclear energy in the 1940s and 1950s, satellites in the 1970s.

The book only reports the progress of laboratories whose records by any international standards must rank high. It does not analyse. But it brings out the confidence with which GEC directors originally launched themselves into science, the licence they gave one man to make it work, and the commercial investment they were prepared to commit to their inventiveness.

Since Sir Clifford died in 1948, the approach has changed. GEC promoted his deputy but also set up a scientific advisory panel known as the "seven pillars of wisdom". Recent perturbations in GEC management suggest that the trend 40 years later is to tighten, not loosen, control of the boilers. It may take the stimulus of partnerships with major research-based groups in Europe and the US to catalyse a new era in GEC product innovation.

David Fishlock

LETTERS

Chunnel cri de coeur

From Mr Angus Dunn.
Sir, However much one's heart bleeds for the beleaguered state of British Rail, it is a disheartening prospect that you really cannot let Mr Welsby get away with the flawed arguments ascribed to him in Kevin Brown's article (January 31), and at the same time patronise those who have worked out the arithmetic correctly by calling their conclusion "a deliberate misunderstanding."

Does BR give the job of recommending which part of the garden of England to destroy to their international director - on the argument he is the least likely of the bunch to be recognised by his own compatriots and lynched? (How uncharacteristically wise.)

Few people in Kent, and anyone who has the privilege of riding each day to and from work on BR's Network South-East, would deny that new capacity and, probably, a new line is needed. What is causing the distress and anguish is that BR insists that the trains run on this line at 30 mph faster than any other trains running in the UK - yet resolutely refuses to pay for the damage this decision will cause.

If the comparison were between a new InterCity line and a new TGV (*train à grande vitesse*) line, maximum conceivable time savings (on the assumption that the trains reached their top speed the moment they left the buffers and maintained that speed until stopped by the buffers at the other end) would be 19 minutes and 31 seconds.

Since one assumes the trains are likely to take time accelerating and decelerating, that they will spare Dulwich and other built-up areas, and that a few curves are inevitable, the time saving reverts much

closer to the nine minutes decided by Mr Welsby than to the 40 minutes that he (and, no doubt, Saatchi & Saatchi in due course) will try to make the rest of England believe.

To achieve this saving there will be a cost. The additional noise, and fear of additional noise, will reduce property values along the chosen route for a decade. Affected properties may be anything up to a mile from the line itself - depending on topography and on whether the line is in a deep cutting or 60 feet up on a viaduct.

This loss of property values is as real a cost of the project as the cost of the concrete, steel and copper that will go into the project itself - with one difference: BR has no intention of paying for it. (A realistic guess would put the totality of this loss somewhere between half and twice the cost of the project itself.) For an individual to damage the property of another is a crime, usually called theft. Theft on this scale would represent probably the grandest larceny in peacetime history.

It will be interesting to see whether contractors and financiers have the guts to put forward proposals to finance the link privately. The risks for them will be several orders of magnitude bigger than any such proposal has ever faced before.

The capital costs, as Mr Welsby so charmingly acknowledges, are a figure drawn out of the air. The cost of compensation is quite unquantifiable, because unless the Government successfully withdraws the common law rights of affected individuals, the lawsuits will fly from here to our graves.

Finally, the risk will remain

until the trains have been running for many years. Neighbourhood Watch teams will have their noise meters out and their handbooks of UK and EC noise emission regulations open and updated up and down the line.

Wouldn't it be silly if a high speed line were built, only to be forced to run below its design capability just because, say, the EC introduced regulations on environmental matters, and the European Court decided to uphold these?

In spite of BR's attempt - so far, successful - to commit their grand larceny by "divide and rule," I do not think that Kent will remain divided once the route is chosen. The support that has been pledged threefold, then, come together to seek every remedy through the courts for those whose savings have been decimated.

I guess that the result will be an awesome demonstration of what reticent, thinking people can achieve when really roused. The upshot may well be a better solution than the one conceived in an amateur way and in haste by people who are paid to know better.

And a further upshot will be that the Conservative cause in Kent will have been dealt a mortal blow. I will never again vote for a party which preaches, among other things, environmental protection, home ownership and the sanctity of self reliance, yet which allows one of its own entities to cause personal damage on the scale we have seen in recent months. Tens of thousands of people will feel the same.

Angus Dunn,
Dover House,
Oven Road,
Tunbridge, Kent.

Presidential parallels

From Mr A.W. Houston.
Sir, In your leading article (January 21) on the US inauguration, did you correctly place the similarities of President Reagan's administration with General Eisenhower's? The 40th President did not see the parallels; Mr Reagan's 20th-century hero was Calvin Coolidge (who succeeded Warren Harding as President in 1923, and was re-elected in 1924).

Consider the 1920s/1980s parallels. Both decades started with a financial crisis and a recession, both suffered a stock market crash towards the end. Mr Reagan bequeaths to President Bush a Democratic majority of both Houses of Congress; Coolidge bequeathed to his successor, Herbert Hoover, a Democratic Senate.

The Democrats, now as then, are protectionist and persuaded President Reagan to sign the recent trade bill giving the US President great power to act against perceived unfair trading. In June 1930 the Democrats pressured Hoover to sign the notorious Smoot-Hawley trade tariff, raising US tariffs to about 50 per cent. The 1980s have seen the longest period of growth for 100 years; the 1920s the second longest - each period being extended by an unsustainable rise in credit.

A.W. Houston,
27 Finsbury Square, EC2

Cogito

From Mr Michael Amos and Mr Nigel Warburton.
Sir, Christian Tyler (January 21) neglected the most important function of philosophers in universities: teaching undergraduates to think.

The skills acquired in studying philosophy for three years are certainly transferable to other areas, including business. A recent survey showed that philosophy graduates score higher on managerial aptitude tests than those from any other discipline except mathematics.

For a Government measuring everything in terms of cost-effectiveness, is it not both bad economic policy and bad thinking to wield the axe against philosophy departments?

Michael Amos
Corpus Christi College,
Nigel Warburton,
Darwin College, Cambridge

'... as a book where men may read strange matters'

From Mr Louis Baum.
Sir, Paul White (*Letters*, January 30) is justified, at least to some extent, in his criticism of book distribution in the UK, but fails (indeed, he does not even try) to prove a link between that and resale price maintenance.

Nor could he (if he tried), because two of the most efficient book distributing nations are West Germany and the

Netherlands, both of which operate resale price maintenance agreements for books. The efficiency of book distribution in those countries is a consequence of centralisation and of highly developed wholesaling.

Mr White also tilts, quite unnecessarily, against the Government withdrawing the common law rights of affected individuals, the lawsuits will fly from here to our graves.

Finally, the risk will remain

14,358 book publishers' imprints active in the UK. Most of those publishers are individualistic to a degree verging on self-destructive hostility where co-operative action is concerned. A collection of business people less like a cartel would be difficult to imagine.

Louis Baum,
Editor, *The Bookseller*,
12 Dyott Street, WC1

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Shevardnadze in Peking to finalise summit plans

By Robin Pauley, Asia Editor, in London and Peter Ellingsen in Peking

MR EDUARD Shevardnadze, the Soviet Foreign Minister, arrived in Peking yesterday to put final touches to arrangements for the first Sino-Soviet summit for 30 years, and a realignment between the Communist superpowers.

The visit comes a year of feverish diplomatic activity at increasingly senior diplomatic levels between the two countries. By the time he leaves at the weekend, Mr Shevardnadze is expected to have finalised arrangements for the summit, including its date, which is most likely to be between mid-March and mid-May. The summit will take place in China, if only because Deng Xiaoping, the Chinese leader, who is 94, is increasingly frail and not making any foreign journeys.

Mr Shevardnadze is to hold two rounds of talks with his Chinese counterpart, Qian Qichen, and to meet Li Peng, the Premier. He will also travel to Shanghai for a meeting with Deng. He will not meet Zhao Ziyang, the party leader, as this would acknowledge a formal restoration of relations which should await the summit.

The Soviet side has fulfilled a good deal of China's conditions for a summit. The Soviet withdrawal from Afghanistan is almost complete and Mr Shevardnadze will go on to Islamabad from Peking on Saturday to try again to secure a political compromise for the future of Afghanistan. Soviet troop concentrations on the Chinese border, the longest in the world, have been reduced and tension is at a low level there. Indeed, there is even some Sino-Soviet border co-operation.

Mr Deng is likely to try and persuade both Mr Shevardnadze and Mr Gorbachev of the need for further substantial reductions. It is possible that more cuts could be announced this week as a further gesture of Soviet goodwill.

Progress has also been made on Kampuchea, where an end to the Soviet-backed occupation by Vietnam is in sight. On this the Soviet side will be trying the Chinese to abandon Pol Pot's Khmer Rouge faction: the Chinese have already gone some way in this direction, promising to phase out military supplies to the guerrillas as the Vietnamese withdrawal takes effect.

Farewell to the doctrine of people's war

China's armed forces are undergoing a radical modernisation, writes Lynne Curry

CHAIRMAN Mao Tse-tung once wrote: "Political power grows out of the barrel of a gun," and for most of his life the People's Liberation Army, with its doctrine of people's war, was the centrepiece of Mao's tactical ideology.

As China has moved away from Maoism in recent years, however, the PLA has changed dramatically, abandoning the strategies and tactics of Mao's era and attempting to adapt its fighting techniques to an age when sophisticated technology, not peasant guerrillas, have become the key to modern warfare.

In the process, the 4m-strong force, which includes the army, navy and air force, has been streamlined and extensively reorganised. Old leaders have been retired, new ones promoted, ranks have been restructured and other features of Western armies have been adopted.

"Over the last eight years, the PLA has undergone a total transformation from men in their 80s shuffling about in carpet slippers to men in their 20s at the top," according to one Western observer. "There has been a remarkable modernisation of PLA manpower."

However, the process of transformation has proved to be a difficult one for the PLA. The force is struggling to find its proper political and economic role, and faces serious constraints on its efforts to modernise. "The PLA does not see itself as an outfit which gained the Chinese liberation in 1949," notes one defence analyst. "Since then, the image of the PLA has fallen a lot."

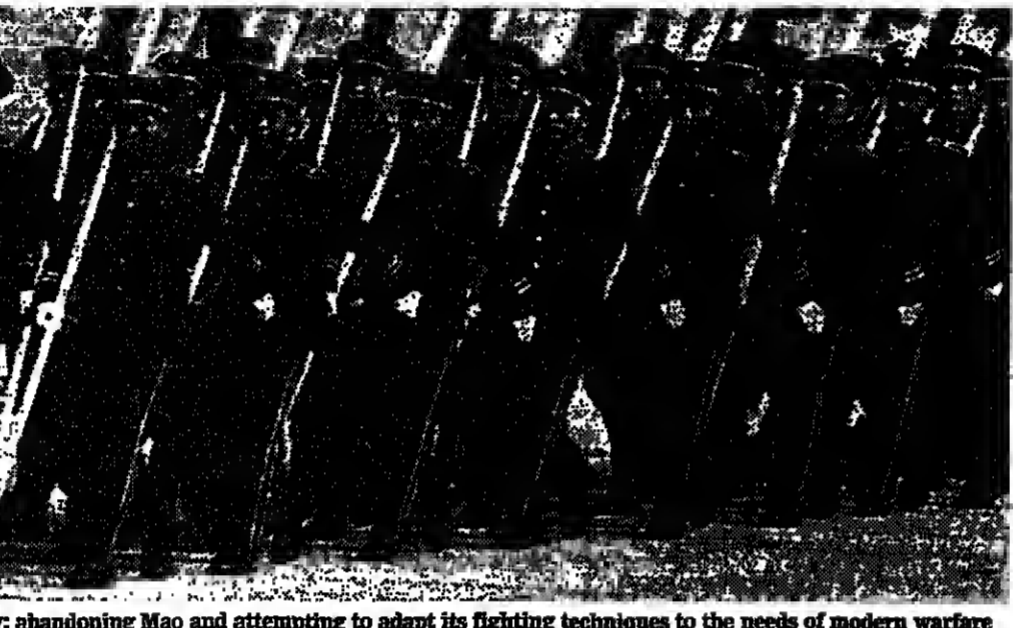
Today, the PLA is moving in a direction that would have appalled Chairman Mao. Its egalitarian spirit and involvement in politics is a thing of the past. It is enforcing retirement age limits to make way for the younger generation, the analyst said.

Foreign observers claim the PLA is "going back to the barracks" - sticking to military matters and meddling less in politics and economics.

Improved co-ordination is central to this effort. In the past the army, navy and air force were allowed to fight their own wars, now a reorganised and mutually supportive general unit is evolving, according to defence analysts.

Over the last eight months, the PLA has also developed several elite rapid reaction forces, known as "First Battalions." Highly trained and believed to comprise up to 700 men, they are similar to the West's anti-terrorist groups, equipped to leave at short notice to deal with localised conflicts.

"Elite battalions are a totally different concept to the Chinese," one analyst notes. "In the past, all units were meant to be equal to others. On paper, no one got special treatment. But they do now." In 1987, a marine corps was established for the first time. Like certain airborne forces and the army, it is believed to be receiving extra money, rations and the best equipment.



China's People's Liberation Army: abandoning Mao and attempting to adapt its fighting techniques to the needs of modern warfare

The navy has also been subject to a defence review. Peking, reportedly concerned about the long-term development of Japanese and Soviet naval power, is seeking to reduce its potential vulnerability along the Chinese coast. The possibility of conflict with Vietnam in the Paracel and Spratly islands, in the South China Sea, has also strengthened Peking's determination to beef up its naval power.

The military shake-up has seen old Soviet-designed aircraft scrapped or updated with Western electronics, a new emphasis on developing shoulder-fired surface-to-air missiles, and the introduction of anti-tank missiles and combat engineering equipment. Helicopters are now being increasingly used for mobility.

One of the most important changes to the PLA has been the retirement of approximately 1m soldiers in the mid-1980s. This has reduced the PLA to about 3m men on active duty. Among those pensioned off, usually as consultants or advisers, were many older generals seen as obstacles to creating a modern fighting force.

"When veteran defence minister Ye Jian-ying stepped down, this marked a turning point," one Western analyst says. "His move not only persuaded others to step down, but to give up the perks of housing, car and driver."

The final step in the PLA's rejuvenation has been the reintegration last year of ranks, which were eliminated in 1965 at the start of the cultural revolution. The move has been seen as a symbolic gesture to mark the watershed between the rule of veteran generals and a new order.

Defence analysts claim the PLA is also under pressure to finance its own modernisation, and is trying to raise money by selling weapons abroad and making products for the home market. It is now involved in non-military commercial operations, ranging from bottle manufacturing to managing coal mines.

Arms exports, prompted by the PLA's need to earn foreign exchange to upgrade its own equipment, have included controversial deals such as the sale of silkworm missiles to Iran.

Extra money is also needed if the PLA is to improve the calibre of its recruits. The low wages earned by the average PLA soldier have made the army an unattractive profession in today's more market-oriented society.

The PLA has also been harmed by the uneven quality of its officers. Although efforts have been made to provide more comprehensive training programmes for senior officers, the low educational level of the average soldier severely limits the ability to use high-tech weapons.

"One of the biggest problems is education," one Western diplomat comments. "It's very nice to get fancy technology in your arsenal, but unless you know how to operate and maintain it, it's a one-day wonder."

An uneasy calm on the foreign exchanges

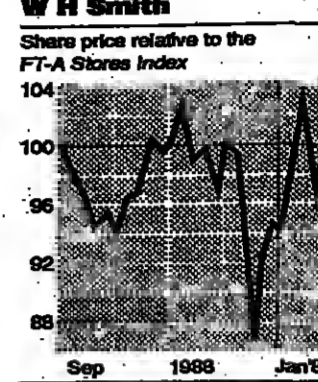
Yesterday's weakness in both the US dollar and sterling came as little surprise, given their strong showing over the last few weeks. However, in a business as fickle as the foreign exchange market, where daily turnover can exceed the underlying volume of world trade by a factor of 40, sentiment can change overnight. There are several reasons, ranging from this week's G7 gathering in Washington to next week's meeting of the FOMC, to suggest that caution is in order.

The world's equity markets may still be in high spirits, but the considerable underlying tensions in the foreign exchange markets could soon surface, even though the G7 may try to cover them up by not issuing a communiqué. The bullish case for the dollar is partly technical, but is also underpinned by a belief that the US is committed to high interest rates for anti-inflationary reasons. Given the very high US capacity utilisation rates, no purpose would be served by permitting the dollar to fall. However, the US Administration's plans for cutting the budget deficit are based on economic growth rates which conflict with the Fed's anti-inflationary stance, and the West Germans are meanwhile getting increasingly upset about their own inflationary pressures resulting from the weakness of the DM.

It seems hard to believe that the world's biggest debtor countries can boast the strongest currencies for a prolonged period. West German interest rates have already risen far more quickly than US rates over the last few months; and if the Japanese yen were to come under the same sort of pressure as the DM, the resultant rise in its own interest rate structure could have devastating consequences for the world's biggest stock market. As for sterling, which hit a 2½ year high of DM2.275 on Tuesday, there seems to be a conflict of views between those who think interest rates will soon head lower, and those who believe 13 per cent base rates are here till the end of the year.

W H Smith

For some time the advantage of the traditional retailers over the aggressive newcomers has been apparent, but yesterday's 34 per cent increase in interim earnings at W H Smith shows just how great that advantage is. For the first time in recent memory retail analysts' forecasts were too low, a 50 per



obstacles, and has little to propose in the way of binding legislation. Some modest proposals are put to maintain the value of payments to pensioners, but at the expense of starting from a lower base; and as for fund members still in employment, the OFB frankly concedes that nothing can be done to stop a new owner cancelling increases out of hand.

The Board's central problem is the paternalistic and discretionary nature of the present system. As the report points out, an employer is called upon to guarantee pension rights, but not pension expectations. When a predator pays a premium for control of a company, he partly recoups it by tearing up implicit contracts of this kind; he is no more bound to provide discretionary increases in pensions than he is to maintain employment in the first place.

It is all very well to say, as the Board does, that it will use day seem extraordinary that generations of pensioners should have been exposed to such a capricious system. In the early 1980s, employers were prepared to make good the inflationary ravages of the previous decade precisely because they would not be obliged to repay such generosity should times get hard again. Pension fund members will remain at the mercy of predators for as long as their existing employers regard pensions not as an entitlement, but as a reward.

Electrolux

There are plenty of people who question Electrolux's global ambitions in the domestic appliance industry, but its recent performance does not support their case. A 21 per cent rise in 1988 profits compares well with the performance of its US competitors, such as Whirlpool, whose earnings fell by 14 per cent despite a winning market share. The slowdown in Electrolux's sales growth reflects the period of consolidation that is now under way, and the benefits of the new manufacturing plants should continue to help the improvement in margins and the return on equity, which is now back to acceptable levels. However, with US domestic appliance sales expected to fall by between 4 per cent and 6 per cent this year, and with talk of a slowdown in the rest of its major markets, the company will be pressed to maintain double digit profit growth this year. A prospective multiple of 83 probably discounts this.

US deficit cuts may hit social 'promises'

By Peter Riddell, US Editor, in Washington

THE BUSH Administration has started to soften up Congress for cuts in social programmes and the scaling back of campaign promises in the President's revised budget in a week's time.

The process of "selective disclosures" has come as the bipartisan National Economic Commission on reducing the budget deficit has finally acknowledged that it has become sidelined into a fringe role.

Both developments reflect manoeuvring between the Administration and Congress. Both are trying to shift responsibility for taking difficult spending and tax decisions - though both sides are keen to appear willing to agree a deficit-reduction package for the coming year.

Mr John Sununu, the White House Chief of Staff, said: "We're going to prepare people for some of the tough things we have to propose to reduce the deficit and there will be selective disclosures - what you call leaks in this town."

As part of this process, Mr Richard Darman, the Budget Director, and other Administration officials, have been signalling that the February 9 budget will endorse the outgoing Reagan proposals for reducing the growth of the Medicare programme of health

for the elderly. Campaign pledges made last year by Mr Bush for a large expansion of Medicaid help for lower-income families and increased financial assistance for the education of poor children and students, will have a low priority and be pruned back. Discussions are also under way on trimming back the Reagan proposals on defence.

The Bush budget will include new tax incentives for oil and gas exploration, which may be coupled with proposals to remove the remaining price controls on natural gas. Proposals have not, however, been agreed on whether the planned cut in capital gains tax should be limited just to the sale of stocks and shares or should be extended to include other assets such as private homes and art objects.

The National Economic Commission, set up by Congress last year to produce a deficit-reduction programme, is divided along party lines and is unlikely to reach agreement before its reporting deadline on March 1 since a six-month extension is now not expected.

The majority of the 14-member panel, including all seven Republicans and one Democrat, are expected to endorse the President's "flexible freeze" plans for holding down spending and not raising taxes.

The offer, which Mr Shamir billed as a two-stage peace plan, contained nothing new, but appeared to be part of his effort to adjust his hard-line image and to recapture the political initiative from the Palestine Liberation Organisation ahead of a planned visit to Washington. It indicates that he feels under pressure as a result of the PLO's recent diplomatic successes.

In Tunis, the PLO immediately rejected Mr Shamir's plan. A spokesman said: "I advise Mr Shamir to stop digging into his old stock and bringing out these goods which are out of date. No Palestinians or Arabs will speak to him on this basis."

Withdrawal offer by Shamir

By Andrew Whitley in Jerusalem

MR YITZHAK SHAMIR, the Israeli Prime Minister, yesterday offered to pull Israeli troops out of Arab towns in the occupied territories if their Palestinian inhabitants accept Israel's long-standing proposal for local autonomy.

He suggested that Israeli troops would be withdrawn to certain "concentrated points" in the territories once an autonomy regime for the Palestinians is in place.

Mr Simmons said the UK should still be covered by the restraints, despite privatisation of British Steel. He suggested British Steel still retained an unfair advantage due to the £4.5bn of subsidies it received between 1980 and 1983.

The industry would like to extend the VRAs to all producing countries not currently included, particularly Finland, Sweden, Taiwan and Canada, to prevent trans-shipment

Steel industry seeks meeting with Bush

By Nancy Dunne in Washington

THE US special steel industry and the United Steelworkers of America yesterday sought an early meeting with President George Bush to urge a five year renewal of the US import restraint programme.

Mr Bush has promised to renew the "voluntary" quota programme, but Mr Richard Simmons, chairman of the Specialty Steel Industry group, said "signals of opposition" have made the industry anxious.

US steel importers are forming a pressure group to seek from Congress Voluntary Restraint Agreements (VRAs) for only three years. They want more flexibility in quotas. The current restraint agreements, designed to limit imports to 20 per cent of the US market, expire in September.

Mr Simmons said the US industry had returned to profitability, but would again become a dumping ground for subsidised foreign steel at the first sign of an economic slowdown, if restraints were abandoned.

"Our privately owned steel producers and their domestic markets are prime targets for less efficient government-subsidised foreign producers. They will do whatever necessary to move into the high value end of the steel market."

Tax threat to cross-border investors

Continued from Page 1

authorities to ensure that, at least, countries such as West Germany and Luxembourg did not go beyond the letter of their own national bank secrecy laws in blocking tax information requests from other EC states.

The February 13 meeting is expected to display an array of differing ministerial reactions, with the UK and Luxembourg objecting to the principle of any new tax harmonisation, France, Belgium and Spain complaining about the Euro-securities exemption, and Germany calling for a rate in line with its new 10 per cent withholding tax.

The Scrivener plan stems chiefly from French insistence that, in return for agreeing to a general lifting of exchange controls in the Community in mid-1990, a minimum savings tax should be imposed to discourage the flow of French capital into neighbouring countries such as Luxembourg which has no taxes on non-residents. The UK and some other EC states say there is no link - legal or logical - between the tax plan and France's commitment to join in freeing all capital movements.

The UK Government points out that in 1979, as part of removing all capital controls, it allowed Britons to open bank accounts wherever they wanted and no detectable rise in tax evasion followed. Countries such as France, where that freedom does not yet exist, fear that after 1990 many of their citizens will shift funds abroad to avoid the attention of their national tax men.

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Area	Temp	Wind	Pressure	Area	Temp	Wind	Pressure
Algeria	16	01	1011	London	12	01	1010
Amsterdam	12	01	1010	Madrid	14	02	1010
Antwerp	10	01	1010	Munich	14	02	1010
Berlin	12	01	1010	Nairobi	19	02	1011
Brussels	10	01	1010	Rangoon	27	02	1011
Bombay	27	02	1011	Singapore	27	02	1011
Buenos Aires	18	01	1011	Stockholm	10	01	1011
Calcutta	28	02	1011	Taipei	18	02	1011
Cardiff	10	01	1010	Tokyo	18	02	1011
Cairo	18	01	1011	Toronto	14	01	1010
Colombo	29	02	1011	Winnipeg	10	01	1010
Copenhagen	10	01	1011	Zurich	14	02	1010
Dublin	10	01	1010				

ACCOUNTANCY COLUMN

US firms face legal action over S&L audits

By Prasad Chatterjee

US ACCOUNTANCY firms were suddenly thrust into the limelight of the massive failure of savings and loans associations (S&Ls) last week when it was revealed that there were lawsuits pending against 11 firms for alleged irregularities in their audits of S&Ls.

Three Big Eight firms, Coopers and Lybrand, Deloitte Haskins & Sells and Touche Ross, as well as Grant Thornton, are being sued by the Federal Home Loan Bank Board (FHLBB), the agency that oversees S&Ls across the country. The FHLBB is also investigating another 15 to 20 audit firms, including others in the Big Eight.

The board is expected to present an estimate for the total losses in the industry to the US Congress today. The figure is expected to be more than \$100bn (\$57bn), more than twice previous estimates.

The General Accounting Office (GAO), the investigative arm of Congress, is also due to hand to Congress a report on the failure of accounting firms to detect problems at 11 S&Ls in Dallas, Texas. The names of these auditors are not to be disclosed.

The 11 institutions had been given clean bills of health by their auditors just before failing. However, a government official said that they had found "major problems with more than half of the audits."

The GAO also looked at the

US ACCOUNTANCY FIRMS BRING SUED OVER S&L AUDITS			
S&L audited	Date suit filed	Damages sought	
Auditors: Alford and Ritter	State, Vermont	May '87	\$5m
Cole & Armbrister	Mountain Security, Virginia	March '88	\$10.3m
Coopers & Lybrand	GB Financial, Oklahoma	June '87	na
Deloitte Haskins & Sells	Sunrise, Florida	Jan '89	\$250m
Grant Thornton	Sussex Savings, Texas	June '88	na
Jeffrey & Palisotta	North America, California	March '88	\$40m
Miles Sage	Ramona, California	Nov '86	\$5m
Regier, Carr & Monroe	Oklahoma Federal, Oklahoma	na	na
Regier, Carr & Monroe	Territory, Oklahoma	Feb '88	\$8.3m
Touche Ross	Beverly Hills, California	March '87	\$300m
Vannasco & Frenick	Intercapital, FL	Aug '87	na

audits of 18 other failed S&Ls in less depth and again found difficulties with more than half of them. Some of these were audited by Big Eight firms, which have not been named.

Of the 11 FHLBB lawsuits, Touche Ross is facing the largest claim for damages: \$300m for its audit of Beverly Hills Savings and Loan, California.

Deloitte Haskins & Sells is being sued for \$250m over its audit of Sunrise Savings and Loan, Florida.

The FHLBB has also not ruled out suing Arthur Young over its audit of Vernon Savings and Loan, Texas. The failure of this institution will cost the regulators \$1b.

The suit against Touche Ross alleges that the firm advised Beverly Hills Savings and Loan that it would be acceptable to restructure a large series of investments as loans. This involved apartment buildings worth some \$140m across the country.

Ms Anne Sobel, the associate general counsel for the FHLBB, said: "Even if they were properly accounted for as loans, the auditors ought to have realised that the investments were troubled and doubtful, and at that point they should have done a net realisable value analysis to check the potential losses against reserves."

The allegations against the accountants are varied. They include:

- In several of the suits the accountancy firms are accused of giving bad advice on the accounting treatment of investments.
- The firms are alleged to have signed clean audits at a time when huge losses were mounting. According to the FHLBB, the losses should have been visible to the auditors but were not reported in the audits.
- The auditors failed to tell the authorities about violations of regulations. Touche, for example, is accused of failing to notify breaches of loan limiting regulations.
- The auditors did not check the scale of potential losses against reserves.
- Some auditors were alleged to have covered their tracks. Coopers is accused of "acts designed to conceal its reckless and fraudulent conduct."

At the time of the losses, it was common practice to book loan fees as income in the year the loans were arranged, helping to boost current income. As a result, lending institutions made a number of risky loans for the short-term improvement in profits.

The practice has since been outlawed under a Financial Accounting Standard, SFAS 91, issued in December 1987 by the Financial Accounting Standards Board. SFAS 91 requires

all loan fees to be spread over the life of the loan.

The flak has not all been flying one way: the regulators have themselves come in for criticism over the failures.

The FHLBB allowed S&Ls to deviate from generally accepted accounting principles, say its critics. This was to allow them to sell their fixed interest portfolios at a loss as interest rates rocketed in the early 1980s, allowing them to invest instead in interest rate sensitive instruments.

Also, it is claimed that the law regulating the change of control of S&Ls was never properly enforced, allowing unsuitable groups to take control of S&Ls.

The industry's trade group, the US League of Savings & Loans Institutions, says that it has long been asking the administration to examine the industry more rigorously.

One official said: "Although they (Congress) deregulated the industry, they guaranteed all deposits up to \$100,000. If they wanted to write a blank check, they should have kept an eye on the industry."

At the FHLBB, meanwhile, feelings against the accountants run high. Mr Gene Katz, deputy general counsel for the board, said: "Accounting firms have directly caused losses to the institutions."

A congress official would not go so far, but said: "The ques-

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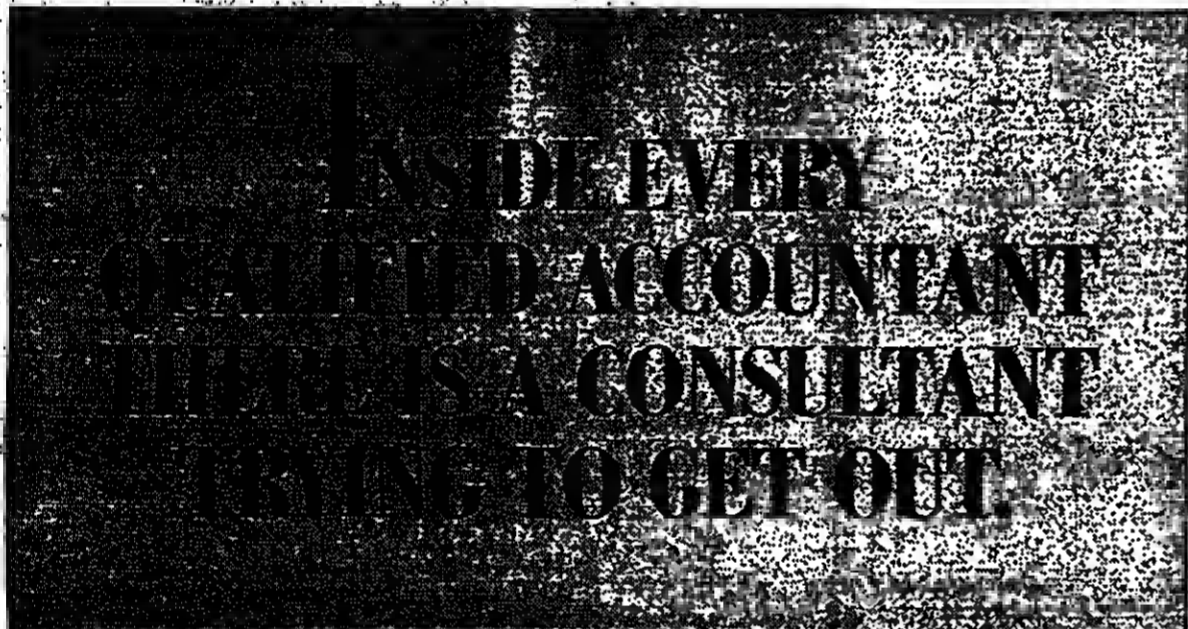
The American Institute of Certified Public Accountants is not taking it lying down

The individual audit firms currently in the line of fire are also not about to accept any responsibility for the whole affair. Most insist, like Mr Joseph Emlinger, a Deloitte partner: "We continue to believe that our work was performed in accordance with professional standards."

Provided no one settles with the authorities in the meantime, it will be left to the courts to decide whether the auditors are right.

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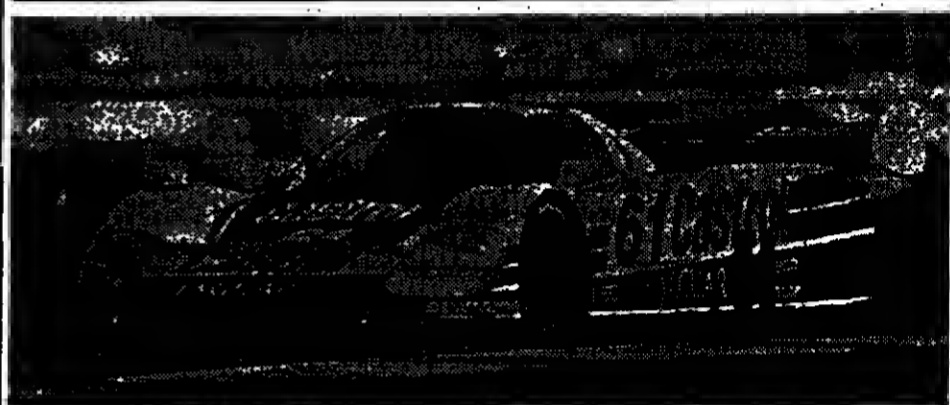
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Selection & Search



Join a winning team
with Castrol

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Castrol, the major company within the Burmah Group, is one of the world's largest marketers of fuels and oils. Operating in over 30 countries, it has a turnover exceeding £1 billion with an excellent technical reputation and a portfolio of high quality products.

Based at its Head Office, the company is offering career opportunities for 2 qualified accountants, who will be ambitious and professional with strong communication and man management skills.

ACCOUNTING MANAGER
Circa £30,000 + Exec Car + Benefits

Liaising at Director level, this role involves the management of the day-to-day affairs of the department, covering all aspects of worldwide management information, including strategic and budgetary planning and financial reporting.

SENIOR ACCOUNTANT
Circa £25,000 + Benefits

As the Finance Department's activities are extensively computerised, a systems-oriented accountant is required to ensure their continuing development and enhancement and also to contribute to ad hoc projects and financial reporting.

Written applications, enclosing an up-to-date CV should be submitted in strict confidence to Deborah Sherry at 410 Strand, London WC2R 0NS quoting ref. 2775.

**DOUGLAS
LLAMBIAS**



Establish an International
Tax Consultancy

For The Premier Global Custodian

Chase Manhattan Bank conceived and developed Global Custody in the early 1970s. Today they are the market leader in providing these services to funds under administration in excess of \$65 Billion, invested worldwide by institutional clients in Europe, North America, and the Pacific Basin. Through agent banks in over 35 countries and high technology data processing operations in Bournemouth, Chase settles, safekeeps and maintains records for Securities transactions worldwide.

A unique opportunity has arisen within Chase's City offices, to establish a tax advisory service for Global Custody's client base and for internal management. Tax issues addressed will encompass a diverse range of topics from the CGT implications of US pension funds investing in overseas securities markets, to advising Mutual fund managers on the effects of EC UCITS legislation.

While you will not be expected to know the answers to all the issues, you should be sufficiently cognisant of international tax

to be capable of understanding the problems, of knowing which questions to ask and of whom, in order to arrive at the best and most efficient solutions.

Your three or more years post qualifying taxation experience will probably have been gained within a major consultancy or a multi-national corporate environment, while awareness if not direct experience of Global Custody services would be an advantage. You will be in your late 20's or early 30's, an excellent oral and written communicator and capable of developing this service into a fee generating business.

A salary of circa £38,000 per annum will be offered together with associated banking benefits including bonus, mortgage subsidy, car and relocation costs where necessary. Please apply enclosing a detailed CV to Peter Smolka of Cripps, Sears & Partners Limited, Personnel Management Consultants, International Buildings, 71, Kingsway, London WC2B 6ST. Tel: 01-404 5701

Cripps, Sears

FINANCIAL
CONTROLLER

Small City Based
Institutional
Stockbroker Seeks
Financial Controller

Write Box A1123,
Financial Times,
10 Cannon Street,
London EC4P 4BY



Newly/Recently Qualified ACA/ACMA/ACCA
Move into Merchant Banking

£25,000 + Mortgage Subsidy City

This firmly established British Merchant Bank has been further strengthened by recent acquisitions. Based in prestigious City offices, they are involved in a great diversity of business activities, including Treasury, Corporate Finance, Asset Management and Securities. Their corporate philosophy encourages early responsibility and continuous on-going training and development.

Initially reporting to the Financial Controller of the Treasury Department, this is a fast track position which, after training, will rapidly lead to significant responsibility for several banking products. This will involve extensive contact with Front Office Traders. Specifically, you will monitor daily trading activity, provide profitability analysis and develop new accounting procedures.

Further career development will take no longer than 12-18 months and could lead to either a product controllership or a broader banking role, possibly within Corporate Finance.

Personality and professionalism are more important than experience: aged 24-28, ambitious, versatile and quick to learn, you will need a highly commercial outlook.

For further details, please contact ANDREW FISHER on 01-404 3155 or write to him at, Alderwick Peachell & Partners Limited, Accountancy and Financial Recruitment, 126 High Holborn, London WC1V 6QA.

**Alderwick
& Peachell**
PARTNERS LTD

Director Of Finance
And Administration
Stockbroking

City £60,000 + Car

Our client, a substantial and established Securities house, is eager to take advantage of their Market position and the opportunities available in the 1990's. Subsequently, they have identified the need for a technically strong and self-motivated Director of Finance and Administration.

Reporting to the Managing Director, the appointee will assume overall responsibility for all financial, settlement and administrative functions. Candidates should have previous experience at Executive level within the Securities Industry but need not necessarily be qualified accountants. It is not envisaged that candidates aged below 40 will have sufficient experience for this demanding and challenging role. Strong management skills are essential, as the incumbent will be expected to direct and motivate the firm to operate at its greatest efficiency.

Prospects are excellent, in line with the growth and development predicted over the next few years. Interested candidates should send a detailed Curriculum Vitae including current salary to Carol Jardine, quoting reference LM837 at Spicers Executive Selection, 13 Bruton Street, London W1X 2AH.

SPICERS EXECUTIVE SELECTION
A MEMBER OF SPICER & OPPENHEIM INTERNATIONAL

Handwritten signature

FINANCIAL CONTROLLER

Property Development and Investment Group London c.£40,000 + Executive Car

Our client is a rapidly expanding and successful PLC with substantial financial backing and is involved in a diverse range of property development and investment in the London region. The Group is also active in making equity investments in other UK companies.

An ambitious and capable Financial Controller is sought who will report directly to the Managing Director and assume responsibility for all financial and management reporting, data processing systems, together with specific treasury and taxation duties.

Candidates should be qualified chartered accountants, preferably with sound post

qualification experience gained in a progressive commercial environment. They must have the confidence, maturity and professionalism to communicate effectively at all levels and the skills to manage and develop the accounting function.

This is a key role in the organisation and offers excellent medium term career progression and the opportunity to make a significant contribution to the Group. It carries an attractive and flexible benefits package including a fully expensed car, private health insurance and pension scheme.

Please write in confidence, quoting reference M7498 to Nick Baker.

KPMG Peat Marwick McLintock
Executive Selection and Search
70 Fleet Street, London EC4Y 1EU

INTERNAL AUDITOR

to £27,500 + bank benefits

CITY

A challenging opportunity has arisen within the investment banking arm of a major Japanese bank which is a leading force in the euromarkets.

The role will encompass the development of the Internal Audit department which will involve working independently from the general operation of the bank and reporting to the Managing Director through the Audit Committee. Specific responsibilities will include enhancing existing controls, the establishment of further controls for every activity of the bank and ensuring compliance with these controls.

To be considered for this position you will ideally be a qualified accountant, aged 27-35, with experience in the financial services sector, preferably including exposure to capital markets. You will be self-motivated, have an analytical aptitude and a proven ability to communicate at all levels in a clear, logical and convincing manner.

To apply for this position please write to or telephone Susan Lee, Senior Consultant, Accountancy Division, quoting ref: CG3751.

MANAGEMENT PERSONNEL, 25 City Road, London EC1Y 1AA
Tel: 01-256 5041 (24 hours)

Management Personnel
RECRUITMENT SOLUTIONS
LONDON • GUILDFORD • ST ALBANS • WINDSOR
NEWBURY • BRISTOL • CAMBRIDGE

Group Chief Accountant

Salisbury

Salary to £35,000 + benefits

Our client, a £70 million turnover group in the passenger transport industry, is in the process of rapid growth, both organically and through acquisitions. They are currently seeking a qualified accountant with commercial flair, to fill a newly-created post and assume operational responsibility for the financial management of the Company.

Reporting to the Group Finance Director, the successful candidate will play an important role in the Company's continued commercial development.

Candidates, aged late 20's to late 30's, will be

energetic and tough, yet diplomatic with a high intellectual capacity and have significant experience in substantial groups of companies. An in-depth knowledge of consolidation and acquisition accounting, and a thorough competence in taxation matters is essential to this post.

Interested candidates, who meet these criteria, should send a detailed CV including current salary to Susan Stuart, quoting reference LM 707 at Spicers Executive Selection, 13 Bruton Street, London W1X 7AH, or telephone her on 01-480 7766.

SPICERS EXECUTIVE SELECTION
A MEMBER OF SPICER & OPPENHEIM INTERNATIONAL

Finance Director

LEICESTER c£30,000 + car

For an entrepreneurially managed company with a reputation for the excellence of its design and the quality of its products, turnover next year will be around £7 million.

Working closely with the Managing Director, your role will be wide-ranging with the emphasis on business planning, performance monitoring and the maintenance of sound financial controls. Immediate tasks are to manage the implementation of integrated computer-based systems, to identify areas with scope for improved

business performance and to enhance the Company's costing system. A qualified accountant, you will have substantial experience at controller level in a design or manufacturing environment. A strong personality, you will be comfortable in situations where you are required to search out weaknesses, make recommendations for improvement and ensure that they are implemented. Your interpersonal skills will equip you to stand your ground while maintaining good working relationships.

Please write, enclosing your curriculum vitae and day-time telephone number, to Tony Potter, quoting Ref. 1941P, Coopers and Lybrand Executive Resourcing Limited, 22A The Row, Nottingham, NG1 5DL.

Executive Resourcing
Coopers & Lybrand



Throughout your business career you've proved beyond a shadow of doubt to be a high flying performer. Of equal importance to your success, however, has been your ability to work as part of a team... bouncing ideas off colleagues and solving problems through harmonious collaboration.

The problem is, what started out as a demanding challenge has now become tedious routine. You now feel a need for something more exacting, more of a test of nerve and of balanced decision taking. In other words, a situation which will stretch you to the limit and allow you to reach unparalleled career heights.

Clearly its time to change your act to

MANAGEMENT CONSULTANCY (to £40,000 + car)

and join an elite troupe of professionals who, like yourself, are prepared to take calculated risks in search of bold, innovative business solutions.

As one of the major players in the management consultancy arena - our client will quickly recognise these qualities and position you for early success and achievement.

To determine your potential, top priority will be given to assessing your intellectual agility.

Secondly, we will look at your dedication to achieving results through work excellence.

Thirdly, at your levels of motivation - and the ability to motivate those around you, too.

Finally, at your imagination. We feel sure that 'you didn't get where you are today', handicapped by tunnel vision. But we'll want you to prove it - it's your creativity which will set you apart!

Your insight into business issues and your ability to manage change have probably developed from an Accountancy, Financial Management or Project Management role. You are used to tight deadlines. And you are resilient to pressure.

In your late 20's to mid 30's, you possess a good first degree and perhaps an MBA or appropriate professional qualification. A salary to £40K and a car are on the table and prospects of partnership inside three years is surely the springboard you've been looking for.

So, please write with a full cv, in absolute confidence, to us as the Company's Selection Advisers and we'll arrange an informal discussion:

John L. Thompson (Ref. 1335), Thompson Associates Limited, Compton House, Selsdon Road, South Croydon, Surrey CR2 6PA. Telephone: 01-686 6600.



HIGH FLYERS, EXACTING CHALLENGE!

Group Finance Director

c£40,000 + luxury car + share options
South Coast

This USM group is experiencing rapid organic growth and is acquisitive by nature. The group wishes to replace its Finance Director who is now assuming other group commercial responsibilities. You will be expected to make a significant contribution to group strategy, to manage further raising of capital which will include liaison with City institutions and legal advisers, and to manage the finance function of about 20 people.

A Chartered Accountant, aged around 35 to 45, you must already have experience of leading a finance department in a USM or similar company and have experience of acquisitions and of raising capital. The job will suit someone who has mastered the operational aspects of finance but who wants to develop further his/her business strategy and corporate finance skills. The salary package will include a Mercedes Benz car and a share option scheme in operation. We will be discussing applications with our client prior to interviewing.

so please list in a covering letter any organisations to whom your details should not be shown. If you are interested in the position, please send a full CV with salary details, quoting MCS/7011, to Miles Holford at the address below or, if you prefer, telephone him on 01-378 7200 extension 5193.

Executive Selection Division
Price Waterhouse
Management Consultants
No. 1 London Bridge
London SE1 9QL

Price Waterhouse

Invest in a Market Leader

M&G, the leading and most successful unit trust group in the UK, continues to enjoy an enviable period of growth and prosperity, employing around 600 staff and with about £7 billion of funds currently under management. The Group offers a wide range of investment services and the total value of its 27 authorised unit trusts exceeds

£3.6 billion with 400,000 direct investors and 75,000 savings plan investors. This high volume of business, together with the ongoing commitment towards providing the highest standards of service, has created this new challenging position within the unit trust group.

Trust Accountant

Playing a significant role in this, the main profit contributor in the group, you will be responsible for the accounting of the 27 unit trusts, 26 segregated pension funds and 3 investment trusts. Clearly, this will entail regular output of accounts throughout the year within rigid timetables. Supervising a compact team of around 10 staff, you will take the accounts from trial balance to completion and will enjoy good liaison with fund managers and investment accounts staff.

Fully qualified and probably at either an early or late stage in your career, you are experienced in taxation and have the initiative, diligence and perseverance necessary

to ensure a demanding timetable is met. The Group offers excellent potential for career development, high job satisfaction and a particularly good working atmosphere. The salary and benefits package is especially competitive and includes a company car, profit share, mortgage subsidy etc.

In complete confidence, please ring or write with CV to John Black, Simpson Crowden Consultants Limited, Specialists in Executive Search & Selection, 97-99 Park Street, London W1Y 3HA. Telephone: 01-629 5909.

Simpson Crowden
CONSULTANTS



Director of International Audit

to £35,000+Car+Benefits

A market leader in the field of video entertainment, with a turnover in excess of £200m our client is young and dynamic with a forward thinking sophisticated approach to the leisure industry.

Due to increasing demands placed on the finance function during this critical phase of global expansion they seek to appoint a Director of International Audit.

Reporting directly to the Vice-President - Finance you will assume total responsibility for the review of controls and operations worldwide. Specifically this will include the design, planning and coordination of audit programmes managing a small team of 2/3

qualified accountants.

The successful candidate will be a qualified accountant who can demonstrate a record of success in their career to date coupled with an innovative approach to organisational problems. The role will require extensive liaison with the operating management necessitating strong interpersonal skills and a keen business sense.

Please write enclosing full career and salary details, quoting ref. 2913 to Stephen Banks ACMA, at Michael Page Finance, 39-41 Parker Street, London WC2B 5LH or telephone on 01-831 2000 in complete confidence.



Michael Page Finance

International Recruitment Consultants
London Bristol Windsor St Albans Leatherhead Birmingham Nottingham
Manchester Leeds Newcastle-upon-Tyne Glasgow & Worldwide



The major force in Leisure

Financial Controller

c.£30,000+Car

Mecca, a name which is synonymous with excellence in the leisure sector, is seeking to continue its impressive organic and acquisition based growth. With a turnover in excess of £1 billion the Group is well placed to consolidate and expand its market share into the 1990s.

To meet the future demands of the business, Mecca is currently undergoing internal reorganisation which has given rise to an excellent opportunity. They are seeking an ambitious accountant to take on the controlship of the Catering and Commercial Heads Division. The strategic importance of the division and its operational autonomy make this a particularly significant appointment.

Reporting to the Managing Director the successful candidate will be responsible for managing and developing an efficient financial function. In addition it will be

expected that the candidate will contribute significantly to the strategic development of the business through the production of 3 year plans, regular forecasts and the formulation of profit targets.

The successful candidate will be a qualified accountant aged 30-45 with a strong track record of achievement in their career to date. The role will require extensive liaison with divisional and operating management, necessitating well developed interpersonal skills coupled with strong team management abilities. Experience gained within the leisure sector or in a multi-location environment is desirable, but not essential.

For further information, please contact David Head at Michael Page Finance, 39-41 Parker Street, London WC2B 5LH, quoting ref. DM/ET1.



Michael Page Finance

International Recruitment Consultants
London Bristol Windsor St Albans Leatherhead Birmingham Nottingham
Manchester Leeds Newcastle-upon-Tyne Glasgow & Worldwide

FACULTY OF BUSINESS AND MANAGEMENT READER OR PRINCIPAL LECTURER IN CORPORATE FINANCE - (Ref 5/89)

The Polytechnic is seeking to appoint either a Reader or a Principal Lecturer in Corporate Finance. For the Reader post the ability to provide research leadership is critical. For the Principal Lectureship leadership in client based activities is required. The successful applicant to either post will also be expected to contribute to curriculum development work. Applicants should have substantial academic or professional experience as well as being appropriately qualified. Applicants wishing to discuss either or both posts informally should contact either: Mr K Harrison, Head of Department of Accountancy and Financial Studies on (0742) 720911, Ext 2120, or Mr D Goscher, Ext 2139.

SALARY SCALE: PRINCIPAL LECTURER
£18549-£28139 BAR £22260

READER: £18549-£28139

APPLICATION FORMS AND FURTHER DETAILS FROM THE PERSONNEL DEPARTMENT, SHEFFIELD CITY POLYTECHNIC, HALFORDS HOUSE, FITZALAN SQUARE, SHEFFIELD, S1 2BA, TEL. 0742 720911. Ext 2963. CLOSING DATE 17th FEBRUARY.

We are an Equal Opportunities Employer. Job Share applicants welcomed.

Sheffield City Polytechnic

MANAGER Private Banking/Investment Management Department

An investment professional with banking experience is sought to head up a new City based Department to provide a broad spectrum of investment and banking services. The Department will benefit from substantial existing resources and a worldwide banking network.

It is unlikely that the successful candidate will have less than 10 years of relevant experience.

Salary and benefits will be commensurate with the position. Please reply in confidence by writing to:
Ref. LCC, Arab Bank Investment Company Ltd
Empire House, 8/14 St. Martins Le Grand, London EC1P 1DB

Accountants

Two Outstanding Opportunities in Warwickshire

{ £25,000 + car + benefits }

We are recruiting on behalf of Lunn Poly Limited, part of the diverse and highly successful Thomson Holidays Group. The company is the UK's largest retailer of holidays, with over 500 travel shops and is recognised as an innovative leader in its market sector. Following a period of massive growth, in the last two years, the company now wishes to recruit two accountancy professionals to strengthen its Head Office teams.

These positions are regarded as being key to the company's future success and demand highly talented individuals who combine technical ability with interpersonal skills which will enable them to build business relationships with colleagues at all levels up to the main board.

Chief Financial Accountant

The Chief Financial Accountant will be an ACA or ACCA with at least three years post qualification experience.

The successful candidate will manage a busy department of twenty five people, ensuring that each area successfully meets its deadlines and targets. Some evidence of team management, ideally in a commercial environment, is therefore essential.

Responsibility will include the salaries, purchase ledger, fixed assets, cashiers and nominal ledger departments. Apart from the statutory requirements of the position, however, the Chief Financial Accountant will be expected to display the flair and confidence to liaise with senior financial executives at group level. (Ref: MCS/8851)

Chief Management Accountant

The Chief Management Accountant will be a CIMA with at least three years post qualification experience.

The main duties of the position will be to manage a closely knit accounts department of six people and to advise Senior Managers and Directors of the company on the interpretation of data provided in order to make prudent financial and commercial decisions and to recommend the best course of action for Lunn Poly.

Previous experience in developing management information systems is essential and a background in a multi-location retail environment would be a distinct advantage.

This is regarded as being a very important position in a very high profile area of the company and calls for a high level of technical and managerial expertise. (Ref: MCS/8852).

These positions are based in Leamington Spa, an area which combines busy town life with immediate access to the beautiful Warwickshire countryside. Many sporting and cultural activities are within easy reach and Stratford-upon-Avon, with its theatres, is only a few miles away.

Benefits include car, free BUPA, subsidised holidays and travel, twenty three days annual leave and full relocation expenses where appropriate. Send a full C.V. detailing your current salary and quoting the relevant reference number to Jim Mitchell, Executive Selection Division, Price Waterhouse, Management Consultants, Livery House, 169 Edmund Street, Birmingham B3 2JB.

Lunn Poly

Price Waterhouse



Financial Controller

Kingston

Nikon

c.£30,000 plus car and benefits

Our client is Nikon UK Limited, which provides sales, marketing and service for Nikon products in the UK. The position reports to the MD and is based in the Company's superb offices at Kingston, Surrey. There are three divisions: Photographic Instruments (based at Telford); and Electronic Imaging Products. These have a total turnover of some £25m pa.

The Financial Controller heads a small team using an IBM mainframe, and, as well as the more routine accounting responsibilities (to tight deadlines), has a major duty to ensure adequate funding and forex exposure management.

You must be a qualified accountant aged 28-32, with significant computerised accounting experience. You should have had some involvement with the financial aspects of marketing plans; you also need to communicate well and operate effectively as a team member.

If you feel that you have the personality and initiative to meet the requirements of this role, please write to Geoffrey Rutland ACA, ATIL, at the address below, quoting reference 1577, and giving concise career and salary details and a daytime telephone number, or phone him on (01)-583 3303 (office) or (01)-878 8395 (home).

BDO BINDER HAMLYN BDO Binder Hamlyn Management Consultants
8 St. Bride Street, London EC4A 4DA

FINANCE DIRECTOR

Acquisitive Consumer Goods Business

Camb/Lincs border

Package c£45,000 + car

Part of a highly respected British public group, this flourishing company is undergoing rapid expansion, by acquisition and organic growth. A major player in the foods sector, it is strategically positioned in a number of expanding market niches. Its success is based on innovative product development, technologically advanced production and synergistic acquisitions.

The Finance Director will work closely with the Managing Director on commercial strategy, business development and acquisitions. The units are self accounting and the role will provide support and guidance to their management teams whilst evaluating and interpreting performance.

You should be a graduate qualified accountant with a background of increasing responsibility in

financial management. This will include exposure to large organisations, both at the sharp end and at a strategic level. Commercial judgement, excellent communication skills and a high energy level are the essential qualities which will enable you to contribute to the company's development and success. The remuneration package includes a performance related bonus and in addition the company will provide generous relocation assistance, if appropriate. Please reply in confidence, giving concise career, personal and salary details to Paul Carvoso, quoting Ref. L390.

EGOR
Executive Selection
58 St. James's Street
London SW1A 1LD (01-829 8070)

EGOR
EXECUTIVE SELECTION

United Kingdom · Belgium · Denmark · France · Germany · Italy · Netherlands · Portugal · Spain



Finance and Planning

London Underground takes a new direction

Central London

c.£26,500 + car + benefits

A network of 10 'core' business units, each one an independent profit centre with its own management team, gives London Underground a new business approach to meet the customer needs of the 90's and beyond.

Financial control, capital appraisal, systems development and investment planning are just some of the crucial issues for the Unit Finance & Planning Manager—a real voice in top management for high calibre young accountants.

Business acumen, initiative, strategic vision and determination to get

things done are the qualities you'll need. Your professional background will include post qualifying experience in a fast moving, customer orientated environment.

Salaries are around £26,500 + car. Benefits: private health insurance, pension scheme, relocation help and concessionary travel on British Rail, Tubes and London Buses.

If you are looking for management at the top, please write enclosing full CV to: Chris Hale, Personnel Department, London Underground Limited, 55 Broadway, London SW1H 0BD. Please quote reference UMW/67X.

FINANCIAL OPERATIONS MANAGERS

International Communications Systems

to £40,000 + Car

This very substantial and forward-looking business is a division of a major British plc. It has a turnover of £1.7bn and comprises a varied range of rapidly growing operating units whose products stand at the forefront of the communications industry.

As a result of acquisitions, new business development and an increasingly dominant market position, the need has arisen for two experienced individuals to oversee and monitor the operations of a portfolio of individual units. This will entail working with the local management teams to integrate the new businesses, to undertake detailed analysis of their performance and to identify and manage areas of potential risk or opportunity.

These key roles require strong commercial flair, an analytical and investigative approach and well

developed business management skills. They will suit qualified accountants aged in their 30's with a good degree and a record of success within progressive commercial environments. Candidates should be tough, flexible and self-motivated. Based in central London they should be prepared to travel within the UK and occasionally overseas. These stimulating and challenging roles are expected to lead to unit finance directorships within 18 months.

Please write in confidence, giving concise career, personal and salary details to Paul Carvoso, quoting Ref. L391.

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58 St. James's Street
London SW1A 1LD (01-829 8070)

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EXECUTIVE SELECTION

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10/11/89

السؤال الثاني

Finance Manager

South of London - Near M25
c£30,000 + Car + Benefits

Our client is a major subsidiary (to c£200m) of a "household name" group in the leisure sector. Rapid growth and diversification has created a need for an ambitious and effective Finance Manager reporting to the Financial Director. The role has responsibility for the accounts function of 45 staff and control within newly developed areas of the company's business as well as introducing and maintaining sophisticated management reporting systems.

Energy and flexibility are essential and will complement proven problem solving ability and interpersonal skills. Prospects for rapid advancement are excellent. Please telephone or write enclosing full curriculum vitae quoting ref 308 to: Nigel Hopkins FCA, 97 Jermyn Street, London SW1Y 6JE. Tel: 01-839 4572 Fax: 01-925 2236

Cartwright Hopkins
FINANCIAL SELECTION AND SEARCH

International Auditors

Brussels Based
50% European Travel

Our client is a US chemical multinational with sales exceeding \$1 billion in 1988. In Europe the company has activities in Belgium, the United Kingdom, France, West Germany and Norway.

For these European operations they are seeking a Senior and International Auditor, who will be located in the Brussels Coordination Office.

Reporting to the Director - Internal Audit in the USA, the successful candidates will conduct internal audits to determine whether policies and procedures are followed, established standards are met, resources are used efficiently and economically and planned missions are accomplished properly. 50 to 60% travel in Western Europe will be necessary.

Applicants, qualified accountants, should have

Belgian Francs 1.2m-2.0m
With Significant Tax Advantages

four to six years' experience for the senior auditor and two to three years' for the auditor either in public practice or in a corporate audit environment.

Strong interpersonal skills as well as fluency in English and German are required. French or Dutch are an additional plus. Ability to use a personal computer and knowledge of applicable professional standards are important assets.

Both positions offer excellent international prospects and an attractive salary package.

Initial contact may be established by writing to: Terry Benson, Michael Page International, 39-41 Parker Street, London WC2B 5LH.

Alternatively, telephone him on (London) 01-831 0431 during office hours or 0990-21049 evenings and weekends.



Michael Page International
International Recruitment Consultants
London Amsterdam Brussels Paris Lyon Sydney

FINANCIAL CONTROLLER

A high level challenge
from BT's hi-tech growth division

To £35,000 + car + benefits

British Telecom is emerging as one of the most powerful forces in the world of datacommunications. BT Datacomms manages a comprehensive state of art product portfolio which has enabled it to become one of BT's most successful international operations.

The Financial Controller will play a key role in BT's international success in this business area. As a member of the management team, the Controller is responsible for providing full management accounting services and advising on crucial strategic issues. Reporting to the General Manager, this is a very high profile role offering considerable scope for influencing the commercial direction of BT's datacommunications business.

Clearly, it's a job that calls for a proactive and highly skilled manager. A mature individual who can manage and motivate a small accountancy team. A financial expert who can quickly assimilate and assess strategic options

encompassing acquisitions, technology transfers, and joint ventures. The rewards certainly match the seniority of this position. The salary is matched by a top quality range of benefits including: a car, additional performance related pay, an excellent pension scheme and prospects of further advancement within this division and into other parts of the company.

Please write in confidence, enclosing a full cv, to: Norma Henry, British Telecom, Communications Systems Division Personnel, 2nd Floor, 17-19 Rochester Row, LONDON SW1P 1LA.

British TELECOM
Datacomms

DIVISIONAL FINANCE DIRECTOR

LEISURE INDUSTRY

Central London

c£37,000 + Benefits

With an outstanding record of expansion and achievement, our client continues to display significant growth. This activity has strengthened its position as a leading force within the fiercely competitive leisure sector.

As a consequence of this expansion, the group now requires an outstanding individual to assume responsibility for the financial performance of the highly profitable leisure division.

Reporting to the Divisional Managing Director, responsibilities will include the assessment and evaluation of investment opportunities, ensuring smooth and effective integration where appropriate. In addition, the Divisional Finance Director will provide guidance and advice on all aspects of financial management and control to the respective operating companies.

Aged 30-35, the successful candidate must be able to demonstrate an impressive post qualified record of achievement in a leisure, retail or related service sector.

Resilience, determination and sharp business acumen are essential characteristics in order to meet the challenges of this demanding environment.

Further advancement within this rapidly expanding group will only be limited by individual ability.

For further information please telephone Tim Musgrave on 01-437 0464 or write to him, enclosing a detailed CV, at the address below.

ROBERT WALTERS ASSOCIATES

RECRUITMENT CONSULTANTS
Queens House 1 Leicester Place London WC2H 7BP
Telephone: 01-437 0464

FINANCIAL PLANNING & ANALYSIS MANAGER

High growth telecommunications

Up to £35,000 + car

M3 Corridor

Accelerated growth is not unusual within this US based advanced technology group. However, this UK subsidiary will enjoy an enviable 50% growth in 1989, owing to its leading position in an expanding telecommunications market. A sales and marketing led business, it offers a vibrant, goal oriented environment and excellent career development opportunities through growth and within its substantial UK and international operations.

Reporting to the Finance Director, the person appointed will lead a small team, focusing on performance monitoring and analysis. You will forecast and interpret the financial implications of commercial and strategic options, ensuring that the company maximises its returns.

The successful candidate will be an ambitious, energetic qualified accountant, anxious to make a mark in this demanding international group. As well as having a rounded background of financial experience, you will need excellent communications skills and sound commercial acumen. Age indicator, 30-35.

Please reply in confidence, giving concise career, personal and salary details to Heather Male, quoting Ref. L389.

Egor Executive Selection
58 St. James's Street
London SW1A 1LD (01-629 8870)

EGOR
EXECUTIVE SELECTION

United Kingdom - Belgium - Denmark - France - Germany - Italy - Netherlands - Portugal - Spain

FINANCIAL DIRECTOR

Commercial Role - Telecommunications

£28,000

London

N.W. London

Our Client, a £50m turnover division of a major plc, is a market leader in its field, with more than 30 years experience in providing business communications. As part of the Group's commitment to future growth, a Finance Director is now required to take full control of the Division's financial and administrative affairs, to report to the Board on business performance and play a significant part in the general management of operations.

Key duties will include the supervision of the finance function, business and strategic planning, (identifying potential business development areas, diversifications and acquisitions etc), as well as playing an active role in the enhancement and development of reporting and information systems. Working closely with the Managing Director, you will be involved in all aspects of the Division's general management, trading and commercial decision making.

Candidates will be qualified Accountants with strong commercial flair, who have held a senior operational finance position. A dynamic personality with well developed communication and management skills is essential.

Please apply directly to Joan Coulter at Robert Half, Freeport, Walter House, Bedford Street, 418 The Strand, London WC2R 0BR. Telephone: 01-836 3545, evenings 01-531 3005. Alternatively fax your details on 01-836 4942.

Financial Recruitment Specialists
London - Birmingham - Windsor - Manchester



ROBERT HALF

GROUP FINANCIAL CONTROLLER

Rural East Midlands

Package c.£45,000 + car

This highly regarded public group is a pace setter, a leader in several consumer markets, it has grasped the initiative in expanding into new sectors and has already achieved a turnover of £500m. It has a reputation for professionalism, innovative product development and a commitment to quality and efficiency. The group's continued expansion is based on strategic acquisitions and investment for organic growth.

The Group Controller reviews and reports on group performance to the main board, and prepares the published accounts. Reporting to the Finance Director, the position carries responsibility for evaluating investment proposals and business development opportunities whilst managing a central treasury function and optimising the group's tax position.

The successful candidate will be a graduate qualified accountant, in his or her thirties, able to combine commercial judgement with sound technical skills. There are excellent career development opportunities for an ambitious financial manager who demonstrates intelligence, business acumen and commitment in this demanding role.

The package includes a performance related bonus, normal large company benefits and an attractive relocation package if required.

Please reply in confidence, giving concise career, personal and salary details to Heather Male, quoting Ref. L393.

Egor Executive Selection
58 St. James's Street
London SW1A 1LD (01-629 8870)

EGOR
EXECUTIVE SELECTION

United Kingdom - Belgium - Denmark - France - Germany - Italy - Netherlands - Portugal - Spain

Financial Controller

with people skills to match professional strengths
Woking c.£30,000 + car

A worldwide reputation as one of the leaders in a specialist management consultancy discipline has earned our clients considerable respect as well as annual income in excess of \$600 million. The UK operation bills some £20 million and 25% growth is confidently expected over the next year. The time is now right to appoint a Financial Controller to head up the accounting function, based in prestigious offices in Woking.

Ideal candidates, probably in their early thirties, will be suitably qualified accountants, with a demonstrably successful background in a time-based, service industry. Technical experience of management accounting, analytical skills and computer literacy are taken as read but in an environment focused intently on

people values, the ability to motivate a small close-knit team is considered paramount. There will be contact with, and support to be given to, the European offices so that there is unlimited scope to develop the role.

Undoubtedly this is a superb career opportunity and the salary, together with a first class benefits package, has been geared to attract first class candidates. Please send full career details, quoting reference A1540 to: Malcolm Lawson at Codd Johnson Harris, Human Resource Consultants, 12 New Burlington Street, London W1X 1FF or alternatively telephone 01-297 7007 during the working day or 0444-73216 in the evenings.

CJH Codd-Johnson-Harris

Financial Controller

Central London
c£28,000 + Car

Our client is an exciting TV and promotions group, whose products enjoy a high profile in the media, and who are part of a well known and much respected entertainment and retail plc. Although established recently the group has grown very rapidly with principle activities in video and film post production, design and corporate communications.

Reporting to the Finance Director the Financial Controller will contribute to the management and development of the group with responsibilities covering financial and management accounting, budgeting, forecasting and review of the UK and US operational performance using up to date computerisation. Involvement and commitment are key features of this role. Good PC skills, particularly Lotus 123 which is used extensively, are important.

Candidates should be chartered accountants, age indicator 28-35, who have good interpersonal skills to run a department and who would enjoy working in a positive fast pace environment. Career development prospects are good.

Please telephone or write enclosing full curriculum vitae quoting ref: 309 to: Philip Cartwright FCMA, 97 Jermyn Street, London SW1Y 6JE. Tel: 01-839 4572 Fax: 01-826 2336

Cartwright Hopkins

FINANCIAL SELECTION AND SEARCH

National Theatre

HEAD OF FINANCE

Applications are invited for this vacancy which will arise in the latter part of 1989.

The Head of Finance, who will report to the Director, Executive Director and to the Board, will be responsible for the total financial operation of the Royal National Theatre, which has a turnover of £17 million. The successful candidate will be required to formulate and implement financial strategy as a key member of the senior management team.

The successful candidate will have several years senior financial management experience, appropriate professional qualifications and be able to demonstrate the ability to lead and motivate staff. Initiative, enthusiasm and interest in the Arts are essential.

Salary by negotiation, but likely to be in the region of £30,000 per annum. There is a contributory pension scheme.

Please apply with full C.V. to: David Ankin, Executive Director, National Theatre, South Bank, LONDON, SE1 9BX. Closing date: 10th February 1989.

AN EQUAL OPPORTUNITIES EMPLOYER

Planning Manager

Thames Valley
c£30,000 + Bonus + Car

This independent British company is the market leader of business software and has an enviable reputation for product innovation. The Group has a record of spectacular sustained growth throughout the 80's and supplies solutions to the top companies in the UK and Europe.

The role will report to the Group Financial Director and the key responsibilities will include implementing a rolling forecasting system, development of management information and other profit-related projects involving all the Group's world-wide locations.

Candidates should be qualified accountants, age indicator 27-35, with good communication skills and the determination to succeed. Commitment and flexibility are

essential within this exciting Group which plans further organic growth for the 1990's resulting in rapid promotion for the successful candidate.

Please telephone or write enclosing full curriculum vitae quoting ref: 310 to: Nigel Hopkins FCA, 97 Jermyn Street, London SW1Y 6JE. Tel: 01-839 4572 Fax: 01-826 2336

Cartwright Hopkins

FINANCIAL SELECTION AND SEARCH

EXCELLENT PROSPECTS IN EXPANDING UK MULTI NATIONAL

Chief Accountant

Package c.£30,000 plus car and benefits
Surrey/Sussex

Our client is a major subsidiary of a significant British Group with a turnover of over £1.5 billion. It is a leader in its sector with an excellent record for growth and ambitious plans for the future.

Due to promotion of the existing incumbent, a Chief Accountant is required to manage the Accounts Department of sixteen staff, ensuring accurate, timely production of all financial accounts and management reports, development of accounting systems and ad hoc financial investigations. Reporting to the Financial Controller, the successful candidate will be responsible for compliance with recognised accounting standards and statutory requirements.

Candidates, male or female, aged 27 to 32 years, will be qualified ACAs, ACMAs or ACCAs and will have had staff

management experience either in industry or in the profession. They must be ambitious, strong, positive and persuasive personalities who are able to deal with people at all levels. The selected candidate must have the potential to be promoted to a Financial Controller position within the Group in about 2 to 3 years.

Attractive benefits include a competitive salary, bonus, an executive 2.0 litre car, health cover, life insurance and contributory pension scheme. The company is located on the Surrey/Sussex borders and generous relocation expenses will be available if appropriate.

Please write with a full CV to Richard Brasher at the Maidenhead address below or telephone for further information.

MKA SEARCH INTERNATIONAL LIMITED
MKA House, 36 King Street
Maidenhead, Berkshire SL6 1EF
Telephone: 0628 75956 Fax: 0628 770655

MKA

Maidenhead, London, Worcester

Search, Selection & Management Consultancy

HEAD OF ACCOUNTING & REPORTING

ACA/FCA

CITY

SALARY c£40,000p.a.
+ CAR + BANKING BENS.

A leading International Bank with a strong commitment to London, we have an impressive record of steady growth over many years in the City.

Our clients are both Domestic and International, Corporate and Sovereign, and our financial products range from conventional lending and treasury to fee-based project finance. Internal promotion has created this opening for an experienced Manager for the Bank's UK Accounting and Reporting Group (14 people). Major responsibilities include Management and Statutory Reporting, Internal Quality Control, and the provision of professional advice to line management.

This is a senior position in the Bank's UK Management structure, and in addition to the above responsibilities you will be expected to contribute to the overall improvement of our Operations from a very early stage.

Not less than 30 years, you are probably a graduate, and have been a Qualified ACA/FCA for at least 5 years. You have a proven track record as a Manager and will, ideally, have had similar experience in a major International Commercial Bank.

Interested candidates should send a full c.v. to:

Write Box A1130, Financial Times, 10 Cannon Street, London, EC4P 4BY

BROAD-BASED CORPORATE FINANCE ROLE

Treasury, projects & acquisition studies for Manufacturing Group

c. £30,000 + car

Kent

The group employs approximately two thousand people and turns over about £250 million; profits continue to grow dramatically and the future is assured. The several manufacturing sites and subsidiary service companies have a considerable degree of autonomy, but at the centre there is a small, high powered finance team. We are looking for an industrially experienced and commercially able accountant (probably Chartered, but personal strengths are more important than the particular qualification) to work closely with the Finance Director and to stand in his absence. Major responsibility will be the cash management and treasury function, but just as relevant will be independent, one-off finance projects.

Further, as the company is firmly set on a growth pattern, acquisition studies will be an important part of the job. Ideal candidates will be in their mid thirties/early forties, with the intellect, interest and commercial flair which will enable them to enjoy both the inherent challenges of this unusually wide role and its obvious career development potential. Please send full career details, quoting reference WE 9031, to Robin Davies at Ward Executive Limited, Academy House, 26-28 Sackville Street, London W1X 2JL. Tel: 01-439 4581.

WARD EXECUTIVE LIMITED

Executive Search & Selection

Director of Finance

Lancashire

c £25,000 + Car + Benefits

Our client is a highly successful £10m t/o manufacturing subsidiary of a major packaging group. Significant investment is planned over the next five years to support further growth in what is a rapidly changing environment. Operating on a totally autonomous basis, they are engaged in the manufacture of high quality printed products for Blue Chip customers.

A Director of Finance is required to assume total responsibility for the finance, data processing, and company secretarial functions of the company. In addition to the normal responsibilities associated with an appointment at this level, the successful applicant will be required to

work very closely with the Managing Director in the areas of business development and strategic corporate planning.

Candidates, aged 27-35, should be qualified accountants who have a successful track record in financial management which demonstrates a high degree of commercial awareness, in addition strong management ability and excellent communication skills are essential.

Interested applicants should contact Iain Blair ACMA, quoting ref 3087 at Michael Page Finance, Executive Division, Clarendon House, 81 Mosley Street, Manchester M2 3LQ. Tel. 061-228 0396.

MP

Michael Page Finance

International Recruitment Consultants

London Bristol Windsor St Albans Leatherhead Birmingham Nottingham
Manchester Leeds Newcastle-upon-Tyne Glasgow & Worldwide

Financial Director

Surrey Salary Negotiable to £30,000 + Car

A highly-intelligent, energetic and imaginative Financial Director is sought by our clients, who have a substantial business which is in the process of a major change. The Company has an annual turnover of £25 million and provides passenger transport services in the outer perimeters of London.

The Finance Director will report to the Company Managing Director and has a functional responsibility to the Group Finance Director.

Aged late 20's to late 30's; candidates will be incisive "hands-on" accountants and will be

dynamic, practical and ambitious. It is anticipated that you will have held a similar role in substantial groups of companies. You should have experience of introducing costing systems, producing statutory accounts, financial modelling techniques and an understanding of corporate taxation.

Interested candidates, who meet these criteria, should send a detailed CV including current salary to David Fyles, quoting reference LM 706 at Spicers Executive Selection, 13 Bruton Street, London W1X 7AH.

SPICERS EXECUTIVE SELECTION

A MEMBER OF SPICER & OPPENHEIM INTERNATIONAL

Financial Services

City Based

Recently Qualified ACA

c.£25K + Banking Benefits

The Hongkong and Shanghai Banking Corporation, one of the world's leading international banking groups, is seeking to recruit an ambitious young chartered accountant to join its specialist review department.

As a member of a small professional team, you will be responsible for reviewing and appraising the Group's activities, controls and information systems in the Merchant Banking, Stockbroking, Commodity Broking, Investment Management and Insurance areas. Based in the City, the post will involve around 35% overseas travel, which is to the world's major financial centres.

This is a challenging role providing a high level of exposure to senior management throughout the Group and offers excellent opportunities for career progression. Applicants must be determined, self-motivated and able to communicate effectively with senior executives. They should have an analytical approach combined with the flexibility and initiative to work within a fast-moving, dynamic environment.

The successful candidate is likely to be a recently qualified ACA who has experience of financial services through training with one of the major professional firms.

Remuneration will be around £25,000 with generous banking fringe benefits including mortgage subsidy, non-contributory pension scheme, life assurance and BUPA.

Please write with full career details to: Mrs Sylvia Keats, Personnel Manager, The Hongkong and Shanghai Banking Corporation, 59 Bishopsgate, London EC2P 2LA.

Hongkong Bank

The Hongkong and Shanghai Banking Corporation

Handwritten signature or mark.

Accountants for Operational Analysis

- Banking

£30,000 + Car

Substantial Bonus

+ Banking Benefits

This client, a major international bank and financial services organisation, is seeking 2 graduate accountants aged 27-32 for a project team which is actively extending production management and IT solutions to a wide variety of international and UK banking operations.

The positions, which are at project manager level, require strong analytical skills, inquisitiveness and open mindedness; good oral and written communication abilities and the tact and diplomacy to work effectively at all levels. There will be small teams of 3-4 analysts to manage which will require skills as team leader and team builder. There will be some overseas involvement. Promotion from these positions (which is already taking place) will be to line operational roles leading to long term high level business careers, rather than the financial control route.

The requirement is for industrial or commercially experienced accountants who wish to move away from accounting and have the talent, tact and enthusiasm to grasp the opportunity. Relocation assistance is available where necessary.

Location - City
Please apply in confidence quoting reference L392 to:

Brian H Mason
Mason & Nurse Associates
1 Lancaster Place, Strand
London WC2E 7EB
Tel: 01-240 7805

Mason & Nurse

Selection & Search

Finance Director

£30,000 + car + profit sharing scheme
Hertfordshire

Our client is a progressive, fast growing computer company. In addition to establishing itself as a value added reseller for a variety of manufacturers, the company is a leading specialist in the application of portable computers and data communications. An energetic Finance Director is now sought to strengthen the existing management team.

Reporting to the Managing Director, the successful candidate will assume total responsibility for the accounting and financial management of the company. Managing a small team, the Finance Director will be expected to play an active role in strategic planning and must be capable of understanding the market in which the company operates.

Aged 28 to 40, you will be a chartered accountant who is results orientated and relishes the prospect of joining a highly charged management team. Given the nature of the business, computer literacy is essential as is the ability to relate to people at all levels. This is a first class opportunity for a commercially minded financial manager to share in the future success of this growth company.

Please write in confidence to David Kennedy,
Clark Whitehill Consultants, 25 New Street Square, London
EC4A 3LN.



CLARK WHITEHILL

Executive Selection

FINANCIAL ACCOUNTANT

£25K • BEDFORD

National Carriers Contract Services has established itself as one of the leading growth companies within the NFC Group. It supplies dedicated warehousing and distribution services of the highest quality to a wide range of industrial and retail customers. In the last five years it has grown four-fold with a considerable turnover in excess of £70m and some 2000 staff: 2500 vehicles and trailers which operate from approximately 110 locations.

The Company wish to appoint a Financial Accountant on the retirement shortly of the present incumbent.

Responsible to the Finance Director, the Financial Accountant is accountable for the effective maintenance of all financial accounts and associated matters to meet statutory requirements and standards. This also involves all taxation and insurance matters.

The successful applicant will be fully qualified with accounting experience which will preferably have been gained in a commercial environment. He or she must be able to demonstrate leadership skills and have the ability to motivate an enthusiastic team.

We offer a salary package of circa £25,000 plus an opportunity to purchase shares in the NFC Group.

Applications in writing, should be addressed to Mr. M J Bain, Personnel Director, National Carriers Contract Services, The Merton Centre, 45 St. Peter's Street, Bedford, MK40 2UB.



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Connaught-Mailand

FINANCIAL PLANNING & CONTROL

YOUNG QUALIFIED ACCOUNTANTS

£25,000 (INC. BONUS) PLUS CAR AND EXCEPTIONAL BENEFITS

Volvo Concessionaires is an important and highly successful subsidiary of Lex Service plc, the £15 billion automotive and electronic distribution group.

The company's ambitious and innovative approach provides a stimulating environment in which talented people have every opportunity for personal development. This is particularly true in the finance function which has a young high-calibre team and the following vacancies arise from internal promotions and re-organisation.

Ipswich - Accounting Manager

Based at the company's accounts centre, the Accounting Manager's role is essentially that of a Controller providing a full financial service to the management of two recently established but already successful self-contained business units. Ref: 1684/FT.

Marlow, S. Bucks - Financial Analyst

As the sole report to the Financial Planning Manager at the Company Headquarters, the Analyst will be involved in all aspects of financial planning and management information. He/she will also have personal responsibility for providing a financial service to the marketing and operations management of the £100m parts business. Ref: 1685/FT.

The common requirements are for a commercial outlook, analytical skills and the ability to communicate effectively with non-financial management.

Benefits include a non-contributory pension scheme, private medical insurance, 28 days' annual holiday, plus relocation if appropriate.

Write or telephone for an application form or send full details (with daytime telephone number and current salary) to our advisor, R.A. Phillips, AGS, FCI, Phillips & Carpenter, 2-5 Old Bond Street, London W1X 3TB. Tel: 01-493 0156 (24 hours).



Financial Director

DESIGNATE

West London

£30,000 + Car

Our client is the subsidiary of Europe's largest manufacturer of automotive batteries. In the UK it is an importing, warehousing and distribution business.

Reporting to the Director and General Manager, the new Finance Director (designate) will advise the Board on financial planning and control, will manage the company secretarial, accounting, stock control, warehousing and distribution functions, and review existing systems, computerising where appropriate.

Candidates should hold a recognised accounting qualification

and have experience of financial management, preferably in manufacturing or distribution industry. They must be well versed in the preparation and interpretation of financial and management accounts, cash and credit control and the use of computers, particularly PCs.

The remuneration package will include a car and other attractive benefits.

Please write or telephone for written background information and/or informal discussion, quoting Ref. Number 451 to: Peter Nielsen at the address below.

MKA SEARCH INTERNATIONAL LIMITED

MKA House, 36 King Street, Maidenhead, Berkshire SL6 1EF. Telephone: 0628 75956

Maidenhead, London, Worcester



Search, Selection & Management Consultancy

FINANCE DIRECTOR & COMPANY SECRETARY

West Yorkshire

£28,000 + Bonus + Quality Car

Our client is a rapidly expanding, £20m+ turnover private Company, engaged in the distribution of housewares. The Company has now reached a critical stage in its development, and as a result of the impending retirement of the present incumbent now seeks to appoint a new Finance Director & Company Secretary to play a key role in the commercial direction of the business, both operationally and strategically.

- Reporting to the Managing Director and supervising a team of 8, you will be responsible for:
- Establishing and maintaining effective financial reporting systems
 - Ensuring the provision of timely and accurate financial and management information
 - Interpreting this information and advising the Board accordingly
 - Assisting the Managing Director in the evaluation and formulation of business development policy
 - Treasury Management
 - Company secretarial duties

Candidates, aged 35-50 will be qualified accountants with significant experience in financial management reporting gained at senior level within a commercial environment. The successful candidate will also be able to demonstrate:

- The ability and maturity necessary to manage a finance function within a fast changing environment
- Pragmatism allied to business flair
- Excellent communication skills
- Initiative reinforced by energy and commitment

The opportunity offers an attractive salary package which includes private medical care, pension scheme and relocation assistance where appropriate. Interested applicants should send, in confidence, a detailed curriculum vitae including current remuneration to: Mark Carrigan, Spicers Consulting Group, 12 Booth Street, Manchester, M60 2ED.



SPICERS CONSULTING GROUP

A MEMBER OF SPICER & OPPENHEIM INTERNATIONAL

Swaps Accountant

Major International Bank

ACA/CACA

Competitive Salary Package

Our client, a top rated bank, offers a wide range of financial services to corporate clients throughout the world. This leading position has been achieved by a strong commitment to excellence combined with the development of innovative financial engineering products within both their domestic and international markets. The London office plays a central role within their global expansion and is consequently enjoying significant growth.

Their Swaps Financing business has developed rapidly and present particularly complex challenges for the existing financial control and reporting systems. In order to strengthen these resources, they therefore intend to appoint an experienced professional who will take full responsibility for the Swaps accounting and controlling systems, their further refinement and integration within the organisation as a whole.

Interested candidates should write, enclosing a comprehensive Curriculum Vitae, to Charles Macleod, Manager, Financial Services Division, Michael Page Finance, 39-41 Park Street, London WC2B 5LH or telephone him on 01-831 2000.



Michael Page Finance

International Recruitment Consultants
London Bristol Windsor St Albans Leatherhead Birmingham Nottingham
Manchester Leeds Newcastle-upon-Tyne Glasgow & Wodwide

The successful candidate will possess the following attributes:

- aged 28-35 years;
- qualified ACA/CACA;
- previous experience within the financial service industry giving a good knowledge of capital markets preferably swaps;
- familiarity with automated, multicurrency reporting and management systems;
- excellent communication and supervisory skills combined with a high level of computer literacy.

This is a high profile role which, being located within the Dealing Room, gives first hand exposure to fast moving financial markets. The position reports at Senior Manager level and is responsible for a staff of four.

ACCOUNTANTS HEALTH WARNING!

This is not for the faint hearted. We are a rapidly growing marketing services group looking for a qualified person with enough ambition to find personal success whilst taking us profitably into the 90's.

Position: Group Financial Manager
Based: Chertsey, Surrey.
Salary: Attractive salary subject to experience + car + bonus
Apply initially by CV to: Mrs. V. Wilkinson, Advertising & Marketing Associates Ltd, Patterson House, Gogmore Lane, Chertsey, Surrey, KT16 9AP

AMERICAN BANK

2 ACAs to £25,000 + mortgage subsidy + profit share

"Big 8" Qualified One newly-qualified ACA is required for challenging position within the Project Team of a prime American bank. Another, more experienced ACA, is required as a Team Leader in the same area. They are high profile roles, the successful candidates will possess excellent interpersonal skills and relate well to senior management. Initiative and self-motivation are essential. Candidates, mid 20s to early 30s, should have "Big Eight" experience and enjoy front line responsibility.

Please contact Sarah-Anne on 01-583-1661 or send cv to her in confidence, ASB INTERNATIONAL RECRUITMENT, 50 Fleet Street, London EC4Y 1BE (part of ANGEL INTERNATIONAL RECRUITMENT)

Financial Controller

International Merchant Bank's London operation require a recently qualified A.C.A., ambitious for a responsible management role and seeking to broaden experience. Competitive salary/benefits package.

As a result of expansion prompting an internal promotion, a well established and highly successful international merchant banking group have created an additional position within the organisation for a recently qualified Chartered Accountant, ambitious for a progressive international banking career opportunity.

Initially located within the Leasing & Asset Finance subsidiary, the role is City based. Principal responsibilities will cover day to day accounting and supervision of EDP systems; planning — budgeting, monitoring and control; treasury — cash management and loan interest rate co-ordination utilising money market products; marketing support — liaison on funding requirements and facility operation/administration.

The marketing support responsibilities are particularly relevant and emphasised by working with Account Managers and undertaking an active client liaison role.

The significance of the appointment will be reflected in a substantial remuneration package negotiable in the salary range £25,000 p.a. plus banking benefits to include a car.

GORDON BROWN & ASSOCIATES LTD.
RECRUITMENT CONSULTANTS



5TH FLOOR, 2 LONDON WALL BUILDINGS,
LONDON EC2M 6PP
TEL: 01-628 7601 FAX: 01-638 2736

Gordon Brown

Management Accountant

South East

£25K + car

Our client is one of the world's leading defence contractors.

They possess an expertise and reputation for excellence firmly founded on over 20 years of pioneering work and an enviable string of achievements.

Achievements that require the very highest calibre personnel to maintain the total excellence, the international respect and rising success on which they have built their name.

They're constantly engaging in new and exciting initiatives like a far reaching IT development programme with which you will be involved.

You will lead a team providing and interpreting management information including the preparation of monthly management

accounts, annual budgets and 5 year plans. This is a high profile role requiring initiative and a pro-active approach to problem solving.

You will probably be aged 27-40, with ACMA or equivalent qualifications, have a minimum of 3 years' post qualification experience and possess good interpersonal and management skills.

As well as an excellent salary you'll also enjoy a generous benefits package which includes an executive car and full relocation assistance.

If you are looking for a challenging career development opportunity please write with full details. These will be forwarded direct to our client. List separately any companies to which your application should not be sent. Robert Burton-Sanigar, ref. RBS/B/97.

MSL Advertising

MSL Advertising,
32 Aybrook Street, London W1M 3JL

Chief Accountant

H A M P S H I R E

£ negotiable + car

We are a large international firm of Consulting Engineers and are seeking a successor to our Chief Accountant who will be retiring in the Summer.

Applicants must be qualified Accountants, preferably with experience of the service sector, who can meet the challenge of complex systems and tight deadlines whilst leading a Department of 14 people.

Age is not a limiting factor but it is unlikely that anyone under 30 would have the necessary experience and presence.

The Chief Accountant is responsible to the Secretary for the total accounting function and the successful applicant will be expected to make a major contribution to the continuing development of our interactive computerised system.

The salary, which is negotiable, will be enhanced by an attractive benefits package including car and pension scheme.

Please send your CV, including salary progression, to Mrs Doreen Lowe, Staff Services (Recruitment), at

Scott Wilson Kirkpatrick
CONSULTING ENGINEERS

Scott Wilson Kirkpatrick & Partners • Scott House • Basing View • Basingstoke • Hampshire • RG21 2JG • England

Finance Director

to £28,000 + car + bonus Liverpool

The Robert Smith Group of companies is primarily engaged in steel stockholding, manufacturing and supply to the oil and gas industry, international road haulage and as Mercedes-Benz and Porsche main dealers. Turnover is in excess of £30m.

The Finance Director will join the board of the parent company as the group enters its next important phase of development. Reporting to and working closely with the Managing Director, a major priority will be to direct and enhance the finance function of the group and be a key member of the management team providing financial guidance in all areas.

In the age range of 28-40 applicants should be qualified chartered accountants who can demonstrate commercial flair and some experience of corporate acquisition work. Please write enclosing a career history quoting reference R176 to David Wells, Arthur Young, Commercial Union House, Albert Square, Manchester M2 6LP.



Arthur Young Corporate Resourcing

A MEMBER OF ARTHUR YOUNG INTERNATIONAL

EXCEPTIONAL YOUNG ACCOUNTANT/MBA

North West to £22,500 + Car

Our client is a highly successful public group with diverse interests in the UK and international markets. Internal promotion has created an outstanding opportunity at Group level.

The postholder will primarily be concerned with treasury management activities and in addition will be involved with various projects at Group and subsidiary levels. Treasury activities will include cash flow forecasting and management, dealing on the money markets and the negotiation of interest rates and debt facilities. Ad hoc work will include the development of management information systems and the analysis of major projects.

The position would suit a young qualified accountant or MBA with treasury or corporate finance experience gained in a professional firm or banking environment. As the position involves liaising at the most senior levels in the Group, excellent presentation and communication skills are essential.

Interested applicants should send a comprehensive career résumé including salary history and daytime telephone number, quoting reference 3007, to Peter Hornby, Executive Selection Division.

Touche Ross

Eleven Albion Street, Leeds LS1 5PJ. Tel: 0532 444741.

BLOODSTOCK - ACCOUNTANT

circa. £20,000 + Car

Required for large stud and racing establishment near Newmarket, Suffolk.

Must be able to work on own initiative and have the ability to communicate at all levels.

Responsibilities to include the preparation of computerised (I.B.M. S.36, AS 400) monthly management accounts, budgets and cash flow forecasts together with a variety of ad-hoc assignments. Principally based at Newmarket but also visiting other locations at regular intervals.

Whilst not essential, an interest in horse racing would be advantageous.

Apply in writing (with C.V.) in strict confidence before Friday 17th February to Box A1129, Financial Times, 10 Cannon Street, London EC4P 4BY



VICON

FINANCE MANAGER

Hants Coast £30,000 package + car

Vicon (UK) markets and supports a sophisticated range of CCTV equipment and systems for use in commercial and industrial surveillance applications. The security industry has been enjoying double digit growth for many years.

Continued growth in the UK and Europe now requires the addition of a qualified accountant to the management team. A subsidiary of a public US parent, Vicon (UK) contributes 15% to worldwide revenues and is thus fully supported.

The Finance Manager will control three

accounts staff and have a major hand in day to day operational management as no. 2 to the MD. Computerised systems are in place and there is thus considerable scope. He/she will work closely with the MD and make a strong contribution to business planning and commercial strategy.

The position requires a business minded, computer literate accountant with general management ambitions. An attractive salary will be enhanced by a profit based incentive.

To apply, please send full career details to Mike Smith, quoting ref V/ASG.



Peat Marwick McLintock

Executive Selection and Search

Abbots House, Abbey Street, Reading RG1 3BD

European Audit Manager

Northern Home Counties

To £35,000 + Car

This corporation is a world leader, highly successful and profitable in its market segments. It is a \$2.5bn worldwide organisation which is expanding in Europe by growth and acquisition. It employs 6,000 in over 20 manufacturing and marketing locations in its European structure.

This appointment is a key role in the European management team. It reports directly to the American Headquarters and has broad ranging responsibilities in financial and operational audit including project work covering acquisitions studies and the introduction of new computerised systems. The appointment manages a small team based in the UK and Germany.

Candidates aged probably 28-35 and qualified accountants, will have broad-based senior auditing experience preferably gained in a multinational environment. The position is ideal if you are looking for your first full management role. Prospects in this expanding corporation are excellent, particularly if you want to move into an operational role. An additional European language would be an advantage.

Candidates should apply in writing sending a full CV. to Geoffrey Forester, Berndtson International, 6 Westminster Palace Gardens, Artillery Row, London SW1P 1RL.

Berndtson International

Management Consultants, Executive Search

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Provide the financial dimension to match our growth

Motorola is at the forefront of the highly competitive mobile communications industry. Our innovative technological capacity and progressive business environment have resulted in the winning of many significant international contracts. Perhaps the largest and most prestigious of these is to supply the infrastructure to secure a truly European network of mobile communications.

To accommodate all this activity, we're continually growing as an organisation. The financial implications of this process are tremendous. As a result we need the following proactive professionals with an aptitude for problem solving and planning to join us at our brand new facility in Swindon.

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You will enjoy full responsibility for setting up and managing the Cost Accounting function, placing particular emphasis on manufacturing/inventory control systems, C.O.S., pricing, budgets and management reporting.

Ideally, you will have at least 4 years' experience of a similar function in a multinational manufacturing company.

FINANCIAL ACCOUNTING MANAGER

You will start up and manage our financial accounting services, key areas of which will include monthly management/financial accounting, internal control procedures, fixed assets and treasury items.

To succeed you will need a minimum of 4 years' experience as a Chief Accountant/Financial Manager in a manufacturing environment and a knowledge of US reporting formats.

M.I.S./F.I.S. PROFESSIONAL

Managing the transfer of Management and Financial systems to the new facility, you will receive technical support from our existing M.I.S. systems in the UK and U.S.A. as you set up prime financial systems.

You will need at least 3 years' working knowledge of computer applications in the context of Financial and Cost Accounting Systems, MRP and Product Analysis, ideally covering IBM mainframe and PCs.

For all of these positions we offer an excellent salary and benefits package, including relocation assistance where appropriate.

Get in touch with your future — send your brief cv quoting Job Title to Annette Kennedy at Motorola Ltd, Communications Division, Jays Close, Viables Industrial Estate, Basingstoke, Hants. RG22 4PD. Or call her during normal office hours on (0256) 484201.



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Hoggett Bowers

Financial Director

Capital Equipment East Anglia To £32,000, Car, Benefits

This rapidly expanding, market leading company, an autonomous subsidiary of a £600m international group, manufactures a quality range of truck, trailer mounted and self-propelled access equipment. They now seek to appoint an ambitious experienced professional to be responsible for the complete financial and accounting functions and as a member of the senior management team, play a major role in the future development and success of the organisation. Reporting to the managing director, aged 28-45 and qualified to ACCA/ACMA, you will be able to demonstrate a proven track record in senior level positions within a manufacturing/engineering environment. In this expansive operation, necessary qualities include technical expertise, the ability to communicate effectively at all levels, direct experience of computer systems and a 'hands on' management style. Future career prospects are excellent and a relocation package to this attractive and accessible area is provided where necessary.

J Thorne, Hoggett Bowers plc, 3 Wellington Court, Wellington Street, Cambridge, CB1 1HZ, 0223-234441, Fax: 0223-232250. Ref: F13017/FT.

Group Operational Auditors

North London/City Package Up To £32,000, Car

This highly profit oriented company which operates in finance and property development, offers a stimulating platform to move into the fabric of commercial enterprises. As part of a planned expansion this multi-disciplined team now seeks to extend their specialist audit function embracing all company operations and providing a progressive internal management consultancy and audit service. The ideal candidates aged 25-40 will be qualified ACCA's with a minimum of one years relevant post-qualification experience and display a flair for identifying commercial opportunities outside the more traditional accounting function. Personal qualities will include a flexible individual who can demonstrate effective interpersonal and organisational skills to achieve maximum results. This highly visible role should be considered as a stepping stone for future advancement into senior line management within the group. Significant basic salary enhanced by profit share and associated executive benefits.

R.E. Boylan, Accountancy Division, Hoggett Bowers plc, 1/2 Hanover Street, London, W1R 9WZ, 01-734 0823, Fax: 01-734 9756. Ref: K16003/FT.

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FINANCE DIRECTOR

NW Manchester • c.£35,000 plus car and bonus

Our client is a major division of a large British multi-national. Operating on a world-wide basis the division, with its headquarters in north-west Manchester, manufactures and markets a range of rechargeable standby and portable power products into the Telecoms, Computer, Power Generation and Portable Appliance markets.

With a leading market share in the UK, Western Europe and the Indian sub-continent and a recent acquisition in North America, the business is poised for further profitable expansion. Due to internal promotion, our client is seeking a Finance Director to join the Executive team.

The position, which will report to the Divisional Managing Director, will have full financial responsibility for this international business including all budgeting, financial planning and control and internal accounting. A key task will be the implementation of the Group's financial process.

Applicants must have had at least 5 years' experience at a senior level in a manufacturing environment with a well recognised and clearly understood culture of strong financial management. Qualified and educated to degree level with sound IT experience, candidates should be able to demonstrate the capacity for progression within the Group.

A fully competitive salary of around £35,000 and benefits package plus a significant performance related incentive scheme will be offered.

Applications from both men and women should include a brief CV together with current salary and the names of any organisations to which your application should not be sent, and be addressed to: T.L. Roberts, Director, Ref 903, Associates In Advertising, 5 St. John's Lane, London EC1M 4BE.

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Chief Accountant — City

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Reporting to the main board, the Chief Accountant will have day to day responsibility for the accounts function. Managing a small team, specific duties will include the production of monthly management accounts for submission to the board, dealing with the taxation affairs of the bank, preparation of year end accounts, maintaining close liaison with the external auditors and the training and development of finance staff. In addition, a key task will involve the conception, development and implementation of a costing system to cover all major services.

The successful candidate will be a chartered accountant, aged 28-40, who has achieved good career progression to date and can exhibit a hands on, commercial approach. Familiarity with computerised systems is also essential. The position demands a persuasive but diplomatic personality who can increase the scope of the initial brief in due course. An excellent remuneration package is offered, the base salary being dependent upon experience. The primary benefits include a car, non-contributory pension scheme and subsidised mortgage.

Please write in confidence quoting reference 7331 to David Kennedy, Clark Whitehill Consultants, 25 New Street Square, London, EC4A 3JN.



CLARK WHITEHILL
Executive Selection

BANK OF ENGLAND ECONOMISTS AND MATHEMATICIANS

The Economics Division has vacancies for economists with good quantitative skills to work as part of a team of some forty economists engaged in policy analysis, research and forecasting of the UK financial system and economy. Experience of forecasting or econometric analysis of monetary, macro economic or international topics would be an advantage, as would expert knowledge of the UK economy and financial institutions.

The Financial Statistics Division invites applications from recent PhD or MSc graduates in mathematics for its Mathematical Techniques Group to work on bonds/options analysis. The work is directly related to the Bank's operations in the financial markets and, although no background in any specific branch of mathematics is required, a high degree of mathematical maturity and the ability to learn new skills is demanded.

Appointments in both divisions may be on contracts of two to three years or to the Bank's permanent staff. Salaries will be negotiable, depending on age and experience. For application forms please write to:

**D A Sharp, Personnel Division (HO-5),
Bank of England, Threadneedle Street,
London EC2R 8AH,
or telephone 01-601 4618**

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BANK OF ENGLAND



FINANCE DIRECTOR

Gr Manchester c. £25,000 Package
Late 20's/Early 30's + Car + benefits

This specialist manufacturer (turnover approaching £10m) has set its sights on an ambitious expansion programme - both within its traditional market-place and into new identifiable product areas. It is part of a large and dynamic UK Group that recognises significant opportunities for this subsidiary to capitalise on its proven design and production strengths. In this demanding environment, a commercially-orientated finance professional is required to complete the executive team.

Your role will have a dual focus. Firstly, you will spearhead the development of pc-based management information systems that can satisfy the demands imposed by a fast-moving and competitive business environment. Additionally, you will take a prominent role in the management effort that will drive the company towards its performance targets.

To meet this important challenge you will be a qualified accountant who has a successful track record in manufacturing industry. You will enjoy a high level of self-motivation, excellent communication skills and plenty of enthusiasm. The potential for the company - and your own career development within the Group - is excellent.

Please apply to Dudley Heston at our Manchester Office quoting ref M990

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Manchester M2 1EA Tel. 061-834 0618

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FINANCIAL DIRECTOR
Clevedon, nr. Bristol to £35,000

... to head the Finance Department of one of the leading manufacturers and suppliers of intruder and alarm equipment. You will contribute to the management and continuing development of the business, providing financial guidance in all areas... focusing, in particular, on enhancing the integration process with a recently acquired company.

FINANCIAL CONTROLLER
Reading £17 - 26,000

... for a highly successful retailer of fire and intruder alarm products to trade customers.

Reporting to the Finance Director, you will lead a small team, taking a 'hands-on' approach to both Management and Cost Accounting within the busy Financial Department.

With a wide range of accountancy skills, you will be familiar with the requirements of branch accounting in a computerised environment.

CHIEF ACCOUNTANT
Nr. York £17 - 22,000

... with the UK's predominant manufacturer of community alarm systems. Responsible for all financial accounting and related administration, you will provide monthly and annual reports for the Financial Director, as well as improving our existing computerised systems.

You will have at least 2 years post-qualification experience and a bright, innovative approach. A sound knowledge of computerised systems is essential.

For each position, the attractive salary and benefits package includes fully expensed company car. Given our continued expansion, the career prospects are excellent.

Please apply, enclosing full career and salary details, to:

**Yvonne Fisher, Personnel Department, Tunstall Group PLC,
Whitley Lodge, Whitley Bridge, Yorkshire DN14 0HR. Tel: (0977) 661234.**

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Abbey National is a confirmed leader in the growing financial market place; we maintain this position by constantly developing our facilities and recruiting people with exceptional ability. We have the opportunity for an ambitious individual to join this successful expansion in the Group Finance Department as a Financial Systems Accountant. As a qualified Accountant with experience of implementing a general ledger or alternatively having worked as an end user within a large company, preferably using MSA, you'll have gained the necessary experience for this position. Working with your staff in a team environment, it will be your responsibility to implement financial systems to approved existing requirements. You will need initiative and good organisational abilities to prepare relevant documentation, procedure manuals and develop accurate management reporting information. Good communication skills are essential, as you'll conduct training sessions and liaise with other departments and external bodies associated with this important development. In addition to excellent prospects for career development and attractive salary, we offer a full range of benefits which include profit share, concessionary mortgage and relocation assistance where appropriate. To apply please send a comprehensive CV to Bill Whitehead, Personnel Department, Abbey National Building Society, Abbey House, Baker Street, London, NW1 6XL. The closing date for completed applications, which are invited from all sectors of the community, is the 17th February, 1989.



PA TO PARTNER £30,000

Our client, a small progressive firm of Chartered Accountants, seek an ambitious qualified (ACA Preferably) to assist the Senior Partner with the maintenance of an impressive client portfolio and the monitoring and supervision of an audit team. In the first instance please contact David Paton on 01-580-5522, alternatively write to:

Executive Search Division, Hynes Association Ltd, Wells House, 77-79, Wells Street, London, W1.

BUSINESS PLANNING MANAGER c£25,000 + CAR

Reporting to the Director of Finance of this Multinational Franchising Operation, this position is responsible for the maintenance and analysis of all financial data to support the Company Management in the effective management of the Company Markets, and to provide data to the Parent Headquarters. Send full C.V. to:

Michael Price Executive Search Division Hynes Association, Wells House, 77-79, Wells Street, London, W1 Tel: 580-5522 Fax 523-1107.

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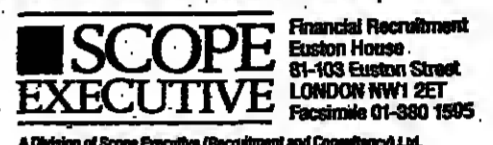


THE ORGANISATION ILG TRAVEL and its sister company AIR EUROPE, form the major part of INTERNATIONAL LESURE GROUP, a highly profitable progressive business expanding in one of the fastest growing market sectors in Europe. In four operating, ILG TRAVEL carries two million holidaymakers per year with annual sales in excess of £200m. Market penetration is achieved via strong brand names such as WITASLIM, CLUB 18-30 and GLOBE AIR, and these are backed up with latest technology I.T. systems, one of the key areas in maximising financial performance.

THE ROLE Reporting to one of the Brand Managing Directors the Controller will be fully involved in business decision making, particularly in the areas of pricing, promotional spend and discounting. With mainstream financial accounts being processed centrally the focus will be on financial planning and analysis and a variety of performance measurement techniques supervising a small highly motivated team.

THE CONTROLLER You will be a qualified accountant, male or female, with a business attitude rather than the more stereotypical accounting approach. You will consider good communications between managers of different functions to be essential to the success of an enterprise. You are likely to be aged 28-45, and looking for a first, or more challenging, Controller's position.

Please apply to: GERRY PEARSON 01-387 8118



Financial Controller

Scottish Borders £Excellent + Car

Keltek Electronics Limited is a £10m t/o autonomous subsidiary of Cambridge Electronic Industries plc. Specialising in the manufacture of electronic systems and assemblies, they are situated in the attractive South East of Scotland. The group itself is growing rapidly with an annual turnover approaching £200m and employing over 6,000 people in the UK and overseas. Due to promotion within the group we now seek to recruit a Financial Controller to take responsibility for the finance function.

Reporting to the Managing Director, the successful candidate will be a key member of the company's management team and will be expected to contribute strongly to the overall running of the business.

Suitable candidates will possess:

- * Prior exposure to the financial management of a business
- * Management accounting experience in a manufacturing environment
- * Thorough knowledge of computerised business systems
- * The ability to be a good team worker, leader and communicator.

You will be a qualified accountant, probably aged 30-45 years, with a successful track record to date, and the desire to contribute to the on-going success of this company and the group.



The salary and benefits package, including relocation assistance where necessary, will reflect the importance of this key role.

In the first instance please send your c.v. to Mr. N.T. Smith, Personnel Manager, Cambridge Electronic Industries plc, Box 155, 100 Hills Road, Cambridge CB2 1LQ, or telephone him on 0223 314747.

Financial Controller

Milton Keynes c£30k plus Car

Our clients, part of a major international Group which embraces cosmetics, adhesive tapes and medical products are amongst the leaders in their field. They have an enviable reputation for the range and quality of their products and for their emphasis on service.

Their fast growing UK operation markets and distributes a range of products to industrial users, to the retail sector and to major health authorities and suppliers. Growing emphasis on management control and profit centre responsibility has led to the creation of a new post of Financial Controller, who in addition to managing a well established accounting system will:

- prepare plans, forecasts and budgets
- operate the management reporting system and routine reports to the Parent Group
- enhance the quality and scope of the financial information provided to management.

The successful candidate, probably in the age range 30-40, will hold a recognised accountancy qualification. He or she will have at least 4 years' post-qualifying experience in industry including operational responsibility for management reporting in a medium sized business preferably in a marketing/distribution environment. Commercial awareness is an important attribute as are maturity, confidence and good communication skills.

This is the senior financial management position in the company and the salary/benefits package reflects the importance of the appointment.

Write in confidence to John Gregory at John Curtis and Partners, Selection Consultants, 255 Silbury Boulevard, Central Milton Keynes MK9 3ND, demonstrating your relevance clearly and quoting 5189/FT. Both men and women may apply.



VAT Manager

Morgan Grenfell & Co. Limited, a member of The Securities Association, require a VAT specialist to take over an established post. The VAT Manager has full responsibility for compliance (supported by computer systems) and planning and advisory work on all aspects of the group's businesses in the UK. There are also opportunities to advise on the VAT aspects of client transactions.

The ideal candidate will be a graduate, and either have had experience with Customs and Excise or be a Chartered Accountant with a number of years' experience preferably within the financial sector.

He/she must be able to work on their own initiative with a small team of professional tax specialists. This is an opportunity for an interesting and rewarding career.

The remuneration package will be highly competitive and will include a preferential mortgage scheme, non-contributory pension scheme and private medical cover.

Applications, including full personal and career details, should be sent to:

Miss G. Nash
Morgan Grenfell & Co. Limited
23 Great Winchester Street
London EC2P 2AX



Company Accountant

c.£20k + benefits + car Portsmouth Area

This manufacturing subsidiary of a group which supplies ceramics and toiletries to one of the UK's most impressive retail chains, is a dynamic, enterprising company, who are facing the future with well established optimism.

Reporting to the Financial Director, you will undertake to provide a comprehensive accounting function. Current annual turnover is estimated at £7-10 million with realistic forecasts indicating a steady growth into the future.

Attitude of mind, together with a fund of broad based experience, takes precedence over all other considerations, including age and qualifications. You will be developing and supervising their extensive computerised accounts system and a good background within a fast changing manufacturing environment is essential. Energetic, highly motivated and adaptable, you should be capable of responding enthusiastically and effectively to the wide demands of this high calibre post, and keen to identify your own progression with their ongoing development.

Please write with full C.V. to Anne Pritchard, PER, 62 High Street, Southampton SO9 2EG.



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FINANCIAL DIRECTOR

CARDIFF

c £25,000 + COMPANY CAR AND BENEFITS

A leading manufacturer of specialist equipment (subsidiary of U.K. PLC) is now looking towards major expansion and is seeking an energetic and professional Financial Director. The candidate will be responsible for the development and direction of the financial information systems and the implementation of a new integrated computer system. As an important member of the management team there will be a key role in the planning and achievement of business objectives.

Candidates aged 28-40 are likely to be graduate qualified accountants with excellent management skills and a proven record of effective contribution to the financial management of a large Manufacturing Company.

Benefits include company car, BUPA, performance related profit share, contributory pension scheme and relocation assistance, if necessary.

In the first instance, please address your C.V. to:
John Russell, c/o P.S.B.S., 107/115 Long Acre, London, WC2E 9NT.

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Style Conferences was formed in 1978 and is now the market leader in the provision of Corporate Training and Education facilities with a T/O approaching £10m. Their established objective is to provide professionally managed, cost effective, high quality residential and training services. They currently operate seven prestigious centres in the South of England and their clients include many well known national and international corporations.

You will be a key member of the Senior Management team working closely with the Managing Director and responsible for statutory requirements, all aspects of financial planning and controls and for providing monthly financial and management reports. You will be supported by a small and effective fully computerised accounts department.

Suitably qualified, it is essential that you have proven managerial, commercial and communication skills together with the commitment and ability to support managers at all levels and to expand your role. The office is located in an impressive modern building with excellent facilities and 17.25 acres only 3 miles from the M4. Success in this role could lead to a Directorship and considerable job satisfaction.

Please send full CV in strict confidence to our consultant, John Steeds:

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An existing small ticket leasing company wishes to recruit a Financial Controller, following re-structure, capable of implementing and controlling the accounting systems and report generation required.

The position shall develop in responsibility within the rapid growth plan of the company and the successful candidate will demonstrate flexibility, enthusiasm and an ability to work within a small dynamic team as part of the management structure. Candidates, ideally 25-35 years old, may be fully or partly qualified, but experience both of lease accounting, either directly or indirectly is essential and also of P.C. accounting systems is important.

Please reply in writing enclosing full C.V. to Box A1134, Financial Times, 10 Cannon Street, London EC4P 4BY

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FOR ACCOUNTANTS

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appointment of a
DIRECTOR OF FINANCE AND
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This voluntary College has been providing Adult Education for residents in the Lambeth/Southwark areas of London since 1889. It has a tradition of high quality Music and Art within a programme currently offered for 13,000 students, ranging from Community Education and Adult Basic Education to the African Dance and Norwegian. From April 1990 the College will receive a direct grant from the DES. In order to provide the systems which the College will require post-1990, the Council wish to appoint a Director of Finance and Administration. A qualification in the area of accountancy would be an advantage.

For details and application form contact Jane Roberts, Principal, Morley College, 61 Westminster Bridge Road, SE1 7HT. Tel: 928 8501. Closing date Tuesday 14 February 1989.

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INTERNATIONAL COMPANIES AND FINANCE

Higher volume helps boost MCI

By Roderick Oram in New York

MCI Communications, the US's second largest long-distance telecommunications carrier after AT&T, has reported a five-fold increase in fourth-quarter earnings...

and profit growth in 1988. Net profits for the three months ended December soared to \$122m or 46 cents a share from \$23m or 8 cents a year earlier.

Higher volume over its transmission network coupled with other operating efficiencies boosted MCI's fourth-quarter operating margin to 13.5 per cent from 7.2 per cent a year earlier.

Wall Street also points to MCI's growing success in winning contracts from key corporations. About 17 per cent of MCI's revenues come from corporate customers using more than \$250,000 of its services a year.

Olivetti wins approval for Brazil move

By Ivo Dawmay in Sao Paulo

BRAZIL'S protectionist computer industry has suffered a defeat following a government decision to designate as "national" a new company created by Olivetti, the Italian business machines manufacturer.

The company, Tempo, was created to skirt rules which prohibit foreign-owned businesses from competing against Brazilian enterprises in the \$2bn-a-year micro-computer sector. It is expected to introduce highly competitive micro-computers using Olivetti know-how.

Hyundai in pact with Chrysler

By Roderick Oram

HYUNDAI MOTOR is to build cars at its new Canadian plant for Chrysler Motors under a newly signed co-operation agreement which could lead to other joint projects.

Medallion Dealers are left with the Premier, a full-size Renault-based car built in a Chrysler plant, the Summit, a compact car imported from Mitsubishi, and the Talon, a sports coupe made in Illinois by a joint venture between Chrysler and Mitsubishi.

The deal represents Chrysler's effort to catch up with General Motors and Ford Motor which have production links with low-cost Korean companies. The compact Lemans model sold in the US by General Motors' Pontiac division, for example, is made in Korea by Daewoo.

Compaq hits target as sales top \$2bn

By Louise Kehoe in San Francisco

COMPAQ Computer achieved its goal of registering more than \$2bn in sales for 1988, making it one of the fastest growing companies in US history.

Quarterly sales rose by 87 per cent to \$256m or \$6.27 a share, compared with \$136m or \$3.57 the previous year. Compaq's stock price rose by 1 1/2 to 7 1/4 in heavy trading yesterday morning.

Mr Anthony Paretti, head of gaming-law enforcement at the New Jersey Attorney General's office, said he had asked the state's Casino Control Commission to stop Drexel conducting business in Atlantic City until the licence hearing because of the New York charges. He said he expected the commission to agree to the temporary ban.

Drexel may face Atlantic City ban

By James Buchan in New York

DREXEL Burnham Lambert, the Wall Street investment firm at the centre of a US insider trading scandal, faces being barred from conducting business in Atlantic City under laws designed to keep organised crime out of its big casino industry.

State regulators in New Jersey confirmed yesterday that they were seeking to disbar Drexel from financing casino operations in Atlantic City until local regulators can rule on its fitness to hold a state licence to deal with casinos.

The highly successful and aggressive investment firm is believed by the state's Attorney General to have underwritten some \$3.2bn in junk or speculative securities for such Atlantic City operators as Bally, Golden Nugget and Caesar's World - and earned \$129m in fees.

La Générale can draw on \$1bn to fund development

By Tim Dickson and David Buchanan in Brussels

THE TOP managers of Société Générale de Belgique, the diversified Belgian holding company which last year fought off an unwelcome takeover from Mr Carlo De Benedetti, the Italian businessman, revealed yesterday that they have potential for raising roughly \$1bn of cash to develop their newly structured activities.

In a wide-ranging interview with the Financial Times 12 months after the dramatic bid battle began, Mr Hervé de Carmoy, chief executive, and Viscount Etienne Davignon, La Générale's vice-president and chairman elect, talked about the strategy they are developing for the group's subsidiaries, the relationship with Compagnie Financière de Suez, the French investment bank which is the company's new owner, their hopes for the share placing planned for this summer, and their attitude to Groupe Bruxelles Lambert, the country's other major holding company.

With the new management and new shareholders now nearing the end of a detailed review of their vast portfolio of businesses, Mr de Carmoy and Mr Davignon are anxious to present a fresh image and clearer objectives for the group. It is usually depicted as a sprawling empire of more than 1,200 stakes covering everything from diamonds and transport to building, banking and zinc processing.

GROUPES Bruxelles Lambert, Belgium's second-largest holding company, yesterday announced details of a complex share swap which reinforces its direct participation in Petrofina, the Belgian oil group, and Tractebel, the country's energy, telecommunications and media concern.

Mr Davignon insisted "the emphasis is on staying, not leaving." While committing itself to the development of these industrial and financial sectors (which account for roughly 70 per cent of the value of the portfolio and 85 per cent of the profits), La Générale is also signalling its intention to expand into new areas by grouping together its portfolio of other stakes under a fifth broad heading.

"This is the mobile part of the company," Mr de Carmoy explained, "where we can trade more, invest more if we want. If you combine this with the fact that we have a borrowing capability which is largely unused, and capital which is committed but not yet called upon, it means that we probably have room for manoeuvre of around \$1bn."

Yesterday's move does not change the balance of power, switching stakes held previously by key GBL shareholders and friends directly into the "daughter" company.

Under the deal, GBL is issuing 1,346,634 new shares, increasing its share capital by 7 per cent. In return it gets 181,728 shares in Petrofina held by Swiss-based Paragon. La Générale also acquires 100,000 Tractebel shares held by Cobepe, another Belgian holding group.

The recent sale of a small stake in the telecommunications concern Alcatel - partly on the grounds that the participation was not sufficient to wield any real influence - was not comparable because in this case the attitude of the main shareholders on bringing the company to market had changed.

Advertisement for BRITISH AEROSPACE. Includes text: 'This announcement appears as a matter of record only.', 'BRITISH AEROSPACE', 'Lease Financing of 8 Advanced Turbo Prop Aircraft and Related Spare Parts to BRITISH AIRWAYS Plc as Lessee', 'Lease Funds Provider: IBOS FINANCE LIMITED', 'Lessor: Subsidiaries of NWS', 'A Member of the Bank of Scotland Group', 'Arranged by: Banque Paribas (London)'. Logo for PARIBAS.

NEWS IN BRIEF

PENNZOIL, the US resources company, doubled fourth-quarter net income, largely a result of income gained from investment following the \$3m legal settlement with Texaco. Pennzoil's fourth-quarter net rose to \$98.1m or 88 cents a share from \$19.1m or 37 cents a year ago, while investment income advanced to \$35.7m, against a loss of \$11.8m.

Reebok earnings fall sharply to \$6.7m

By Roderick Oram

REEBOK International, the shoe and clothing manufacturer 32 per cent owned by Pentland Industries of the UK, has reported a steep dive in its fourth-quarter earnings.

Sales slipped to \$330.6m from \$340.2m. The Massachusetts-based company warned in late November that its fourth-quarter profits would shrink to between 1 cent and 6 cents a share because of increased competition and thinner margins.

Reebok also tightened management control of its Rockport and Avia shoe divisions after their sales growth fell short of targets.

Advertisement for TRAKYA CAM SANAYII A.S. Includes text: 'This announcement appears as a matter of record only.', 'TRAKYA CAM SANAYII A.S.', '(Member of Türkiye İř Bankası A.ř. and Türkiye řiř ve Cam Fabrikaları A.ř. Group) Turkey.', 'Second Float Glass Line', 'Foreign Currency Financing: DM 55,000,000 Fixed Rate Term Loan, U.S. \$5,000,000 Fixed Rate Term Loan, U.S. \$3,900,000 Equity Subscription', 'International Finance Corporation', 'U.S. \$20,000,000 Floating Rate Term Loan', 'Provided through Participations in an IFC Loan by Bank für Gemeinwirtschaft Aktiengesellschaft, Credit Suisse, Morgan Guaranty Trust Company of New York, Österreichische Länderbank Aktiengesellschaft', 'Local Currency Financing: U.S. \$15,700,000 Provided by Türkiye İř Bankası A.ř.', 'January, 1989'.



Caring for our clients.



S. B. Myer, Chairman

The 119th Annual General Meeting of The National Mutual Life Association of Australasia Limited was held at the Regent of Melbourne Hotel, 25 Collins Street, Melbourne on Tuesday, 31st January 1989. The

following are highlights from the Chairman's Address to the Meeting.

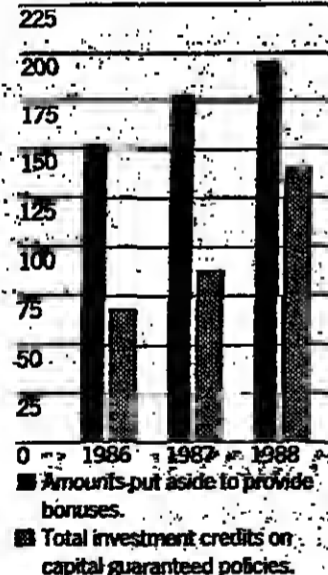
I am pleased to announce that the National Mutual Group has achieved a great deal in the past year.

High investment performance.

It is most interesting to consider the post-crash investment performance of National Mutual in Australia. The average rate of earnings after tax on our superannuation and life insurance Statutory funds for the 12 months to 30th November, 1988, was 16.8% for the No. 1 Fund and 14.2% for the No. 4 Fund.

The Balanced Portfolio in Australia's Number 2 Fund has averaged 20.5% per annum

over the three years to 30th November, 1988.



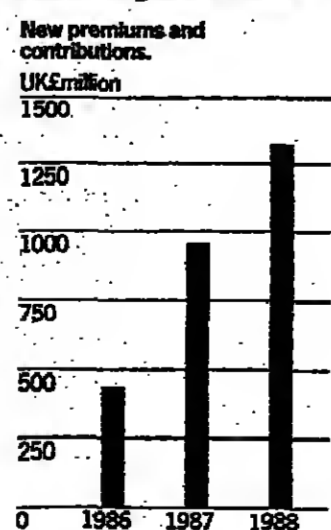
For the year ended 30th September, 1988, the Group allocated bonuses of £193 million to qualifying policies.

For the same period an amount of £138 million was credited to our life insurance and superannuation capital guaranteed policies.

Excellent sales results.

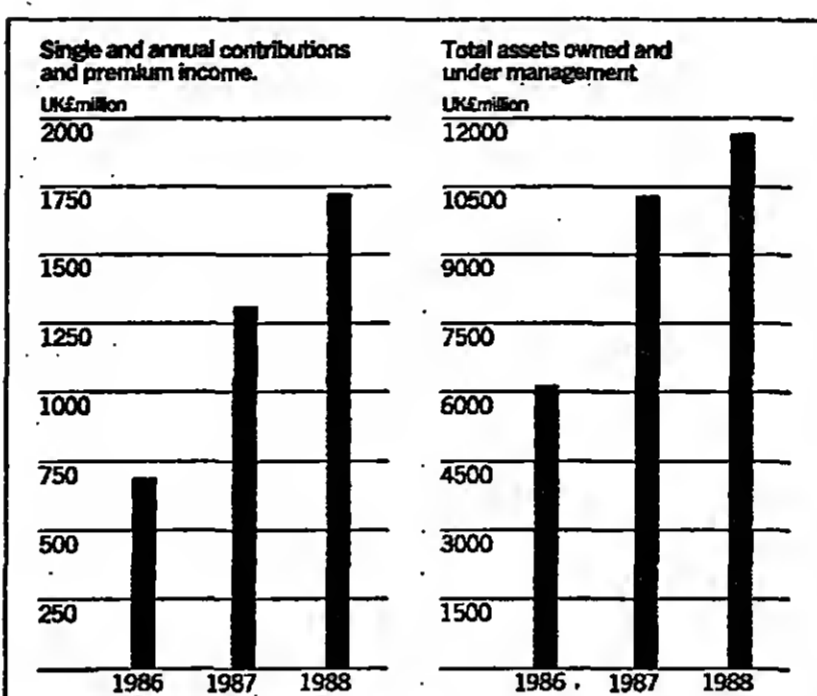
The Group's new premium and contribution income of £1,258 million for the year ended 30th September, 1988, was 40% higher than last year (£897 million). New premium and contribution income for the calendar year to 31st December, 1988 was over £1.4 billion. This is the first time that any Group headed by an Australian life office has recorded such a high level of new business and we are very proud of this result.

In the United Kingdom new annual premiums amounted to £25.2 million for the year end 30th September, 1988, which was 44% higher than the previous year (£17.5 million), single premiums and unit trust sales of £185 million were 30% lower than the previous year (£266 million).



As a company we do not believe in growth for its own sake.

However, growth and increased market share are good indicators of the public's perception of a company. Our increased new business market share demonstrates that we have the right products and services to suit our client's needs.



The National Mutual Group comprises: The National Mutual Life Association of Australasia Ltd, Life Insurance subsidiaries internationally, other subsidiaries internationally, Trusts and other assets under management by National Mutual Companies. Premium and contribution income includes deposits in respect of National Mutual Portfolio Management and approved deposit funds. All figures are expressed in Pounds Sterling using exchange rates as at 30 September 1988.

Major diversification.

The Annual General Meeting provides a good opportunity to remind policyholders of what the National Mutual Group is all about. There have been a number of significant changes to the business and regulatory environment in recent years including:

- The deregulation of financial markets in Australia, New Zealand and the United Kingdom.
- Globalisation of many aspects of the financial services market.
- Enormous advances in technology.
- The entry of new players into the life insurance arena.

National Mutual remains a major provider of life insurance, investment and pension products. To compete successfully in the new environment, the decision was made some years ago that the National Mutual Group would take advantage of local and global opportunities in life insurance and other financial services. This approach enables policyholders to reap the benefits of larger size and international opportunities.

In pursuance of this objective during 1988 the Group has:

- Acquired two United States-based life offices, Integrity Life Insurance and National Integrity

Life Insurance. We believe these acquisitions will give us profitable entry into the largest life insurance market in the world.

- Set up an International Investment House which has the responsibility for managing offshore funds from Australia and New Zealand together with the funds in our other international operations. This operation is well positioned to develop the role of fund manager for clients in overseas markets.
- Integrated our many Australian businesses including Australian investments.

We expect that these changes will lead to increased efficiency in our operations, greater levels of service for our clients and increased market penetration both at home and abroad.

Strategies for the future.

The keystone around which our long term goals and strategies are built is the mission statement of the Group Managing Director, Mr Eric Mayer.

"To ensure that all our people will eagerly and enthusiastically give exceptionally good service to the most important person, our client."

In the light of this mission statement the Board has adopted a number of strategic goals:

"To be a dynamic, secure, profitable and forward-looking international financial services group."

"To provide exceptional service to all policyholders."

"To ensure that our policyholders receive good value for money."

In pursuit of these we recognise the need to be a good employer and a good corporate citizen in the communities we serve. We have over the past year put in place strategies and policies to ensure that these goals are achieved.

Your Board is confident that their achievement will result in even better service for clients, providing a very good return on clients' money with products that change as the needs of clients change.

Send for our 119th Annual Review.

If you would like to know more please read our 1988 Annual Review which can be obtained by filling in and returning the coupon below.

To Julie Tragheim,
 NM Schroder Financial Management Limited,
 NM House, Seldown, Poole, Dorset BH15 1TD.
 Please send me a copy of the 1988 NM Annual Review.

Name _____
 Address _____
 Postcode _____



For the most important person in the world. You.
 The National Mutual Life Association of Australasia Ltd. (Incorporated in Victoria)

INTERNATIONAL COMPANIES AND FINANCE

BANCO BILBAO VISCAYA

NOTICE OF ANNUAL GENERAL MEETING

The first Ordinary General Meeting of Banco Bilbao Vizcaya will be held on Saturday, 25 February, 1989 at 12.30 pm, at the Cine Capitol, Villarias 10, Bilbao, Spain.

The agenda for this meeting is as follows:

- 1. Adoption of the financial statements and administrative matters for 1988, including the declaration of the dividend payable.
2. Appointment of Directors.
3. Appointment of Shareholder Auditors for 1989.
4. Approval of accounting practices in relation to the consolidation of accounts.
5. Authorise the Board to increase the share capital of the company from omc to time as the Board sees fit...

BUSINESS AVIATION & CHARTER

The Financial Times proposes to publish a Survey on the above on 30th March 1989

For a full editorial synopsis and advertisement details, please contact: Tim Kingham

on 01-248-8000 ext 3606 or write to him at: Bracken House, 10 Cannon Street London EC4P 4BY.

FINANCIAL TIMES

French steel group shows first profit in 14 years

By George Graham in Paris
USINOR SAGILOR, the French steel group, yesterday announced its first profit for 14 years.
Mr Francis Mer, the state-owned group's chairman, said net profits in 1988 were 620 million francs (\$700m), after a loss of FF70.5bn in 1987 and of FF12.5bn in 1986.

to meet all their customers' requirements.
'There is no question of increasing capacity,' Mr Mer said, adding that when the market turned down he would argue for the reintroduction of a form of the EC production quotas system abandoned in July last year.

sheet steel tripled to FF1.7bn.
Mr Mer announced that Usinor Sagilor plans to invest FF650m in a new galvanising line at Sainte Agathe in the Lorraine region, designed to produce around 250,000 tonnes a year of coated sheet for the car industry.

Swiss group reports first sales rise since 1984

By John Wicks in Zurich
OERLIKON-BUHRLE, the Swiss industrial concern, yesterday reported a 3.5 per cent increase in consolidated turnover last year to SF7.45bn (\$2.7bn), the first time sales have shown an increase since 1984 when they reached some SF4.95bn.

Enimont offers 20% on Milan bourse

By Alan Friedman in Milan
ENIMONT, the fledgling Italian joint venture chemicals company that is controlled by the state-owned Enichem and by Mr Raul Gardini's Ferruzzi-Montedison group, is hoping to raise around L1,000bn (\$720m) by offering 20 per cent of its stock to investors on the Milan bourse.

of Enichem and most of the chemicals and related businesses of Montedison and represents Italy's attempt to achieve the critical mass needed to compete in the global chemicals sector.
The plan, which is being examined by senior executives at the ENI group, which controls Enichem, and at Ferruzzi, is expected to go forward before the summer.

BSN alters management structure

By George Graham
BSN, the French foods group which is the world's leading producer of dairy products, has reorganised its management structure, at the same time promoting Mr Georges Lecallier to the position of executive vice chairman.

Brazil plans \$3.57bn sale of state company assets

By John Barnham in Sao Paulo
BRAZIL is planning a \$3.57bn sale of state company assets this year as part of a wider reform of its 200 debt-ridden state companies.
The Planning Ministry, which is responsible for economic strategy, says it will use the money to reinforce the state companies' \$15bn investment budget this year.

Solvay ahead by 23%

By David Buchan in Brussels
SOLVAY, the Belgian chemical group, yesterday announced a 13 per cent increase in sales and a 23 per cent rise in net earnings for 1988 compared with 1987 due to a broadly-based improvement led by its plastics sector.

Vienna bank takes 51%

By John Wicks
OESTERREICHISCHE LÄNDERBANK OF Vienna has acquired a majority shareholding of 51 per cent in BZ Bank, which is based in Zurich.

Enimont combines the assets

Enimont combines the assets of Enichem and most of the chemicals and related businesses of Montedison and represents Italy's attempt to achieve the critical mass needed to compete in the global chemicals sector.

LEGAL NOTICES

IN THE MATTER OF THE INSOLVENCY ACT 1986... NOTICE IS HEREBY GIVEN, pursuant to Section 462 of the Insolvency Act 1986, that a meeting of the unsecured creditors of the above named company will be held at the office of Cork Gully, Shalley House, 3 Noble Street, London EC2V 7DG at 11.00 am on Friday 24 February 1989 for the purpose of having laid before it a copy of the report prepared by the Administrative Receiver under Section 46 of the said Act and, if thought fit, appointing a Committee.

COMPANY NOTICES

GRAND METROPOLITAN PLC
£100,000,000 nominal 6 1/2 per cent.
Subordinated Convertible Bonds due 2002.
Adjustment of Conversion Price.
NOTICE is hereby given to the holders of the £100,000,000 nominal 6 1/2 per cent. Subordinated Convertible Bonds due 2002 (the "Bonds") of Grand Metropolitan PLC (the "Company") that the Acquisition of Pillsbury took place on 6th January, 1989 and accordingly, with effect from that date, the Conversion Price of the Bonds is adjusted to 658p per Ordinary share of 50p nominal value ("Share").

COMPANY NOTICE

U.S. MORTGAGE SECURITIES FUND
Societe d'Investissement A Capital Variable Luxembourg
R.C. Luxembourg: B24 527
Notice of Dividends
A dividend of U.S. dollars 0.82 per share is to be paid on and after February 2nd, 1989 to shareholders against remittance of Coupon No. 2.

Fannie Mae
\$900,000,000
9.75% Indexed Sinking Fund Debentures, Series SF-1999-A
Dated February 10, 1989
Interest payable on outstanding principal amount on August 10, 1989 and semiannually thereafter.
Cusip No. 313586 C56
Price 99.875%
Beginning on February 10, 1993 and on each Interest Payment Date thereafter until the Debentures have been paid in full, Fannie Mae will redeem as a mandatory sinking fund redemption, a pro rata portion of each Debenture. The aggregate principal amount to be redeemed on each such date will vary, will be determined as set forth in the Supplement to Guide to Debenture Information statement, and may be none in certain cases. Fannie Mae has no optional redemption rights with respect to the Debentures. February 10, 1989 is the Maturity Date, but payment in full of Debentures may occur prior to the Maturity Date as a result of the redemptions on Interest Payment Dates.

INTERNATIONAL DESIGN INDUSTRY
The Financial Times proposes to publish this survey on:
22nd February 1989
For a full editorial synopsis and advertisement details, please contact:
Allen Bernard on 01-248 8000 ext 4145
or write to her at: Bracken House, 10 Cannon Street, London EC4P 4BY

COMPANY NOTICE
Mitsubishi Bank of Australia Limited
A\$50,000,000
Floating Rate Notes due 1991
Notice is hereby given that for the three months interest period from 31st January, 1989 to 28th April, 1989 the Notes will carry an Interest Rate of 15.6708% per annum. Interest payable on 28th April, 1989 will amount to A\$1,867.62 per A\$50,000 Note.

FINANCIAL TIMES
EUROPE'S BUSINESS NEWSPAPER

INTERNATIONAL COMPANIES AND FINANCE

NZ commission probes Equiticorp trading

By Dal Hayward in Wellington

THE NEW ZEALAND Securities Commission is investigating sales of Equiticorp International shares in the days ahead of the company's announcement last month that it was going into provisional liquidation.

Mr Colin Patterson, the commission chairman, said: "We have been told there was substantial trading in Equiticorp before the announcement. We are looking if any people took advantage of inside knowledge."

Mr Fred Watson, the secretary of the New Zealand government, said yesterday his team was trying to understand the legal framework behind the group of 140 Equiticorp companies for which he is now responsible.

prepared up to the end of November. Although these have not been made public, it has been reported locally that the balance sheet to last August showed that Equiticorp had borrowings of NZ\$2.9bn (US\$1.75bn).

City Resources and Poseidon draw bids

By Chris Sherwell in Sydney

TAKEOVER ACTIVITY has continued in Australia's resources sector with separate developments involving two small groups, Poseidon and City Resources.

Record earnings pave the way for Iscor sell-off

By Anthony Robinson in Johannesburg

ISCOR, South Africa's state iron and steel corporation which is being prepared for privatisation, has reported record pre-tax profits of R274m (\$114m) for the year to last June, up from R238m, an 18% increase.

National Bank of Kuwait lifts net profits by 16%

By Robin Allen in Kuwait

NATIONAL Bank of Kuwait (NBK), the country's largest commercial bank, increased 1988 net profits by 16 per cent to KD30.5m (\$107.5m).

Mr Nemeah Sabbagh, the bank's general manager, said: "Our strategy has been to ensure that whatever business is generated internationally is directed towards widening our customer base in Kuwait and the Arab region."

UK ECONOMIC INDICATORS

ECONOMIC ACTIVITY - Index of industrial production, manufacturing output (1985=100); engineering orders (2 billion); retail sales volume (1985=100); grant sales value (1985=100); registered unemployment (excluding school leavers) and unfilled vacancies (000s). All seasonally adjusted.

Table with 10 columns: Index, 1987, 1988, 1st qtr, 2nd qtr, 3rd qtr, 4th qtr, 1989, 1st qtr, 2nd qtr, 3rd qtr, 4th qtr. Rows include Industrial production, Engineering orders, Retail sales, Grant sales, Registered unemployment, Unfilled vacancies.

EXTERNAL TRADE - Index of export and import volume (1985=100); visible balance; current balance (2m); oil balance (2m); terms of trade (1985=100); official reserves.

Table with 10 columns: Export volume, Import volume, Visible balance, Current balance, Oil balance, Terms of trade, Reserve. Rows include 1987, 1988, 1st qtr, 2nd qtr, 3rd qtr, 4th qtr, 1989, 1st qtr, 2nd qtr, 3rd qtr, 4th qtr.

FINANCIAL - Money supply M0, M1 and M2 (annual percentage change); bank starting lending to private sector; building societies; net inflow; consumer credit; all seasonally adjusted. Clearing Bank base rate (end period).

Table with 10 columns: M0, M1, M2, Bank lending, Consumer credit, Base rate. Rows include 1987, 1988, 1st qtr, 2nd qtr, 3rd qtr, 4th qtr, 1989, 1st qtr, 2nd qtr, 3rd qtr, 4th qtr.

INFLATION - Index of earnings (1985=100); basic materials and fuels; wholesale prices of manufactured products (1985=100); retail prices and food prices (Jan 1987=100); Reuters commodity index (Sept 1981=100); trade weighted value of sterling (1975=100).

Table with 10 columns: Earnings, Basic materials, Wholesale prices, Retail prices, Commodity index, Trade weighted value. Rows include 1987, 1988, 1st qtr, 2nd qtr, 3rd qtr, 4th qtr, 1989, 1st qtr, 2nd qtr, 3rd qtr, 4th qtr.

General Motors woos manager from Toyota

GENERAL MOTORS has appointed Mr Jim Perkins to its Chevrolet division, where he is expected to become general manager in July when the present general manager, Mr Robert Burger, retires, writes our financial staff.

organisation in the four years he was at Toyota. During that period, Chevrolet fell behind Ford Motor's F Ford division as the leading seller of cars and trucks of any individual company's division.

Chairman appointed for USX

USX, the Pittsburgh-based industrial group which is the largest US steel producer, has appointed Mr Charles Corry chairman and chief executive. The appointment will take effect on June 1, writes Karen Zagor in New York.

ANNOUNCEMENT ANGLOVAAL LIMITED (Incorporated in the Republic of South Africa) ("Anglovaal") Registration Number 05/04580/06 NORTH SEA & GENERAL PLC Anglovaal has entered into a conditional agreement to purchase from Apex Securities Limited ("Apex"), Perth, Western Australia, 23 226 520 of the 27 500 000 ordinary shares currently held by Apex in North Sea & General PLC ("NSG"), together with £2.5 million 10% convertible unsecured loan stock 1992 of NSG.

ANNOUNCEMENT THE US aerospace group, United Technologies, has promoted two senior corporate executives to new posts with expanded responsibilities. Mr Arthur E. Wegner, former United Technologies senior vice president and president of its Pratt and Whitney unit, was named executive vice president and president, Aerospace/Defence.

ANNOUNCEMENT ANGLOVAAL LIMITED (Incorporated in the Republic of South Africa) ("Anglovaal") Registration Number 05/04580/06 LAVINO SOUTH AFRICA (PROPRIETARY) LIMITED Anglovaal has contracted to acquire, from Applied Industrial Minerals Corporation of the U.S.A., 100% of the issued share capital in Lavino South Africa (Proprietary) Limited for a consideration of R77 655 000.

To the Holders of COLLATERALIZED MORTGAGE OBLIGATION TRUST TWENTY-THREE Class A Floating Rate Bonds Due May 1, 2017 Pursuant to the Indenture dated as of March 11, 1987 between Collateralized Mortgage Obligation Trust Twenty-Three and Texas Commerce Bank as Trustee, notice is hereby given that the interest rate applicable to the above Bonds for the interest period from February 1, 1989 through April 30, 1989 as determined in accordance with the applicable provisions of the Indenture, is 9.775% per annum.

To the Holders of COLLATERALIZED MORTGAGE OBLIGATION TRUST EIGHTEEN Class A-1 Floating Rate Bonds Due February 1, 2017 Pursuant to the Indenture dated as of November 26, 1986 between Collateralized Mortgage Obligation Trust Eighteen and Texas Commerce Bank as Trustee, notice is hereby given that the interest rate applicable to the above Bonds for the interest period from February 1, 1989 through April 30, 1989 as determined in accordance with the applicable provisions of the Indenture, is 9.875% per annum.

SAINT-GOBAIN 1988 NET PROFITS - PRELIMINARIES 4 BILLION FRENCH FRANCS 1988 has been another good year for the Saint-Gobain Group. Preliminary results show that the consolidated operating profit has increased by 22% and that consolidated profit attributable to the Group Shareholders has increased by 60%. Excluding gains on assets disposal after tax, this profit shows an increase of 45%.

HALIFAX BUILDING SOCIETY £150,000,000 Floating Rate Loan Notes Due 1996 (Series A) Interest Rate 13.250% Interest Period 2nd January 1989 to 2nd February 1989

MANAGEMENT EDUCATION & DEVELOPMENT The Financial Times proposes to publish a Survey on the above on Tuesday March 28th 1989 For a full editorial synopsis and advertisement details, please contact: Jacqueline Kergan on 01-248-8000 ext 3740 or write to her at: Bracken House, 10 Cannon Street, London EC4P 4BY.

TESSIDE The Financial Times proposes to publish a Survey on the above on 21st March 1989 For a full editorial synopsis and advertisement details, please contact: Hugh G Westmacott on 0532 454969 Fax: 0532 423516 or write to him at: Permanent House, The Headrow, Leeds LS1 8DF.

The reward for listening carefully and responding quickly.

British Airways Plc
HOUSEHOLD COMMERCIAL
The undersigned acted as participating underwriter of a \$364,200,000 intermediate asset value support facility.

Luz Solar Partners, Ltd. VI
HOUSEHOLD COMMERCIAL
Senior debt financing of a 30 megawatt solar electric generating plant provided by the undersigned.

HOUSEHOLD COMMERCIAL
Committing capital to our customers' vision.



At Household Commercial, we listen carefully to each of our customers. We are committed to providing innovation and specialised assistance to our customers' financing structures, regardless of the size or complexity of the transaction.

We're four divisions providing equipment finance, vendor finance, specialty and acquisition finance, and real estate finance. We're an important unit of Household International, a diversified corporation with over a century of operation.

Household Commercial
Committing capital to our customers' vision.

HOUSEHOLD COMMERCIAL
Household Commercial Financial Services, Inc.
2700 Sanders Road
Prospect Heights, Illinois
60070 U.S.A.
Phone 312 584-8100

The securities referred to below have not been registered under the United States Securities Act of 1933 and may not be offered, sold or delivered in the United States or to United States Persons. This announcement appears as a matter of record only.

REPUBLIC OF VENEZUELA

U.S. \$500,000,000 Floating Rate Notes

COMPRISED OF

- U.S. \$166,000,000 Floating Rate Notes due 1994
U.S. \$167,000,000 Floating Rate Notes due 1998
U.S. \$167,000,000 Floating Rate Notes due 2003

ISSUE PRICE: 100 PER CENT.

BANCO MERCANTIL
BANCO LATINO
WESTDEUTSCHE LANDESBANK GIROZENTRALE
BANCO PROVINCIAL OVERSEAS N V

CHASE INVESTMENT BANK
COMMERZBANK AKTIENGESELLSCHAFT
DEUTSCH-SUDAMERIKANISCHE BANK AG
-DRESDNER BANK GROUP-
INTERNATIONAL WESTMINSTER BANK PLC
BANQUE SUDAMERIS

INTERNATIONAL CAPITAL MARKETS

Abbey issue highlights inroads by Japanese

By Andrew Freeman

THE AWARD of a Eurobond mandate yesterday by a UK building society to a Japanese issuing house highlighted the inroads being made into areas of the market traditionally dominated by European and American houses.
On an otherwise unexciting day, bidding for a US dollar issue of a maturity of between three and five years by Kellogg was the main distraction for underwriters. News of that deal is expected today.
Abbey National came to the market for the third time this year, launching a US\$200m five-year bond via Nomura International. The bonds carry a 9% per cent coupon and were priced at launch to yield 58 basis points over the benchmark five-year US Treasury.
By the close of trading, the paper was quoted on the London 1% bid. Several traders said that the lead manager was supporting the grey market price, but as the bulk of the bonds had been pre-sold in Japan this had little significance.
Building societies are not allowed to take currency mismatches on their books, so the issue proceeds were swapped into floating-rate sterling. Based on yesterday's swap rates, the borrower is likely to have achieved a funding rate equal to or below London interbank offered rates.

Nomura's appointment to the deal was not controversial, although officials were delighted to win the business. It is understood that Abbey National was approached with an offer which it accepted and other houses were not invited to bid for the deal.
Nor was this the first time a Japanese house has been lead manager for Abbey National - a deal last year. Equally, Nomura has previously done issues for UK borrowers BP and Sainsbury.
However, there was comment in the market that the Japanese houses are currently in a position where they can increase their fixed-rate issue market share by exploiting the goodwill they have earned from their profitable equity warrant deals. "You can't argue with all those issues which are trading at healthy premiums," said one trader.
Elsewhere, Morgan Stanley International was the lead manager for a \$125m 10-year issue for Finnish Export Credit. The bonds carry a 10 per cent coupon and are callable at par on March 2, 1992.

INTERNATIONAL BONDS

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Soviets launch first lire Eurobond

By Norma Cotton

VNESHECOMBANK, the Soviet bank for foreign economic affairs, demonstrating its growing mastery of Western capital-raising techniques, has launched the country's first-ever lire Eurobond.
The 175m lire Eurobond, lead managed by Banco di Roma, has a five-year maturity, a coupon of 15 1/2 per cent and is priced at 101 1/2 per cent. Proceeds of the bond were swapped into floating-rate US dollars at a margin believed to be below London interbank offered rates. The issue is the third Eurobond to be launched in 1989.
Banco di Roma said buyers of the Eurobond are likely to be based outside Italy because domestic investors will be hit by a 30 per cent withholding tax on interest payments. The only Eurobond not subject to withholding is one of a handful of supranational borrowers including the World Bank.
In 1988, Vneshecombank demonstrated its growing acceptance among Western financial institutions by issuing Eurobonds in D-Mark and Swiss francs. The bank also established itself in short-term markets via a \$25m Euro-commercial paper and certificate of deposit programme.
While the bank is the Soviet Union's sole vehicle for raising funds in foreign capital markets, direct loans to the country from Western banks have also increased substantially.
International banks in the 16 countries that report to the Bank for International Settlements increased their lending to the Soviet Union in the first half of 1988 by about \$4bn. Most of that was in the form of short-term credits, believed to be trade financing.

NEW INTERNATIONAL BOND ISSUES

Table with columns: Issuer, Amount m, Coupon %, Price, Maturity, Fees, Book runner. Includes US Dollars, Swiss Francs, and Lire issues.

FT INTERNATIONAL BOND SERVICE

Table listing various international bonds with columns for Issuer, Amount, Coupon, Price, Maturity, Yield, and other details.

Call money system for South Korea

By Maggie Ford in Seoul

BANKS and financial institutions in South Korea are to have access to a modern call money market from March. The Ministry of Finance has announced.
The call market, in which investment and financing companies are to act as brokers, will replace the existing strictly regulated method of matching short-term funds.
At present, a few commercial bank representatives meet after lunch every day under the supervision of the Bank of Korea, the central bank.
The new money market will operate by telephone and under throughout the day and more than 240 banks and other financial institutions will have access to it.
Brokers will be allowed to charge competitive commissions up to a ceiling of W100 per W100m per day and interest rates are expected to fluctuate in line with market liquidity. Brokers will not be allowed to operate on their own account.
The announcement was welcomed yesterday by foreign bankers who have long urged the Government to set up a functioning interbank market. No announcement has been made about access to licenses for foreign banks to operate in the new market.
But the move is regarded as a positive sign that the Government plans to proceed with the modernisation of the financial system despite the difficulties caused by many years of government control and conservative, bureaucratic attitudes.
Last year's attempt to deregulate interest rates has resulted so far in little change and no apparent competition between banks, suggesting that bank managements are still reluctant to take risks.

Nomura to start broker network

NOMURA Securities research arm plans to start a network service between brokers in Japan and Britain. Nomura said the service would be the first since the governments of the two nations agreed in May 1988 to allow such networks.
Nomura expects approval for the service from Japan's Ministry of Finance and Telecom. The decision was based on the need to build infrastructure for Thailand's fast-expanding economy.

Thais lift borrowing

THAILAND will raise the annual ceiling on new public sector foreign borrowing to \$1.3bn from \$1.1bn for the three years ending September, 1992. Finance reports. An official said the decision was based on the need to build infrastructure for Thailand's fast-expanding economy.

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INTERNATIONAL CAPITAL MARKETS

US Treasuries slip in cautious trading

By Janet Bush in New York and Katharine Campbell

US TREASURY bonds slipped modestly in cautious morning trading yesterday, reflecting a lower dollar and a slightly higher than expected rise in US leading indicators in December.

GOVERNMENT BONDS

At mid-session, long-dated maturities were quoted as much as a point lower and the yield on the Treasury's benchmark long bond rose to 8.54 per cent. Trading was very quiet.

BENCHMARK GOVERNMENT BONDS

Table with columns: Coupon, Bid, Price, Change, Yield, Week, Month. Rows include UK Gilts, US Treasury, Japan, Germany, France, Canada, Netherlands, Australia.

Electronic trading comes to London and Chicago. Katharine Campbell and Deborah Hargreaves report

Liffe plans to put open-outcry pits on the screen

The London International Financial Futures Exchange plans to begin simulated trading on its screen-based system, dubbed Advanced Pit Trading (APT), within the next two or three months.

Chicago ready to give the go-ahead for Globex

In a decision that could map the way ahead for Chicago's futures industry, regulators meeting today are expected to pass rule changes sanctioning the US industry's first electronic trading system.

Complaints from traders who wait five or more seconds...

Complaints from traders who wait five or more seconds - even in a slow market - are being advanced with talks with quote vendors, among other things.

Whereas APT itself would be available to exchange members...

Whereas APT itself would be available to exchange members only, it could theoretically be hooked up to any number of networks.

Many industry participants, although reluctant to give up the face-to-face contact...

Many industry participants, although reluctant to give up the face-to-face contact of the tempestuous commodities pits, believe the future lies in an eventual move onto the screen for all trading.

tem for matching trades - lining up the best bids against the best offers...

tem for matching trades - lining up the best bids against the best offers. Each exchange listed on the system will be responsible for regulating trading in its own contracts as well as for clearing those contracts.



Andre Villeneuve: aiming for a liquid market

LONDON MARKET STATISTICS

Table with columns: Rise, Fall, Same. Rows include Corporate Bonds, Financial and Foreign Bonds, Financial and Property, etc.

LONDON RECENT ISSUES

Table with columns: Issue, Amount, Latest, High, Low, Closing Price. Rows include various corporate and government bonds.

RIGHTS OFFERS

Table with columns: Issue, Amount, Latest, High, Low, Closing Price. Rows include various rights offers.

TRADITIONAL OPTIONS

Table with columns: Issue, Amount, Latest, High, Low, Closing Price. Rows include various traditional options.

LONDON TRADED OPTIONS

Table with columns: Issue, Amount, Latest, High, Low, Closing Price. Rows include various London traded options.

BRITISH PETROLEUM took pride of place in options dealings yesterday...

BRITISH PETROLEUM took pride of place in options dealings yesterday, as dealings in the heavily traded oil contracts...

Desalting in the FT-SE 100 index was modest in comparison with recent levels...

Desalting in the FT-SE 100 index was modest in comparison with recent levels, reaching 10,110 contracts, lying in 4,131 calls and 5,979 puts...

Other prominently traded options stocks included Ultramar, Racal, the British Steel turnover...

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FT-ACTUARIES SHARE INDICES

These indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries

Table with columns: Index, % Change, etc. Rows include various equity groups and sub-sections.

FIXED INTEREST

Table with columns: Issue, Amount, Latest, High, Low, Closing Price. Rows include various fixed interest instruments.

Financial Times, Institute of Actuaries, Faculty of Actuaries. Copyright notice and publication details.

MANAGEMENT EDUCATION & DEVELOPMENT

The Financial Times proposes to publish a Survey on the above on Tuesday March 28th 1989. For a full editorial synopsis and advertisement details, please contact: Jacqueline Keegan...

UK COMPANY NEWS

Management buy-out wins control at Ryan

By Nikki Tait

DIGGER, the vehicle which is making a £60m management buy-out bid for Ryan International, the south Wales-based opencast coal-mining and coal recovery group, yesterday claimed control of its target.

At Tuesday's closing date, Digger said it had received acceptances in respect of 62.17 per cent of Ryan's shares.

Included in the total is the 13.8 per cent of Ryan which was irrevocably pledged to Digger at the outset of the bid. The offer and loan note alternative is being extended until February 14.

The Digger/Ryan deal is the latest in a series of management buy-out bids. In such deals, a newly-formed com-

pany, in which management has a significant equity stake, makes an offer for the quoted company. If successful, the company effectively moves into the private sector.

Among successful buy-out bids over the past 15 months have been those for Glass Glover, Dwek Group, Invergordon Distilleries and Virgin Group. Magnet, the kitchen and bedroom furniture manufacturer and retailer, recently stated that it is considering similar proposals, and yesterday, a possible buy-out scheme was also notified at Tyzack.

Ryan was hauled back from receivership in 1985 by a group of investors led by Mr Crispian Hotson. In 1986, it acquired

Derek Crouch for about £28m, retaining the opencast coal operations but selling on the housebuilding side.

However, although profits rose to £10m in 1987, gearing also increased to about 100 per cent by mid-1988. In September, Carless, the oil independent made an all-share offer for Ryan, initially valuing the group at £32m. This collapsed when a bid was made for Carless itself.

Yesterday, Ryan shares edged up higher to 136p - still 4p below the 140p offer price, perhaps reflecting the fact that not all Ryan's institutional shareholders have been enthusiastic about the Digger offer.

Magnet buy-out 'has funding'

By David Waller

MR TOM DUXBURY, chairman of Magnet, has raised the necessary finance to put together a management buy-out, according to one of the two non-executive directors of the Yorkshire-based kitchen and bedroom furniture group.

Mr David Malpas, who is also chief executive of Tesco, broke his silence on the deal yesterday. He said that although Bankers Trust, adviser to Mr Duxbury, had put together the finances for "what they believe to be a reasonable offer," no details of the bid were likely to emerge for a matter of weeks. Any deal would be worth more than £500m.

"The management team

clearly want to do a recommended deal," Mr Malpas said. A recommendation requires the approval of the non-executives - Mr Malpas and Mr Brian Haggas, a Yorkshire businessman - and Kleinwort Benson, Magnet's financial adviser.

"We are full aware of our responsibility to ensure that the outcome of the affair is in the best interests of shareholders," he added. "The negotiating process could take some time."

In a separate development yesterday, Magnet announced the resignation of Mr Stephen Emmott, managing director. The formal statement said Mr Emmott had left to pursue

other business interests. But his departure fuelled speculation of a boardroom rift over Mr Duxbury's plans.

No-one from the buy-out team was prepared to comment on the latest developments yesterday, and Mr Emmott also refused to comment. Mr Malpas said Mr Duxbury had told him that Mr Emmott's departure was entirely amicable.

However, former Magnet directors expressed their astonishment. Mr Emmott had worked at Magnet for many years and was perceived to be one of Mr Duxbury's closest allies in a boardroom frequently prone to squabbles.

Magnet's shares fell 5p to close at 278p.

Ladbroke hits at T-Line board

By Ray Bashford

Ladbroke Group, the international leisure company bidding for Thomson T-Line, yesterday launched another attack on the board of the industrial holding company.

In the offer document to Thomson T-Line shareholders, Mr Cyril Stein, Ladbroke's chairman, criticised his target for failing to make a profit forecast for the year when

releasing its interim profits statement last week.

Ladbroke ended a month of bid speculation last December when it launched an 80p-a-share cash offer for Thomson T-Line. Last month this was revised to 90p, valuing the company at £185.7m.

The Ladbroke document described Thomson T-Line's interim results as "disappoint-

ing" and claimed that they indicated an annual profit of £14m. This figure is "well short of market expectations", Ladbroke maintained.

The principal attraction of Thomson T-Line for Ladbroke is the company's Vernons football pools business, with about 21 per cent of the UK market.

The Ladbroke offer remains open until February 15.

Marrying a partner with a deep pocket

Nikki Tait and John Wicks on GT Management's ceding of control to a foreign bank

ROYAL CONNECTIONS are always useful. But does the decision by GT Management - the London-based financial services company - to surrender its independence to Bank in Liechtenstein, controlled by the principality's royal family, mark a trend for independent fund managers in Britain?

Certainly, the downturn in stock market levels since October 1987 - which have an immediate impact on funds under management and, therefore, profits - has brought a number of groups into the bid spotlight over the past 15 months.

Discerning a significant "European" pattern among the predators - of the type that has cropped up in the corporate finance and insurance fields for example - is more difficult.

There is one precedent for the GT deal. Mr Richard Thornton, coincidentally a co-founder of GT, negotiated a tie-up between his privately-owned Thornton Management and West Germany's Dresdner Bank last year.

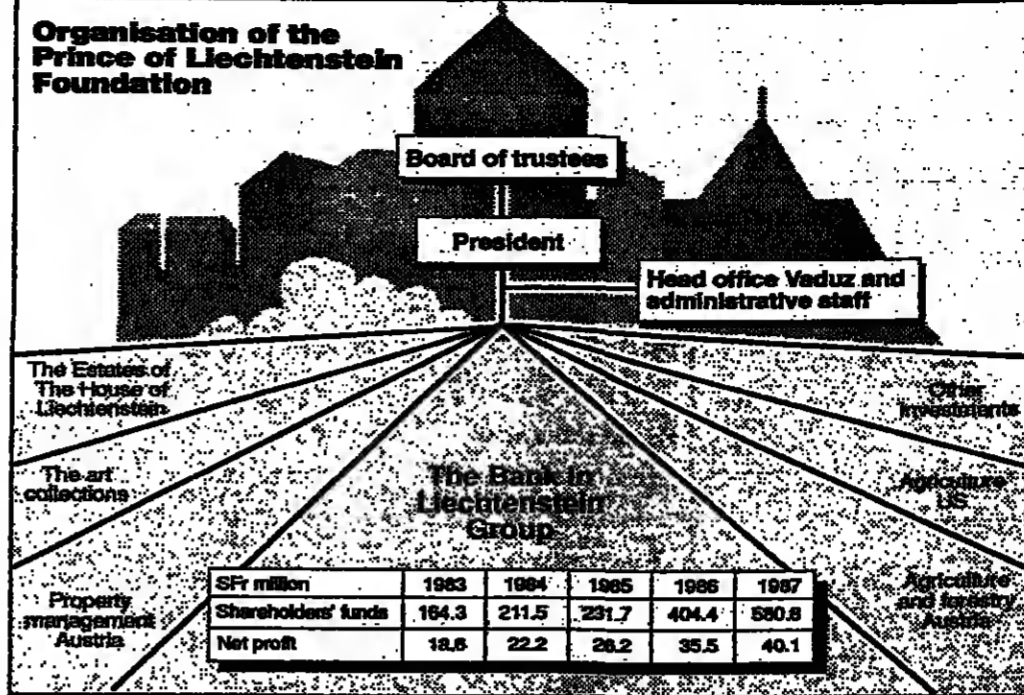
But it was the British Coal Pension Funds which came to the rescue of Edinburgh Fund Managers, the quoted Scottish group, and Throgmorton Trust which took control of Framlington, with plans to refloat the business when times are kinder. Framlington bought out a 28 per cent stake held by Crédit Commercial de France, the state-owned banking group.

Last summer, moreover, the privately-owned Touche Hemant found a friendly US shareholder, Liberty Mutual, which was happy to mop up 15 per cent of its shares. The situation has since twisted again with the loss of Touche's flagship, TR Industrial and General Trust, to the British Coal Pension Funds.

Nevertheless, the prospect of marrying UK fund management expertise to continental connections, does seem to be a swelling theme.

"A number of the larger European groups have been looking in the UK," comments Phoenix Securities, the Morgan Grenfell subsidiary which specialises in the financial services field, "either to buy control or via the joint venture route."

The interest, it suggests, has



come most strongly from the bigger European banking groups - with the Germans arguably at the head, followed by the French. Certainly, Deutsche Bank was among the names rumoured as a potential suitor for GT.

In theory, the logic to such deals is fairly simple. As Phoenix puts it, "The UK fund management business is years ahead in product development and packaging." In terms of equity investment management too, it can be argued that the relatively open UK and US markets have produced a range of skills which are still somewhat underdeveloped in Europe.

On the other side, the European banks bring substantial distribution potential and financial muscle, a key point for beleaguered, medium-sized UK fund management groups.

Distribution was very much part of the rationale of the Dresdner-Thornton deal. Nine months later, Mr Thornton has nothing but praise for his partners. Dresdner's presence has, he suggests, been "enormously helpful" both in terms of recruitment and of expanding funds under management.

But the distribution advan-

tages have not shown through quite so easily. The simple idea of taking products angled at UK investors and selling them across Europe runs into "trifling problems" with regulatory authorities and, not least, with the continental preference for bearer securities.

Although such problems, he adds, should not be insurmountable.

The GT-BIL deal looks slightly different at the outset. Both groups see a fit in terms of investment expertise and geographical strength, but no-one pretends that BIL, though admirably connected, will provide a vast retail network.

"They need the international investment expertise input," says Mr David Fitzwilliam-Lay, GT chief executive. From his own company's viewpoint, there is considerable advantage in having a parent with "quite a deep pocket" - facilitating, for example, expansion of GT's toehold in the US.

Equally, BIL has suggested that it welcomes GT's institutional client base - accounting for about 70 per cent of its funds - and its Far East presence.

Clouds have hung over GT for a while. Formed in 1969 by Mr Thornton and a former colleague at Foreign and Colonial, Mr Tom Griffin, the group came to the stock market in mid-1986 with £101m price-tag. The timing was not of GT's own choosing: problems at UK Provident, the life company which owned 8 cent of GT and 29 per cent of Henry Trust (in turn, a large shareholder in GT), pushed the issue along.

Nevertheless, booming stock markets boosted funds under management, and pre-tax profits reached a record £18m in the year to March 1987, before dipping to £12.8m in the following 12 months. At one stage, funds under management were well over £4bn, compared with the current £3.3bn.

However, the impact of the 1987 crash, plus the changed rules on unit trust pricing, eventually hit home. Despite attempts to trim the cost base, the pre-tax figure - was just £2.7m in the six months to September 30 1988. By then, speculation over likely suitors was mounting, fuelled by a series of boardroom shuffles and departures.

On the other side, the GT

acquisition marks a further step in rapid growth of BIL, which has consolidated assets of some SFR 3.6bn (£2.3bn) and an estimated SFR 1.6bn-1.8bn of funds under management. Under the chairmanship of Mr Christian Norgren it has become the biggest of the three Luxembourg-registered banks.

Unlike other offshore centres, Liechtenstein has never licensed foreign-owned banks. The ruling family's Prince of Liechtenstein Foundation owns 55 per cent of share capital and 97 per cent of voting rights in the BIL group. The remaining stock is listed on Swiss stock exchanges and in Frankfurt in the form of participation certificates. BIL's market capitalisation exceeds SFR 2bn.

Like other Liechtenstein banks, BIL is a member of the Swiss Bankers' Association and subject to a bilateral agreement which imposes Swiss monetary policy on the principality. But Liechtenstein's banking laws are stricter than those of Switzerland, and none of its three banks has yet been involved in offshore scandals.

The growth of BIL has been particularly marked since Mr Norgren came from Sweden to join the bank in 1982. Expansion has taken place both in Liechtenstein itself, where the group has over 400 of its 700 staff, and abroad.

In Vaduz, the bank has its headquarters operation, the subsidiary BILfinanz, working in the field of special financing, and three units in the trust sector. It is also custodian bank for the principality's only investment fund, FL-Swiss fund.

Outside Liechtenstein, Mr Norgren aims for "a good spread of relatively small units."

Interests now include the London-based Bank in Liechtenstein (UK) and three similar in Frankfurt a banking subsidiary, the management consulting firm BIL Consult and a majority stake in the asset-management company Euroinvest.

A year ago, BIL also joined Grosvenor Estate and other companies to form a Luxembourg property manager, International Freehold Properties. Meanwhile, in the US, the New York subsidiary merged with investment consultants Trainer Wortham.

THIS ANNOUNCEMENT IS FOR RECORD ONLY

Following the EGM of New Tokyo Investment Trust held on Monday 9th January 1989

LONDON & BISHOPSGATE INTERNATIONAL INVESTMENT MANAGEMENT PLC

is pleased to announce that



New Tokyo Investment Trust is the first fully index-linked Japanese Investment Trust in UK



Reconstitution of the Trust's portfolio was achieved at a total cost of 2.25% of NAV by The Nikko Securities Co. (Europe) Ltd.

Note: This figure does not include termination costs. Net Asset Value as at 31.1.89 - 165p

Broker: Rowe & Pitman Ltd.

London & Bishopsgate International Investment Management plc
Hamilton House, 1 Temple Avenue, London EC4Y 0HA
Tel: 01-583 1978

A member of IMRO



This announcement appears as a matter of record only.

Willaire Group PLC

has acquired

Medical Air Technology Limited

and

Climperhurst Limited

The undersigned acted as advisor to Willaire Group Plc during the negotiations, and arranged the acquisition financing.

Chase Investment Bank Limited

December 1988



CHASE

UK COMPANY NEWS

Iceland's £15.75m disposal falls short of some City estimates
Kwik Save buys Victor Value

By Philip Coggan

KWIK SAVE, the retail group, has agreed to buy the Victor Value chain of supermarkets from Iceland Frozen Foods for £15.75m cash, plus stock at valuation. The disposal follows Iceland's £240m takeover of rival frozen food retailer Bejam at the end of last year.

The Victor Value chain consists of 53 discount grocery stores and is expected to achieve sales of £107m in the 12

months to June 30 1988. No estimate of profit was available but Kwik Save said it expected a positive contribution to trading profits in the current financial year.

The regional split of the stores is 24 in the north west, 11 in the Midlands and 18 in the south, including London. Kwik Save said the purchase would strengthen the company's position in the south of

England.

Most of the stores will be refurbished and converted to the Kwik Save logo and style of trading within six months.

It is possible that some rationalisation will occur in the north west and the Midlands but all stores will continue trading until their full potential has been assessed. Kwik Save currently operates

from 594 Kwik Save stores and 24 Lateshopper outlets. Although the £15.75m price tag is less than the £20m expected by some in the market, Iceland is retaining the freehold of eight stores. Bejam paid £10m when it bought the chain from Tesco in 1986.

Following the news, Iceland shares rose 5p to 326p while Kwik Save shares fell 5p to 40p.

Gold Fields' battle with US bank

By Kenneth Gooding, Mining Correspondent

CONSOLIDATED Gold Fields, the UK mining group, is locked in a court battle in New York with the Chemical Bank over documents relating to the hostile bid by Minoro.

Chemical has become embroiled in Gold Fields' world-wide campaign to ward off Minoro as it was one of a consortium which would have provided Minoro with up to £1bn cash to complete its offer.

Gold Fields has appealed to the US District Court of New York to enforce a subpoena served on Chemical, claiming that Chemical has made "little or no effort" to determine if it has documents which reveal the full extent of the relationship between Minoro and Anglo American and De Beers group of South Africa. Between them they own about 60 per cent of Minoro.

Chemical in its response to the court yesterday said the subpoena was "overly broad and burdensome in the range of documents sought."

It suggested Gold Fields "lacked the standing" to receive the documents and that, in view of various recent events in the Gold Fields-Minoro battle, the anti-trust cases might not proceed.

Harrods buys 25.9% stake in Mallett from Sears for £5.37m

By Ray Bashford

MR MOHAMED Al Fayed, chairman of Harrods and collector of fine antiques, has combined business with pleasure through the purchase of a 25.9 per cent holding in Mallett, one of the oldest antique dealers in the UK.

Harrods has purchased the stake from Sears, the retail group which owns Selfridges, for £5.37m cash, equivalent to £1.50 a share. The shares added 13p to 151p yesterday after peaking at 156p.

Mr Graham Jones, chief financial officer of House of Fraser, Harrods' parent company, said that the holding had been acquired as a long-term investment and that there were no plans to increase it.

House of Fraser has a 10 per cent stake in Sears and the decision to acquire the holding grew out of general discussions between the two companies.

The association will provide Harrods with the opportunity to explore the potential for longer-term development of Mallett and the Harrods antiques business.

"The purchase is consistent with our policy of investing in high-quality businesses in niche market areas," said Mr Jones.

Mallett operates its exclusive antiques and art business, which specialises in the 18th Century and Regency periods, through two West End showrooms.

Sears has held its 25.9 per cent stake in Mallett since the antique dealer received a full listing in March 1987. The sale leaves Sears with a profit on the investment of about £3m.

Mr Geoffrey Maitland Smith, Sears chairman, said the stake had been sold because Mallett was outside the orbit of Sears' principal area of operations as a multiple retailer.

"In many ways it is disappointing to sell the holding but it is not something which we could develop," he said.

Mr Maitland Smith and another Sears director are expected to step down from the Mallett board but there have been no discussions about their replacements.

HTV takes 21% stake in Business Television Corp

By Raymond Snoddy

HTV GROUP, the ITV franchise holder for Wales and the west of England, has taken a significant stake in a company planning to launch specialist satellite television services for business and industrial sectors.

HTV said yesterday that, jointly with the Citibank Group and Parkfield Group, it had taken a 21 per cent stake in Business Television Corporation.

HTV will have 21 per cent, making it joint highest shareholder with the main founder of the company the Cable Corporation, owner of Windsor Cable Television and the recently issued Birmingham cable franchise.

Mr William Costley, managing director of the Business Television Corporation, said yesterday the company hoped to launch its first specialist television services in the autumn following a pilot during the summer.

The main area would almost certainly involve providing internal training for companies with many locations over the country.

In November the Business Television Corporation secured one of the specialised satellite operator licences offered from the Department of Trade and Industry.

Mr Tom George, managing director of HTV's development subsidiary Intecom, said yesterday: "This is much more than an investment interest for us. We expect to play an important role in expanding HTV's programming facilities for their corporate clients."

The other original investors in the Business Television Corporation are Swedtel - part of Swedish Telecom International; JC Penney Communications, part of the US retail group; and Private Satellite Network, a builder of private satellite networks in the US.

Thorn buys Rediffusion arm from BET for £13m

By John Thornhill

THORN EMI, the UK entertainment and electronics group, is to buy Rediffusion Business Electronics from BET, the international services group, for up to £13m in cash.

The price will depend on the final valuation of the assets and is subject to the approval of the Office of Fair Trading. It is believed that in certain markets in the hotel and leisure sector the combined market share would be more than 25 per cent.

BEB provides entertainment equipment and services to hotels in the UK and Western

Europe. Its background music and public address business will be retained by BET, but will be transferred to Rediffusion Music's operations.

Mr John Allan, a BET director, said that BET could not justify the investment needed to develop BEB's potential and it was selling the company to release capital for investment in its other communication businesses.

BEB will be integrated with Maidenhead-based Thorn EMI Business Communications, which markets television equipment and systems.

Durham acquires two US brokers

D.G. Durham, the USM-quoted Lloyd's broker created when NGV Group Holdings reversed into loss-making Derek Bryant last July, is acquiring two Illinois-based retail insurance brokers, The Redeker Agency and Redeker-Home Agency, writes Claire Pearson.

The purchase is being made through Durham's Insurance Coverages (ICL) subsidiary. Payment to the vendor, Phoenix Financial Corporation, is being satisfied by the issue of 1.22 ICL shares. Consideration is roughly equal to retained net commissions for the year

ended November, which totalled \$450,000 (£267,400).

The Redeker Agency is involved mainly in commercial property, casualty and employee benefit insurance, while Redeker-Home is involved in personal insurance.

Durham raised \$3.35m via a rights issue at the same time as the reverse takeover by NGV, a marine, crop and professional indemnity concern. Last reported results showing pre-tax losses of \$917,000 (£70,000) for the six months to end-June 1988 related to the Derek Bryant era.

Leucadia claims 71.3% of Cambrian

Leucadia, the New York-based group which raised its offer for Cambrian & General Securities to \$77.5m on Tuesday, yesterday claimed control of 71.3 per cent of its target's voting rights.

The new total results partly from share purchases made in the wake of the increased offer. Some of these have yet to be validated, but having received sufficient valid cover, Leucadia declared its recommended final offers unconditional yesterday.

DIVIDENDS ANNOUNCED

Company	Current payment	Date of payment	Corres. dividend	Total for year	Total last year
Aerospace Eng.	1.50p	Apr 4	1.3	2.8	2.8
Drayton Far East	1.7		1.1	2.1	1.5
Smith (WH)	3.6p		3	3	0

Dividends shown pence per share not except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. ‡USM stock. \$B-Inquoted stock. †Third market.

BOARD MEETINGS

Company	Date
Intersec (DCC, Black Peter), YFM, Peak-Young Group	Feb. 6
Johnson	Feb. 6
Rochem	Feb. 6
Whitney Mackay-Lewis	Feb. 2
Phelan	Feb. 7
Colony	Mar. 22
First Scottish American	Feb. 28

GRANVILLE SPONSORED SECURITIES

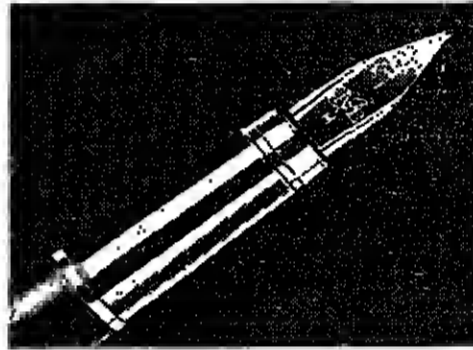
High Low	Company	Price	Change	Yield	P/E
307 185	Acc. Beh. Ind. Ordinary	307ad	0	10.3	5.4
303 186	Acc. Beh. Ind. Cals	303ad	0	10.0	3.3
42 25	Amalgamated and Allied	42	0	2.1	6.8
57 30	BBS Design Group (GSM)	30	-1	2.7	1.8
173 150	Bardon Group (GSM)	151	-1	4.7	4.3
117 100	Bardon Group Co. Pref. (GSM)	100	0	5.2	4.3
148 103	Bryg Technol. (GSM)	103	0	11.0	10.3
114 100	Brenthall Const. Pref.	107	0	12.3	4.3
288 246	CCL Group Ordinary	246	-1	10.7	6.8
170 154	CCL Group 11% Conv. Pref.	153	0	6.1	4.0
154 128	Caro PLC (GSM)	128	0	10.3	9.4
113 100	Caro 7.5% Pref (GSM)	110	-1	12.0	3.3
369 147	George Blair	147ad	0	3.3	2.8
121 60	IBG Group	60ad	0	3.3	2.8
110 87	Jackson Group (GSM)	87	0	7.5	7.2
287 245	Malthouse HV (AccuS)	245	0	8.0	2.0
119 40	Robert Jenkins	40	0	11.7	2.8
430 124	Scruttons	124	0	10.7	10.1
280 194	Tonley & Gifford	194	0	2.7	2.9
280 100	Tonley & Gifford Const. Pref.	106	0	8.0	7.5
98 56	Trevan Holdings (GSM)	56	0	22.0	4.0
113 100	Unistrut Europe Const. Pref.	106	0	16.2	4.4
365 350	Veterinary Disp Co. Plc.	350	0		
365 203	W.S. Teasdale	203	0		

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FT 30 FTSE 100 WALL STREET
 Feb. 16/76/1675-27 Feb. 2042/2052-34 Feb. 2330/2342-4
 Mar. 1676/1685-28 Mar. 2055/2065-35 Mar. 2340/2352-5

Prices taken at 5pm and change is from previous close at 9pm.

GREAT NEWS.



Great Stationery,



Great Music,



Great Do-it-Yourself,

Interim Results

	June-Dec 88	June-Dec 87
	£ million	£ million
Sales	936.0	777.8
Pre-Tax Profit	41.6	30.0
Net Dividend	3.6p	3.0p
Earnings Per Share	13.82p	10.30p

Great Books.

W H Smith are market leaders in the supply of stationery, books, recorded music, newspapers and magazines in the UK. We are also the leading bookseller in Canada.

It is a position which has been built on careful strategic planning and a thorough understanding of the markets we operate in.

As a result our companies have clear market positions and strong consumer commitment. But we haven't been resting on our laurels. We have been improving our performance by investing in our outlets. Our

extensive use of E.P.O.S. for example kept our shelves fully stocked with the fastest selling lines over Christmas. In our retail trading we have increased our profit per square foot and added a lot more.

With strong management and dedicated staff it is no surprise that our books look so good. That's great news for W H Smith and great news for our shareholders.

Copies of the Interim Statement are available from P.R. Department, W H Smith Group Plc, Strand House, 7 Holbein Place, London SW1W 8NR.



UK COMPANY NEWS

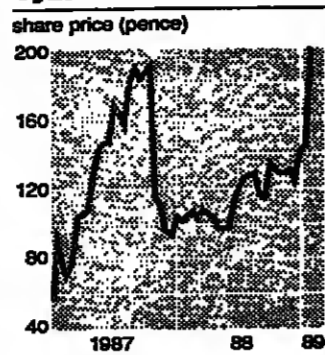
Going private would lead to more aggressive expansion Tyzack may agree £42m buy-out

By Ray Bashford

TYZACK, the restructured Sheffield-based engineering group, has received an offer from management which may lead to a £42m offer for the company.

Since then, the company has followed a path of expansion through acquisition which has broadened its activities in precision components engineering.

Tyzack



that the board would agree to the terms. "We believe that the offer is fair and generous but I can't say how the market will value it," he said.

Swedes buy loss-making Chapman Industries

By David Waller

MUNKSJÖ, a Swedish paper and packaging company, yesterday emerged as the buyer of Chapman Industries, the loss-making UK company involved in the same activities.

Clydesdale Investment Trust launches hostile bid for BGT

By Philip Coggan

CLYDESDALE INVESTMENT TRUST yesterday launched a bid for Baillie Gifford Technology, the specialist trust investing in high technology stocks.

8% per cent convertible unsecured stock in Clydesdale with a cash alternative. As is common in bids for investment trusts, the value of the offer is based on a formula asset value (FAV) for BGT.

that unlisted investments, which are difficult to value, represent around 28 per cent of BGT's portfolio.

Bromsgrove raises Ratcliffs stake to 21.9%

By Clare Pearson

Bromsgrove Industries, acquisitive engineering and financial services group, continues to pick up shares in Ratcliffs (Great Bridge), the copper and brass strip maker.

Aerospace advances to £1.32m

By Clare Pearson

AEROSPACE ENGINEERING, chiefly a precision engineer, achieved a 31 per cent rise in pre-tax profits from £1.01m to £1.32m in the half-year to end-October.

satisfactory performance during the second half. Exports to the US were at a substantial level. The acquisition of Anderson would limit the impact of currency movements.

Anglovaal, the South African mining group, has conditionally agreed to buy a 29.9 per cent stake in North Sea & General, a diversified resources group, from Apex Securities.

Restructuring pays dividends at Stormgard

By Andrew Hill

STORMGARD yesterday heralded payment of its first dividend for more than 25 years.

Maxwell plans \$1bn of further disposals

By Raymond Snoddy

SHAREHOLDERS of Maxwell Communications Corporation have been told by Mr Robert Maxwell, the publisher and chairman of the group, that he plans further disposals of more than \$1bn (£72m) following his acquisition of Macmillan, the US publisher, and the purchase of the Official Airline Guides from Dun & Bradstreet.

Italian expansion for Epicure

By John Thornhill

EPICURE HOLDINGS, the engineering and construction services group based in the UK and Sweden, is strengthening its piston ring interests through the acquisition of Industriale, an Italian manufacturing company, for £7.31bn (£3.2m).

subscribe for 37 per cent of the rights issue, which is underwritten by FK English Trust. Industriale, based in Genoa, specialises in the manufacture of piston rings and valve seats for marine diesel engines.

Anglovaal, the South African mining group, has conditionally agreed to buy a 29.9 per cent stake in North Sea & General, a diversified resources group, from Apex Securities.

Anglovaal said it viewed the holding as a long-term investment and had no intention of making a general offer.

Boddington sees froth in nursing homes business

By Lisa Wood

BODDINGTON GROUP, the Manchester-based retail ale brewer, is following fellow concern Vaux by diversifying into the nursing home business.

Ultramar unveils early convertible redemption

By Steven Butler

ULTRAMAR, the UK oil group recently subject to takeover speculation, yesterday said it would redeem all outstanding convertible bonds due to 2002 on March 20.

Ansbacher buys ITG for £8.58m

By Raymond Snoddy

Henry Ansbacher Holdings is expanding significantly its network of offshore banking and trust companies through the acquisition of International Trust Group for \$15m (£8.58m) cash.

NOTICE OF REDEMPTION To the Holders of TEXAS INSTRUMENTS INTERNATIONAL FINANCE N.V.

11 7/8% Guaranteed Notes Due 1991

NOTICE IS HEREBY GIVEN to the holders of the outstanding 11 7/8% Guaranteed Notes Due 1991 of Texas Instruments International Finance N.V. that, pursuant to the provisions of the Fiscal and Paying Agency Agreement dated as of March 15, 1984 and the Terms and Conditions of the Notes, Texas Instruments International Finance N.V. intends to redeem on March 15, 1989 all of its outstanding Notes, at a redemption price equal to 100% of the principal amount thereof plus accrued interest to the redemption date.

Payments will be made on and after March 15, 1989 on presentation and surrender of the Notes together with any appropriate Coupons maturing subsequently to March 15, 1989 in U.S. Dollars, subject to applicable laws and regulations, either (a) at the office of the Fiscal and Paying Agent in New York City, or (b) at the main offices of Morgan Guaranty Trust Company of New York in New York, in London, main offices of Swiss Bank Corporation in Basle or Kredietbank S.A. Luxembourg in Luxembourg. Coupons due March 15, 1989 should be detached and collected to the usual manner.

Bearer Notes surrendered for payment should have attached all unmailed coupons.

Interest accrued to March 15, 1989 will be paid to the registered Noteholders in the usual manner.

Payments at the office of any paying agent outside of the United States will be made by check drawn on, or transfer to a United States dollar account with, a bank in the Borough of Manhattan, City and State of New York. Any payment made by transfer to an account maintained by the payee with a bank in the United States may be subject to reporting to the United States Internal Revenue Service (IRS) and to backup withholding at a rate of 20% if payees not recognized as exempt recipients fail to provide the paying agent with an executed IRS Form W-8, certifying under penalties of perjury that the payee is not a United States person or an executed IRS Form W-9, certifying under penalties of perjury the payee's taxpayer identification number (employer identification number or social security number, as appropriate). Those holders who are required to provide their correct taxpayer identification number on IRS Form W-9 and who fail to do so may also be subject to a penalty of 50%. Please therefore provide the appropriate certification when presenting your securities for payment.

From and after March 15, 1989 the Notes will no longer be outstanding and interest thereon shall cease to accrue.

TEXAS INSTRUMENTS INTERNATIONAL FINANCE N.V. BY: MORGAN GUARANTY TRUST COMPANY 100 NEW WALL, Fiscal and Paying Agent

Dated: January, 1989

This announcement appears as a matter of record only

CENTAUR COMMUNICATIONS LIMITED RECOMMENDED OFFER FOR LINGUAPHONE GROUP PLC

Ernst & Whinney acted as financial advisers to Linguaphone Group PLC's Board of Directors and assisted in negotiations.

Ernst & Whinney Accountants, Advisers, Consultants. Ernst & Whinney is authorised by the Institute of Chartered Accountants in England and Wales to carry on investment business. Our principal place of business in the U.K. is Becket House, 1 Lambeth Palace Road, London SE1 7EU.

EFT moves swiftly to appoint Stevenson as new chairman

By James Buxton, Scottish Correspondent

MR PETER STEVENSON, a leading Scottish merchant banker, yesterday became executive chairman of EFT Group, the Edinburgh-based financial services company formerly known as Edinburgh Financial Trust.

Public Works Loan Board Rates

Table showing Public Works Loan Board Rates effective February 1, 1989, with columns for term and rate.

MONTHLY AVERAGES OF STOCK INDICES table with columns for Jan, Dec, Nov, Oct and rows for various indices like Government Securities, FT-100, etc.

Schlumberger New York, New York, January 26 - The Board of Directors of Schlumberger Limited today declared a quarterly dividend of 30 cents per share on outstanding stock.

UK COMPANY NEWS

Employee ownership — the driving force

Clare Pearson on the prospects for NFC following its market debut next Monday

NEXT MONDAY'S stock market debut of NFC, the transport and distribution group formerly known as National Freight Consortium, looks set to get off to a flying start.

Mr Robert Havard, transport analyst at stockbroker James Capel, estimates that, assuming market conditions do not deteriorate, early dealings could see the shares as high as 230p, which compares with earlier expectations of around 200p.

Yet higher prices could be in sight if over-enthusiasm for what will be an extremely narrow market in the shares. NFC's flotation, since it is by way of an introduction, does not involve the issue of new shares although it is accompanied by a one-for-eight rights issue of 800m shares at a deep discount of 130p.

The enthusiasm that is now expected cuts across earlier worries that institutions would be put off from buying by the unusual capital structure of the company, which was privatised via an employee buy-out in 1982.

After the flotation, employees, who currently account for a majority of the equity, will through a special share effectively each have twice the voting power of external investors in certain circumstances.

The NFC management's justification for this arrangement

in which it had to gain special dispensation from the Stock Exchange, is that employee control has been a significant, if unquantifiable, contributor to the company's success over the past few years.

To the institutions, on the other hand, while the arrangement is not as unattractive as being offered unfranchised shares, it raises concerns about conflicts of interest between internal and external investors over areas such as wage negotiations, closures, and, of course, hostile bids.

They have also expressed concern about the practical difficulties of keeping the market informed about shifts in voting power as shares change hands.

However, according to UBS Phillips & Drew, joint arrangers of the IPO, only a handful of the 100 or so institutions spoken to have expressed serious misgivings about these problems. Such worries presumably can be laid aside if enthusiasm for buying the shares is strong enough.

The level at which the shares will settle down on a longer-term view is a more complicated matter. The main problem is that nobody knows how much stock will be made available to the market by the existing shareholders.

Institutional holders, accounting for about 17 per



cent of the shares, are almost certain to reduce their holdings over the next year. Many are venture capital funds which may be literally unable to hold on, although equally they are unlikely to dump shares.

But the general view is that employees, who together with their families speak for about 66 per cent of the shares, will not be giving up their control in the short or medium term.

However, pensioners and employees and their families, who control about 18 per cent, are likely to be weaker holders.

It would certainly be reasonable to expect a chunky proportion of the rights issue to find its way into the market. UBS Phillips & Drew estimates as many as 50 per cent of the

shareholders, who have until February 24 to make up their minds, will not take up their entitlements.

The attraction of NFC, which with a market capitalisation of well over £700m will be a sizeable addition to the transport sector, derives mainly from its position in the distribution business: a "value-added" function that has developed out of old-fashioned haulage.

Enthusiasts for the business believe companies involved in it should provide above-average growth over the next few years. Led by the food retailers in the early 1980s, the switch from own-account distribution operations to use of third-party contractors is by no means complete among UK companies.

In continental Europe, domestic distribution (rather than cross-border trucking) as yet trails behind the sophistication of the British operators.

But establishing what would be a reasonable rating for the shares from this point of view is not a simple matter, since no quoted company is exactly comparable, and ratings in the sector are spread across a broad spectrum.

The rule-of-thumb comparison is with Transport Development Group, the distribution and storage company with a market value of about £385m.

ICI adds to activities of biological division

By Peter Marsh

IMPERIAL CHEMICAL Industries, Britain's biggest chemicals group, yesterday announced a significant move into biotechnology through the purchase of Cambridge Research Biochemicals, which sells biochemical reagents.

The Cambridge-based company — which was bought for an undisclosed price and has annual sales of about £2m — will form part of ICI's biological products division. The number of staff at the division, which is based at Billingham, Teesside, will rise from 250 to 310.

Mr John Russell, general manager of the biological products unit, said the purchase would strengthen ICI's capability in techniques to produce new types of biochemicals used in areas such as drugs and laboratory instruments.

Cambridge Research Biochemicals specialises in making specific fragments of biological materials called peptides which have a variety of applications.

As part of the acquisition ICI has bought the 10 per cent stake formerly owned by Millipore, a US medical-equipment supplier.

ICI's biological products division was formed in 1984 to take the company into new fields of biotechnology. Areas in which it is involved include protein-derived foodstuffs, disposable plastics, waste-disposal techniques, preservation agents for silage and biotechnology-based methods for making chemicals used in drugs.

Mr Russell said the division had recently been given the go-ahead by the main board to expand its activities in a number of areas.

He did not, however, want to reveal sales targets nor divulge the division's current turnover.

The division is spending £10m on a fermenter on Teesside which will make some of its new products.

It also has sales or technology agreements with about 25 companies outside the ICI group.

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BIM buys 24.9% of New Tokyo Trust

By Clay Harris

BISHOPSGATE Investment Management, which administers the pooled pension funds of Maxwell group companies, has bought a 24.9 per cent stake in New Tokyo Investment Trust.

New Tokyo was recently converted to "track" the First Section of the Tokyo market.

The shares were bought from London & Bishopsgate Holdings, a private company in which Mr Robert Maxwell personally has a 75 per cent interest, with the rest owned by

Downturn at West Industries

Pre-tax profits at West Industries, the engineering, construction and pest control group, declined 16 per cent to £183,000 in the six months to end-September.

Mr Mel Morris, who took over as chairman last August, said the results did not reflect the impact of the group's new management, appointed in September. This had contributed to strong order books which "promise well for the second half".

The outcome came on turnover 16 per cent higher at £7.77m (£6.67m).

Earnings per 5p share dipped to 0.86p (1.24p) and the interim dividend is maintained at 0.25p.

Ballyvesey takes a drive into Europe

By Clay Harris

BALLYVESEY HOLDINGS, a private transport group based in Northern Ireland, has taken its first step onto the Continent with a 50 per cent stake in CBV Bimmarit Fahrzeuge, a West German trailer manufacturer.

The price paid for Wupperthal-based Blumhardt, which has annual turnover of some DM40m (£12m to £15m), was not disclosed. It ranks in the top seven German trailer makers.

Mr Wilson McClelland, Ballyvesey financial director, said his company expected benefits from Blumhardt's national service network and its export contacts. In the run-up to 1992, each company expected to benefit from the other's knowledge of national standards.

Ballyvesey already owns Sheffield-based Craven Tasker, the third largest UK trailer manufacturer, and Montracon, the Ulster manufacturer which specialises in trailer chassis. It also owns Montgomery Transport, a haulage company, and the Belfast Ford dealer J.E. Coulter.

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NEWS

We also like to bring you news of what's happening in the industry. There's a review of new products launched. Coverage of new law as it will affect you. Opportunities that you could take advantage of.

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- Strength of Life Offices
- With Profits Policies
- Shedding Light on Personal Pensions
- Alternative Sources of First Mortgage Finance
- Home Income Plans — A Key to Retirement

Additional articles analyse aspects of the industry neglected in the more general financial press (such as the Japanese stockmarket, opportunities in Europe for UK financial services and pension loans).

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COMMODITIES AND AGRICULTURE

Coffee fall sparks talk of quota cut

By David Blackwell

COFFEE prices in London yesterday fell sharply, taking their one from a steep overnight fall in New York. The second position rosetta futures contract fell \$31 to close at \$1,133 a tonne.

At present the ICO global export quota stands at 58m bags. However, shipments are behind schedule. The latest figures show that total ICO exports to member countries for 1988 totalled 52.6m bags - the lowest level for five years.

Freeze adds to US wheat crop worries

By Deborah Hargreaves in Chicago and Nancy Dunne in Washington

ARCTIC COLD air from Alaska yesterday barreled into the lower 48 states, creating new concerns for an already endangered US winter wheat crop.

In parts of the Northwest, like North Dakota, recent pessimism about the crop dissolved with two recent heavy winter snowstorms, which added two to four inches of precipitation, but much of this was blown away.

Now farmers are worrying that the frigid air will kill their crops, according to Mr Joe Christopher, a wheat analyst at Linco Futures in Chicago. The polar air outbreak, accompanied by snow, driven by winds over 100 mph, could further damage the already stunted crop.

Mr Christopher said the US needed a bumper crop this year "to avoid running out of wheat". Stocks, lowered by strong subsidised exports and acreage reduction programmes, have already sunk to the lowest levels since the 1970s.

Meteorologists say that about one-third of the country, still not recovered from last summer's drought. According to the US Wheatgrowers, parts of the US have received 25 inches less rain than average in the last 22 months.

On December 1, the US Department of estimated wheat stocks at 1.7bn bushels, down from 2.5bn the previous December. Stocks of durum wheat, hit hard by last summer's drought, have fallen to 98m bushels from 120m bushels.

China faces shrinking cotton production

By Colina MacDougall

CHINA'S COTTON output faces a bleak future as acreage over this year shrinks and farmers turn to more profitable crops, the China Daily said yesterday.

Textile mills in China's northwest are already short of raw cotton and the deficit is likely to bite harder. The hundreds of new mills built in recent years as permitted by reform policies will aggravate the shortage.

While China has suffered serious weather difficulties in the last couple of years, the problem mainly lies in government payment policies. Farmers say that what they earn from cotton growing no longer covers labour and input costs.

Chemical fertiliser and protective plastic film have been scarce, and their prices steadily rising. Grain prices on the free market, and prices generally, have escalated sharply, causing real hardship.

However, in 1984 the reform was carried a stage further with all controls on planting relaxed, and they were quick to abandon mainstays like grain and cotton for more profitable sidelines.

Neither of these mainstays has recovered anything like its 1984 figures. Grain only reached 383.7 million tonnes last year, compared to the 1984 high of 407 million tonnes. China would like cotton output to settle at 5 million tonnes annually but this target is still a long way off.

China lost \$36m in 1987 and 1988 because different firms and organisations competed against each other to buy wool in Australia and New Zealand, the official International Business newspaper said, Reuter reports from Peking.

Australian gold rush falters

Chris Sherwell examines the impact of declining prices

AUSTRALIA'S THIRD Gold Rush, under way since 1985, is beginning to falter under the impact of weak bullion prices, a strong Australian dollar and heavier tax obligations.

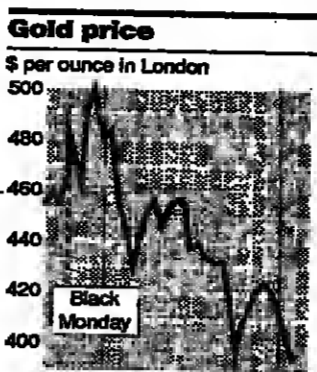
The change in sentiment has not been sudden, but it is certainly real. Over the past 15 months the world gold price has fallen 15.5 per cent, from US\$480 a troy ounce to less than US\$400. But for Australian producers the strength of the local currency has turned this into a 40 per cent fall, from A\$750 to A\$450 an ounce.

This may be well ahead of production costs for established mines, but for new entrants with higher costs and rising borrowing charges, it makes mining prospects appear increasingly marginal.

Also suffering from the recent trends are companies which no longer insist on equity participation in mining projects except where previous exploration has been carried out.

However, Guyana is particularly anxious to attract increased interest from mining companies in western Guyana, one of its major trading partners, and especially those in the UK, a country with which it has strong historic links.

With this in mind, the Guyana Geology and Mines Commission is organising a visit for European mining industry representatives to the country in February so that they can see for themselves what has already been achieved and get first-hand information from top level planners and policy makers.



up to A\$750 an ounce, so is in a more attractive position. Homestake Gold, on the other hand, has a policy of not making forward sales. Yet it surprised many observers earlier this year by its agreement to share the risk with entrepreneur Mr Alan Bond's gold interests in developing Kalgoorlie's Golden Mile through the so-called 'Big Pig'.

For any company, the big question is less whether to go ahead than to decide the level of production and cut-off grades which yield an acceptable return. But the broader worry is the longer-term future, first because mines will be developed more rapidly and less extensively, and second because of an inevitable slowdown in the exploration effort.

The result will be that more gold is left in the ground. Australian production could hit 170 tonnes this year, but is expected to start slipping in the 1990s.

mining can be imported duty free and there is no barrier to the export of profits and dividends. Currently Guyana produces gold on a very modest scale. Official production amounted to 21,424 troy ounces last year, the first time it had topped 20,000 ounces for 30 years. Official production by subsistence miners known locally as pork knockers - was undoubtedly well above the official total.

Now passed through Parliament. According to one analyst, however, the issue is of less importance than the recent price trends.

One of the country's biggest gold producers, Western Mining Corporation, revealed this week that development of its Yandan gold project in Queensland had been postponed, as had work on ore bodies around Kalgoorlie in Western Australia, because of the higher Australian dollar exchange rate.

But analysts say Western Mining, because it uses a system of option floor pricing rather than forward sales to hedge against price fluctuations, is suffering because it is covered against bullion market rather than exchange rate trends.

Companies which, by contrast, have used forward sales to lock in an Australian dollar rate as well as a gold price, include ACM Gold and Dominion Mining. ACM in particular has sold its production up to three years forward at prices of

De Beers 'confident' over OFT inquiry

By Kenneth Gooding, Mining Correspondent

DE BEERS' Central Selling Organisation, which controls more than 80 per cent of the world-wide trade in rough (uncut) diamonds from its London base, yesterday formally responded to the news that its activities were being investigated by the UK Office of Fair Trading by saying: "We are confident that none of our activities infringe any regulatory requirements."

Referring to the fact that the OFT was acting on a complaint by Consolidated Gold Fields, the UK mining and industrial group, the CSO added: "Consolidated Gold Fields is, of course, not involved in any way in the diamond industry. There must be a question as to its interest in and knowledge of the workings of the industry."

The CSO also pointed out that the OFT inquiry "must be regarded as being at a very preliminary stage indeed. The CSO had been selling diamonds from London offices for nearly 60 years, and employed 1,800 skilled personnel, demonstrating its commitment to the UK."

regions of prime exploration potential. This process has been possible because all mineral rights are vested in the state. Extensive maps cover as well as records of previous exploration and development at more than 200 sites are available for inspection through the commission. Among the new miners in Guyana is Golden Star Resources, a junior Canadian company formed in 1984 specifically to explore in Guyana. At one prospect in Ormai, the company has reached agreement for Placer Dome, one of the highest North American mining groups, to finance and operate a mining project.

'Economic pragmatism' unlocks Guyanan wealth

Kenneth Gooding on efforts to boost earnings from gold and diamonds

THE GOVERNMENT OF Guyana, the third-poorest nation in the western hemisphere, believes the country could transform its economy by attracting foreign investment to help unlock its largely untapped resources of gold, diamonds and timber.

Guyana was once ostracised in the West because of its poor debt repayment record and the foreign policy of its outspoken former president, Mr Forbes Burnham. But since it started practicing its new policy of "economic pragmatism", several foreign gold mining companies have already embarked on exploration programmes.

The commission believes the Europeans will then recognise that Guyana offers attractive investment opportunities, with potentially rich gold and diamond deposits. An English-speaking labour force and a high literacy rate (91 per cent) also has a Government which feels it has taken all the necessary steps to create a hospitable financial environment for foreign mining companies.

The Guyanan Government no longer insists on equity participation in mining projects except where previous exploration has been carried out. Then the Geology and Mines Commission is nominated to hold a small interest, normally not exceeding 15 per cent and not involving obligations to contribute towards capital requirements. Although the local Gold Board has sole authority to buy and sell gold produced in Guyana, a mining company owned by foreign parents may be authorised to sell gold outside the country, provided sufficient metal has been sold to the Gold Board to cover all local expenses.



mining can be imported duty free and there is no barrier to the export of profits and dividends. Currently Guyana produces gold on a very modest scale. Official production amounted to 21,424 troy ounces last year, the first time it had topped 20,000 ounces for 30 years. Official production by subsistence miners known locally as pork knockers - was undoubtedly well above the official total.

Other foreign companies reputed to be interested in gold and diamond exploration in Guyana include Amex, Homestake and Freeport McMoran of the US; and Noranda and Cominco of Canada.

WORLD COMMODITIES PRICES

LONDON MARKETS

Table with columns for Commodity, Close, Previous, High/Low. Includes CASH NICKEL, COCOA, COPPER, SOYABEAN MEAL, RUBBER, and various oils.

SPOT MARKETS

Table with columns for Commodity, Price, Change. Includes Crude oil (per barrel FOB), Premium Gasoline, Gas Oil, Heavy Fuel Oil, Naphtha, Petroleum Argus Estimates, and various metals.

WORLD

Table with columns for Commodity, Close, Previous, High/Low. Includes RUBBER, COPPER, SOYABEAN MEAL, and various oils.

US MARKETS

Table with columns for Commodity, Close, Previous, High/Low. Includes CRUDE OIL (Light), SOYABEAN MEAL, RUBBER, and various oils.

NEW YORK

Table with columns for Commodity, Close, Previous, High/Low. Includes GOLD 100 troy oz, SILVER, and various metals.

CHICAGO

Table with columns for Commodity, Close, Previous, High/Low. Includes SOYABEAN MEAL, RUBBER, and various oils.

CHICAGO

Table with columns for Commodity, Close, Previous, High/Low. Includes SOYABEAN MEAL, RUBBER, and various oils.

NEW YORK

Table with columns for Commodity, Close, Previous, High/Low. Includes GOLD 100 troy oz, SILVER, and various metals.

CHICAGO

Table with columns for Commodity, Close, Previous, High/Low. Includes SOYABEAN MEAL, RUBBER, and various oils.

LONDON STOCK EXCHANGE

Equities meet expected profit-taking

THE TWO week long advance in UK equities finally ran into fairly modest profit-taking yesterday, prompting the comment on all sides that this was a long overdue correction...

Despite the downward trend in the second half of the session, the market was alive with speculative situations, often of a speculative nature. The past trading week has seen a return to the market of the UK private investor...

However, internal statistics at one major firm indicate that sellers have been outweighing buyers for the past three days, thus opening the way for the expected correction in share prices. Against this backdrop,

Yesterday's fall of 12 FT-SE points was regarded as insignificant. "The institutions would like to see the market down by 50 Footsie points", commented a specialist at a leading US house.

There was little reaction yesterday in shares of British Steel, Rolls-Royce and Marks & Spencer, which were among the best performers in January. There was a further upswing in Eurotunnel units both before and after a very favourable report on construction progress from the British side of the operation.

FINANCIAL TIMES STOCK INDICES table with columns for Government Secs, Fixed Interest, Ordinary, Gold Mines, etc. and rows for Feb, Jan, Dec, Nov, Oct, Sep, Aug, High, Low, Since Completion.

SECTORS table with columns for S.E. Activity, Jan 31, Jan 30, and rows for Gilt Edged, Equity, Equity Value, etc.

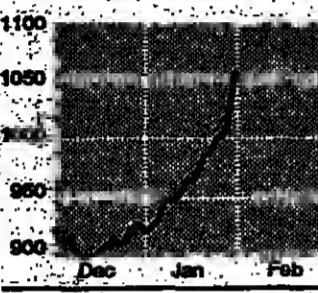
Sights lowered on BP

BP, hard on the heels of shareholder approval for the buy-back and cancellation of the near 12 per cent stake held by the KIO, were among the oil market's weaker performers.

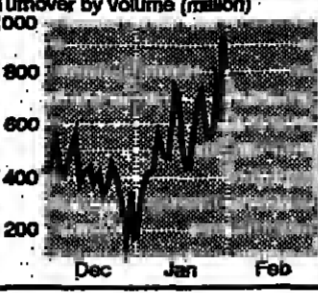
BP "old" shares were finally 3 lower at 278 1/2, on turnover of 1.4m and the "new" 25 cent stake at 174 on 1.2m shares.

Ultra-mar remained in the news as the company announced it is to reduce well before the 10 per cent cap on the share buy-back.

FT-A All-Share Index



Equity Shares Traded



Racial in demand

The electronics market burst into life after the recent period of relative inactivity with Rascal's Electronic shares heavily bought after "buy" recommendations for at least two top brokers and stories of possible stake-building by Cable & Wireless as a prelude to a full bid.

Peppid, it is said that the Japanese medical authorities want a new caution added to the drug's label.

Peppid, it is said that the Japanese medical authorities want a new caution added to the drug's label. Although there was some doubt over the significance of the move, the market took it as good news for Glaxo, which jumped 24 to 1228 on hefty turnover of 5m shares.

His Faber raced up to 265p-bid

at one point, amid hints of possible takeover activity involving US group Johnson & Higgins, before slipping off to close a net 12 higher at 263p.

Continuing doubts about a possible bid

Continuing doubts about a possible bid concerning Century Oil left the shares a further 6 lower at 155p, for a two day fall of 18.

Second-liners continued to attract buyers

Second-liners continued to attract buyers, with John Menzies pulled 9 higher to 34p in the wake of the strong figures from W H Smith.

High street retailing and distribution group

High street retailing and distribution group W H Smith has justified the recent strength in its share price by producing an impressive set of first-half figures.

TRADING VOLUME IN MAJOR STOCKS

Table showing trading volume in major stocks with columns for Stock, Value, and other metrics.

hied to close a fraction better on the day at 102p with two UK houses said to have been aggressive supporters of the shares.

United Biscuits (UB) shed 4 at 327p as suggestions of a bid from Suchard faded rapidly. One analyst said that the market now thinks that if some sort of corporate activity is in

BUSINESS LAW

Protecting invisible property

By A.H. Hermann, Legal Correspondent

The blinding of Justice, as represented by the statue crowning the Old Bailey, probably means that she should not see in whose favour the scales tip.

Remarkably, not even the EC Commission which so often appears the villain of the piece in this column - can be blamed for inventing this fourth type of intellectual property protection for semiconductor chips.

The reciprocity rights that can be obtained under the US statute to reproduce, import, or distribute semiconductor chips can be obtained only if the product is registered within two years of its first commercial exploitation.

Some people regret the introduction of the defence of reverse engineering, which would not be possible under copyright law. They say that it codifies robbery if it has a certain ingredient of ingenuity.

NEW HIGHS AND LOWS FOR 1988/89

Table listing new highs and lows for 1988/89 with columns for Stock, High, Low, and Date.

APPOINTMENTS

Mr Robin Floor, Mr Peter Cole and Ms Jasmine Dalal as associate directors. Mr Rex Simkin has become managing director of G7 VENTURE MANAGEMENT with specific responsibility for UK and European activities.

Senior posts at Lloyds Bank

LLOYDS BANK has appointed four general managers to head the operations units within its recently formed corporate banking and treasury areas. They are: Mr Martin Crutcher as general manager, capital markets division including capital markets group and Lloyds Bank's share registration operations.

Senior posts at Lloyds Bank

Mr Brian Milne, general manager, treasury division, with specific responsibility for dealing and trading in exchange and markets. Mr Sydney Shore, general manager, corporate banking division, covering major corporate relationships and the activities of Lloyds Leasing.

FT UNIT TRUST INFORMATION SERVICE

Current Unit Trust Prices are available on FT Cityline. To obtain your free Unit Trust Code Booklet ring the FT Cityline help desk on 01-625-2128

AUTHORISED UNIT TRUSTS

Main table containing unit trust information, including columns for Unit Name, Unit Type, and Unit Price. The table is organized into multiple columns and rows, listing various investment funds and their current market values.

GUIDE TO UNIT TRUST PRICING

UNIT TRUST PRICING: This section explains how unit trust prices are calculated, including details on net asset value, expenses, and the role of the trustee in determining the price.

Handwritten signature or note at the bottom of the page, possibly reading 'John Smith'.

FT UNIT TRUST INFORMATION SERVICE

Current Unit Trust Prices are available on FT Cityline. To obtain your free Unit Trust Code Booklet ring the FT Cityline help desk on 01-925-2128

Handwritten note: 10/1/10

Main table containing unit trust information with columns for Name, Price, and other details. Includes sections for 'OTHER UK UNIT TRUSTS' and 'INSURANCES'.

INSURANCES

Table listing insurance companies and their unit trusts, including Abbey Life Assurance Co Ltd, AIA Prudential, and others.

FT UNIT TRUST INFORMATION SERVICE

Current Unit Trust Prices are available on FT Cityline. To obtain your free Unit Trust Code Booklet ring the FT Cityline help desk on 01-925-2128

Main table containing unit trust information with columns for Name, Price, Yield, and other financial metrics. The table is organized into multiple columns and rows, listing various investment funds and their performance data.

BERMUDA AUTHORISED
GT Management Plc
100 Victoria Road, London EC2A 4JF
Tel: 0703 245 245

OFFSHORE INSURANCES
Royal Bank of Canada
100 King Street West, Toronto, Ontario M5X 1C5, Canada

JERSEY AUTHORISED
Capital House Fund Mgrs. (C.I.) Ltd
100 Victoria Road, London EC2A 4JF
Tel: 0703 245 245

OFFSHORE AND OVERSEAS
Guernsey Authorised
Franklin Templeton Fund Mgr Ltd
100 Victoria Road, London EC2A 4JF
Tel: 0703 245 245

MANAGEMENT SERVICES
David M. Auer (Personal Fin. Pln.) Ltd
100 Victoria Road, London EC2A 4JF
Tel: 0703 245 245

Guernsey Authorised
Franklin Templeton Fund Mgr Ltd
100 Victoria Road, London EC2A 4JF
Tel: 0703 245 245

Guernsey Authorised
Franklin Templeton Fund Mgr Ltd
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100 Victoria Road, London EC2A 4JF
Tel: 0703 245 245

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FT UNIT TRUST INFORMATION SERVICE

LONDON SHARE SERVICE

Table of FT Unit Trust Information Service, listing various unit trusts with columns for Name, Type, and other details.

Table of London Share Service, including sections for British Funds, Foreign Bonds & Rails, and Americans, with columns for Name, Price, and Yield.

Table of Money Market Trust Funds and Money Market Bank Accounts, listing various financial products and their details.

LONDON SHARE SERVICE

Latest Share Prices are available on FT Cityline. To obtain your free Share Code Booklet ring the FT Cityline help desk on 01-925-2128

AMERICANS - Contd. Table with columns for stock names, prices, and changes.

CANADIANS Table with columns for stock names, prices, and changes.

BANKS, HP & LEASING Table with columns for stock names, prices, and changes.

Hire Purchase, Leasing, etc. Table with columns for company names and prices.

BEERS, WINES & SPIRITS Table with columns for stock names, prices, and changes.

BUILDING, TIMBER, ROADS Table with columns for stock names, prices, and changes.

BUILDING, TIMBER, ROADS - Contd. Table with columns for stock names, prices, and changes.

CHEMICALS, PLASTICS Table with columns for stock names, prices, and changes.

DRAPERY AND STORES Table with columns for stock names, prices, and changes.

ELECTRICALS Table with columns for stock names, prices, and changes.

ENGINEERING Table with columns for stock names, prices, and changes.

ENGINEERING - Contd. Table with columns for stock names, prices, and changes.

FOOD, GROCERIES, ETC Table with columns for stock names, prices, and changes.

HOTELS AND CATERERS Table with columns for stock names, prices, and changes.

INDUSTRIALS (Misc.) Table with columns for stock names, prices, and changes.

INDUSTRIALS (Misc.) - Contd. Table with columns for stock names, prices, and changes.

INDUSTRIALS (Misc.) - Contd. Table with columns for stock names, prices, and changes.

INDUSTRIALS (Misc.) - Contd. Table with columns for stock names, prices, and changes.

INSURANCES Table with columns for stock names, prices, and changes.

LEISURE Table with columns for stock names, prices, and changes.

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LONDON SHARE SERVICE

Label Share Prices are available on FT Cityline. To obtain your free Share Code Booklet ring the FT Cityline help desk on 01-925-2128

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LEISURE - Contd

Table of share prices for Leisure companies including Leisure Group, Leisure Leisure, Leisure Leisure, etc.

PROPERTY

Table of share prices for Property companies including Property, Property, Property, etc.

TEXTILES - Contd

Table of share prices for Textiles companies including Textiles, Textiles, Textiles, etc.

TRUSTS, FINANCE, LAND - Contd

Table of share prices for Trusts, Finance, and Land companies including Trusts, Finance, Land, etc.

OIL AND GAS - Contd

Table of share prices for Oil and Gas companies including Oil, Gas, Oil, etc.

MINES - Contd

Table of share prices for Mines companies including Mines, Mines, Mines, etc.

TOBACCO

Table of share prices for Tobacco companies including Tobacco, Tobacco, Tobacco, etc.

TRUSTS, FINANCE, LAND

Table of share prices for Trusts, Finance, and Land companies.

Investment Trusts

Table of share prices for Investment Trusts companies.

OVERSEAS TRADERS

Table of share prices for Overseas Traders companies.

PLANTATIONS

Table of share prices for Plantations companies.

THIRD MARKET

Table of share prices for Third Market companies.

MOTORS, AIRCRAFT TRADES

Table of share prices for Motors and Aircraft Trades companies.

Commercial Vehicles

Table of share prices for Commercial Vehicles companies.

Components

Table of share prices for Components companies.

Garages and Distributors

Table of share prices for Garages and Distributors companies.

NEWSPAPERS, PUBLISHERS

Table of share prices for Newspapers and Publishers companies.

PAPER, PRINTING, ADVERTISING

Table of share prices for Paper, Printing, and Advertising companies.

SHIPPING

Table of share prices for Shipping companies.

SHOES AND LEATHER

Table of share prices for Shoes and Leather companies.

SOUTH AFRICANS

Table of share prices for South African companies.

TEXTILES

Table of share prices for Textiles companies.

Finance, Land, etc

Table of share prices for Finance, Land, etc companies.

Oil and Gas

Table of share prices for Oil and Gas companies.

MINES

Table of share prices for Mines companies.

Central Band

Table of share prices for Central Band companies.

Easton Band

Table of share prices for Easton Band companies.

Far West Band

Table of share prices for Far West Band companies.

O.F.S.

Table of share prices for O.F.S. companies.

Diamond and Platinum

Table of share prices for Diamond and Platinum companies.

Central African

Table of share prices for Central African companies.

Finance

Table of share prices for Finance companies.

OIL AND GAS

Table of share prices for Oil and Gas companies.

Australians

Table of share prices for Australian companies.

REGIONAL & IRISH STOCKS

Table of share prices for Regional and Irish Stocks.

TRADITIONAL OPTIONS

Table of share prices for Traditional Options.

This service is available to every Company dealt in on Stock Exchanges throughout the United Kingdom as of a fee of 250p per annum for each account.

CURRENCIES, MONEY AND CAPITAL MARKETS

FOREIGN EXCHANGES

Dollar's momentum checked

THE DOLLAR'S upward momentum was checked yesterday as dealers hesitated to push the currency through resistance levels of DM1.8900 and ¥130.70. It finished weaker against European currencies and the yen, mainly on profit taking, but also reflecting a recent rise in West German interest rates.

Comments made on Tuesday by Mr Alan Greenspan, Federal Reserve Board chairman, before a US congressional committee, pushed the dollar to its best levels overnight in New York and in the Far East. His suggestions that interest rates should remain high to fight inflation, and that the US trade deficit can be cut at existing exchange rates, encouraged dollar buying.

STERLING INDEX

Table with columns for Feb. 1, Latest, and Previous. Rows include 3-month, 6-month, 12-month, and 24-month indices.

CURRENCY RATES

Table showing currency rates for various countries including Australia, Canada, Hong Kong, etc.

CURRENCY MOVEMENTS

Table showing percentage changes in currency values for various countries.

OTHER CURRENCIES

Table showing exchange rates for currencies like Argentine, Australian, Canadian, etc.

MONEY MARKETS

German rates up

REPURCHASE RATES rose sharply yesterday at the latest sale and repurchase tender held by the West German Bundesbank. The top accepted rate of 6.1 per cent was above the Lombard rate of 6 per cent, and is seen as providing the authorities with an excuse to push key lending rates firmer, should the US dollar continue to rise.

UK clearing bank loan lending rates

Small table showing UK clearing bank loan lending rates.

more than compensating for two maturity facilities which drained DM24.2bn from the 28-day agreement ranged between 5.5 per cent and 6.1 per cent, while the longer dated 60-day facility was allocated at between 5.6 per cent and 5.9 per cent.

underlying sentiment however, with the market still believing the short term prospects for the dollar are good, because of high New York interest rates. Yesterday's figures on December leading indicators did nothing to change this view. A rise of 0.6 per cent within the range of most estimates, while tomorrow's US employment figures for January are expected to show continued strong growth in the economy.

Central banks were not seen on the open market yesterday, but the West German Bundesbank continued to hover in the background, buying \$14.5m at the Frankfurt fixing.

At the London close the dollar fell to DM1.8625 from DM1.8785; to ¥129.60 from ¥130.50; to £1.5585 from £1.5700; and to SFR1.6000; and to FFfrs.3450

EMS EUROPEAN CURRENCY UNIT RATES

Table showing EMS European Currency Unit rates for various countries.

POUND SPOT - FORWARD AGAINST THE POUND

Table showing pound spot and forward rates against the pound.

DOLLAR SPOT - FORWARD AGAINST THE DOLLAR

Table showing dollar spot and forward rates against the dollar.

EURO-CURRENCY INTEREST RATES

Table showing Euro-currency interest rates for various currencies.

EXCHANGE CROSS RATES

Table showing exchange cross rates for various currencies.

FT LONDON INTERBANK FIXING

Table showing FT London interbank fixing rates.

MONEY RATES

Table showing money rates for various currencies.

LONDON MONEY RATES

Table showing London money rates for various currencies.

FINANCIAL FUTURES

Sterling prices recover

SHORT STERLING futures for March delivery fell below a key support level of 87.28 in Liffe trading yesterday, but recovered from the day's lows after sterling moved up from an early set back to finish unchanged on the day.

The March price opened at 87.32 - little changed from the close on Tuesday of 87.31 - and fell to a low of 87.28 before recovering to finish at 87.28.

There were no special factors influencing the pound however, and it tended to move in line with the dollar, closing weaker overall, with the exchange rate index down 0.2 at 88.0.

STERLING FUTURES

Table showing sterling futures prices and movements.

FOREIGN EXCHANGE

Table showing foreign exchange rates for various currencies.

CHICAGO

Table showing Chicago market data.

EUROPEAN OPTIONS EXCHANGE

Table showing European options exchange data.

BASE LENDING RATES

Table showing base lending rates for various banks.

down from 87.31 on Tuesday. Long dated gilt futures showed little change on the day, finishing at 97.13 for March delivery against 97.11 at the opening and 97.12 on Tuesday.

US Treasury bond futures edged cautiously firmer despite the dollar's weaker tone. The narrow movement on the day reflected a note of caution ahead of the Group of Seven meeting starting later today.

Traders are also unwilling to take out fresh positions until the release of details on the US Treasury quarterly refunding package, due after the close of business in London.

FINANCIAL FUTURES

Table showing financial futures prices and movements.

FOREIGN EXCHANGE

Table showing foreign exchange rates for various currencies.

CHICAGO

Table showing Chicago market data.

EUROPEAN OPTIONS EXCHANGE

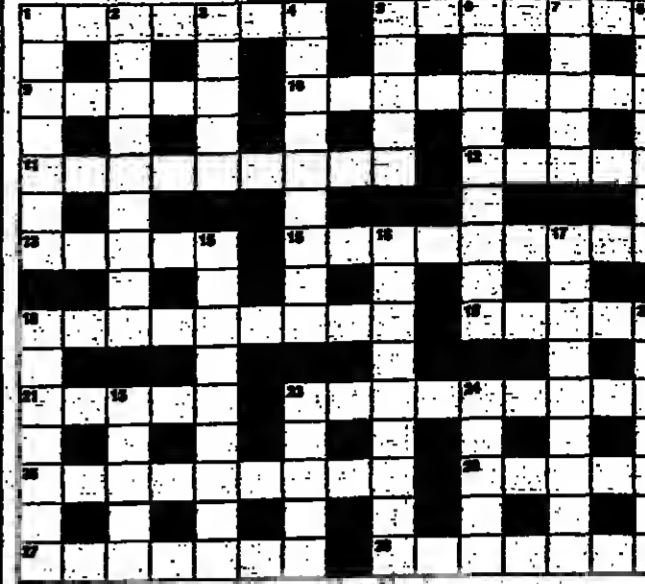
Table showing European options exchange data.

BASE LENDING RATES

Table showing base lending rates for various banks.

CROSSWORD

No.6,850-Set by DENMUTZ



- ACROSS: 1 Lane is reversing in bus station (7); 2 Crane odd pace, all over the place (7); 3 Money from Ecuador used as bribe in France? (5); 4 One of those dishes sometimes prepared to suitans? (3); 5 Letter-opener (9); 6 City of the Dutch bread-rolls (5); 7 Common old money one changes in Africa (5); 8 Danger set, perhaps, set at odds (9); 9 Good news for oilmen fully equipped (4-5); 10 Draws close attention between cross-players (5); 11 I call about the bloomer (9); 12 But it does not have a cube root (5-4); 13 Flauto-piece performed without care (9); 14 Scrap is natural among car-workers (9); 15 Fulfillment for married persons, presumably? (4-6); 16 Address, say, of Liverpool airport (5); 17 Material for union kept down in cabinet (9); 18 Famous sailor in disambiguation with no ambition to turn on foot (9); 19 Clasp on foot (9); 20 Hurt feelings, not finishing card-game (5); 21 Old lady to peg out? Thought (9); 22 With regard to smell, look back over plant (5); 23 Get a guide prepared the sort Camille should have used (4-6); 24 The last place Gray raved about (9); 25 Belated, having paid up (7); 26 One going in gallop, erratically (5); 27 Outstanding police officer (9); 28 Old instrument Esau's mother used, mostly (5).

JOTTER PAD

Handwritten notes and a small grid for a jotted message.

CABLE TELEVISION AND SATELLITE BROADCASTING

Advertisement for Cable Television and Satellite Broadcasting, listing various companies and services.

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WORLD STOCK MARKETS

Table of World Stock Markets including sections for Australia, Canada, Denmark, Finland, France, Germany, Hong Kong, India, Japan, Korea, Malaysia, New Zealand, Norway, Singapore, South Africa, Sweden, Switzerland, Taiwan, Thailand, and the UK. Each section lists various stocks with their prices and changes.

Table of World Stock Markets including sections for Australia, Canada, Denmark, Finland, France, Germany, Hong Kong, India, Japan, Korea, Malaysia, New Zealand, Norway, Singapore, South Africa, Sweden, Switzerland, Taiwan, Thailand, and the UK. Each section lists various stocks with their prices and changes.

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Advertisement for 'Your FT hand delivered in Germany' featuring '12 FREE issues' and contact information for Frankfurt 0130-5351.

NEW YORK STOCK EXCHANGE COMPOSITE PRICES

3pm prices February 1

Main table containing stock prices, organized into columns with headers like 'High', 'Low', 'Stock', 'Chg.', 'Close Prev.', 'Open', 'High', 'Low', 'Stock', 'Chg.', 'Close Prev.', 'Open', 'High', 'Low', 'Stock', 'Chg.', 'Close Prev.', 'Open'.

Advertisement for 'The world's first King Size Filter Cigarette' featuring an image of a hand holding a cigarette and the brand name 'Retinam KING SIZE'.

Handwritten signature or name 'Holly...'

NYSE COMPOSITE PRICES

OVER-THE-COUNTER

Need for national market, says prices February

Main table of NYSE Composite Prices with columns for Stock, Div, High, Low, Last, and various price movements.

Table of Over-the-Counter prices with columns for Stock, Div, High, Low, Last, and various price movements.

Notes explaining the data, including 'Sales figures are unaudited' and 'Yearly highs and lows reflect the previous 52 weeks'.

AMEX COMPOSITE PRICES

Table of AMEX Composite Prices with columns for Stock, Div, High, Low, Last, and various price movements.

Advertisement for VIENNA, featuring the text 'Have your F.T. hand delivered' and contact information for Peter Grün of Morawa & Co.

AMERICA Wait for economic news halts Dow's six-day climb

Wall Street

JANUARY'S rally showed signs of faltering again yesterday as February began but, considering the sparking run-up to this month, selling pressure was only modest. ... The Amex Market Value Index of the American Stock

earlier. Digital Equipment rose 5% to \$119. West Point-Pepperell jumped 5% to \$22 on news that investor Mr William Farley had raised his takeover bid by \$4 a share to \$32 a share.

Canada

ACTIVE early trade left Toronto sharply higher in spite of a drop in the gold index. The composite index rose 19.5 to 3,627.6 on volume of 8.5m shares by mid-session.

International funds fuel Hong Kong rally

John Elliott finds foreigners are aiding a traditional welcome for Chinese new year

HONG KONG'S stock market has followed tradition during the past three days and celebrated the run-up to next week's Chinese New Year holiday with a powerful rally. This has produced three days of record highs, although prices fell back yesterday afternoon.

Turnover shot up from HK\$1,860m last Friday to HK\$2,930m on Monday, compared with a broad range of HK\$450m to HK\$490m a day in December. Yesterday volume remained heavy at HK\$2,620m.

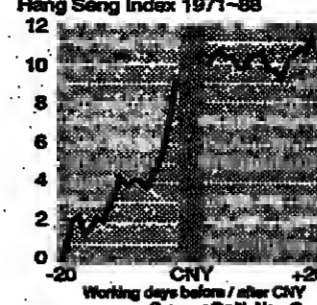
This dramatic resurgence of activity on one of the world's smallest and, for the past year, most sluggish exchanges was the result of a large inflow of new funds.

ments through fund managers from Japan. "We have seen new US institutions making strategic decisions to get back into Far East markets of Hong Kong, Singapore and Malaysia," said Mr Malcolm Surry of CL-Alexanders Laing and Cruickshank.

The rally has helped to close some of the gap, often of 40 per cent or more, between net asset values and share prices. "It's a very cheap market here, in particular we have for months seen the property market going through the roof and the stock market staying down," said Mr Angus Buxter of Smith New Court, Hong Kong.

Chinese New Year

Cumulative average % change in Hang Seng Index 1971-88



In the property boom, this week's stimulants have included a HK\$5 share bid from HK Properties for the locally listed Bond Corporation International. This was an attempt to disrupt Mr Alan Bond's offer to buy out minority shareholders at a widely criticised level of HK\$29.

fashionable Mid Levels area is now being negotiated at about HK\$1.8bn, or 160 per cent above its sale price 16 months ago.

Last week a record auction price of HK\$3.35bn was paid by two leading local developers, Sun Hung Kai and Sino Land, for an office plot in Wanchai just to the east of the central district. Wanchai office rents have climbed 30 per cent in three months.

Others say that everyone goes to sleep in Hong Kong for up to a fortnight at new year. They believe that nothing spectacular will happen until big companies such as the Hong Kong and Shanghai Bank and Jardine Matheson announce what are expected to be impressively good annual results a few weeks later, and the Government's annual budget is announced on March 1.

The market is now "on a knife edge," said Mr Richard Witte of Schroder Securities. "We are really asking for a short, sharp, one-day drop now, but I'm confident the buyers will come back quickly."

The bigger question is what will happen when the market reopens next Thursday after the three-day holiday, having said goodbye to the Year of the Dragon and moved into the traditionally more precarious Year of the Snake.

Some brokers believe there will be a surge of buying if confidence in the US dollar is still strong.

Others say that everyone goes to sleep in Hong Kong for up to a fortnight at new year. They believe that nothing spectacular will happen until big companies such as the Hong Kong and Shanghai Bank and Jardine Matheson announce what are expected to be impressively good annual results a few weeks later, and the Government's annual budget is announced on March 1.

EUROPE Madrid hit by squeeze on capital markets' liquidity

THE spotlight in Europe again focused on interest rates, leaving most bourses depressed, writes Our Markets Staff.

MADRID took a beating after news of a liquidity squeeze in the US led to interest rate rises in the next few days. Banks and utilities were hardest hit and the general index dropped 4.31 to 273.79.

Under the Finance Ministry's new rules, banks will have to increase their liquidity reserves by 1.5 percentage points to 18 per cent, removing an estimated Ptas60m (\$3.5bn) from the capital markets.

ing FF32 to FF3,920. Rhone Poulenc, the chemicals issue, was active, rising FF32 to FF700 with 119,000 shares changing hands. The stock is expected to benefit from any drug developments at its 33 per cent-owned subsidiary Institut Merieux and is being recommended by its fundaments.

plant in Iraq, rose Lst to L7,931 against the trend. AMSTERDAM picked up from early losses to end mixed, with the CBS tendency index off 0.5 at 161.9, quiet trading.

Tokyo

THE DOLLAR'S renewed rise above the psychologically significant level of Y130 sent a wave of nervousness through the equity market and share prices plunged in heavy selling, writes Michiyo Nakamoto in Tokyo.

After moving indecisively in early trading, the Nikkei average fell sharply as the dollar's strength showed no sign of abating. The Nikkei closed 220.69 lower at 31,360.68 after reaching a high of 31,581.49 and a low of 31,305.72.

highways. Sato Kogyo, which has considerable experience in building tunnels, was the most actively traded issue with 48.4m shares changing hands and rose Y110 to Y1,450. Teled, which is expanding its civil engineering business, was second most active with 38.8m shares, rising Y40 to Y1,390, while Nishimatsu Construction, which specialises in large-scale civil engineering, was third in volume terms with 32.3m shares and also gained Y50 to Y1,110.

While most Asia Pacific markets enjoyed an active and buoyant day, Australia fell back for the first time in 10 sessions. AUSTRALIA was taken lower by worries over the domestic economy, with investors unwilling to buy in the current climate of worse-than-expected inflation, high interest rates and weaker commodity prices.

trial index rising 3.69 to 1,137.01. Turnover was affected in early trading by computer faults at some brokerage firms and fell to 59.8m shares from 61.2m on Tuesday. TAIWAN rose for the third straight session, with the weighted index surpassing the 6,300 resistance level in strong pre-holiday buying. The index added 79.6 to 6,157.12.

SOUTH AFRICA

NERVES about the lower bullion price kept trading quiet in Johannesburg, and most shares eased. Gold issue Randfontein lost R7 to R233.

FT-ACTUARIES WORLD INDICES

Table with columns for National and Regional Markets, Tuesday January 31 1989, Monday January 30 1989, and Dollar Index. Rows list countries like Australia, Austria, Belgium, etc., with various indices and percentage changes.

WINNING THE EUROPEAN TIME TRIALS. The Philadelphia Stock Exchange Announces Expanded Trading Hours. Starting January 20, trading in foreign currency options at the PHLX opens 0930 GMT (4:30 a.m. EST/EDT) so that you can directly access our markets—when you need them.