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2 March 1995

Dear Audrey Cowan
Fax # 0141+ 331 3193

Thank you for your fax letter about your study project. I have faxed it to the Minister for Trade, Mr Peter pullen at the South African High Commission, Tel 0171 +930 4488, fax 0171 + 321 0836. His Secretary thought he may be able to help, but was not certain.

I must say, however, that in my experience, there are no short cuts in research. There are ways of getting the information you want:

(a) Ask about the South African Financial Mail which will carry lots of information about existing, new, and intending investors. Similarly, I am sure that the London Financial Times has carried reports, or major articles, about British investment in South Africa since the Government of National Unity came into being.

(b) The London branches of South african banks should be able to help you. Your letter asking for help might need to be backed up by your supervisor to justify them

giving you confidential information. Phone calls in advance may help.

The banks concerned are:

Standard Bank of South Africa

First National Bank of South Africa

Nedcor (Netherlands Bank of South Africa) Their regular publications give an idea of the magnitude of the investments taking place.

ABSA.

I hope the above is of some help to you.

Warm regards and best wishes
Yours sincerel

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