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# USER'S MANUAL

for

## CITS

(NIB's Computerized Investor Tracking System)

Designed for NIB Officers using CITS

*prepared by:*

Douglas Lucius,  
Systems Analyst, Nathan Associates

FAPE (Financial Assistance and Private Enterprise) Project

*(July 31, 1994)*

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## **Introduction:**

This manual is intended to help NIB officers and others to use the CITS system to access and review existing information. This manual is a guide to reviewing existing data, not to entering new data. (For assistance in entering new data, refer to the *CITS Data-Entry Manual*, a separate publication.)

This manual is organized into a number of sections:

- Purpose;
- Forms;
- Quick Start;
- Menus;
- Investor Output;
- The Match sub-Menu;
- Getting In and Out of CITS

"Purpose" explains the objectives of CITS, discusses its advantages, and touches on the system's general organization. "Forms" discusses the forms used in and generated by CITS.

"Quick Start" may be the most important part: it will give you a quick initiation into CITS. "Menus" explain how one moves around different parts of CITS in search of desired information. "Output Reports" explains the various reports available, with particular attention to reports large numbers of investors (often all of them) or projects on the other. (To print out information on one investor only, refer to "Print" under "Menus.")

"The Match Sub-Menu" explains how to play the investor dating game: a way of finding the correct partners for different investors.

"Getting In and Out of CITS" is particularly useful. Make sure you read "Updating Data" will help you make sure your computer has the most up-to-date data to make decisions with.

## Purpose:

The purpose of CITS is to provide useful information about potential investors to all NIB staff. If properly maintained, all useful information on every investor will be readily available. This will help NIB find information needed for any purpose.

CITS can provide:

- All information available on an investor:
- Selected information about all investors: or even
- Selected information on selected investors.

CITS provides this information in many forms. Some can be viewed on the screen, some on paper, and some times both.

*Information on an individual* investor should be available at any time on screen or on paper: one can either print out an "Investor Profile" closely resembling the input form (see below), or search for the data in a menu on screen. One can also request an "Action History" listing all action either NIB or the Investor have initiated with each other.

More substantial is the *grouped output*. One can produce lists, such as the investor list (listing all investors in alphabetical order), the project list (all projects) or the sector list (grouping all investors within different sectors.) Other output **distill information** about all investors. For example, the "Promotion Study" groups market information and provides statistics as to how investors learned about NIB and the Gambia. Other studies provide information on timing: how long, on average, does it take for investors to accomplish their desired goals? Finally, there are several outputs showing data on recent actions between NIB and investor(s).

Last, but by no means least, is the ability to produce **mail list**: lists containing all the information on a contact needed to produce correspondence: the names, titles, and addresses of all individuals NIB wishes to send mail to. Please understand that these files are created in WordPerfect's "Mail Merge" format. The advantage of this is that CITS can produce a "mail merge" file which can be incorporated in a form letter. Mail Merge's real beauty is that the form letter can be given a personal touch: exact addresses appear on each page: "Dear Sir," is substituted by "Dear Mr. Ahmed." "Dear Mr. Faal..."; "I will be traveling to your country" is substituted by "I will be traveling to Germany," "I will be traveling to Switzerland..." as is appropriate when writing to different persons. This system automates the process of generating long mailing lists. (This is *not* however completely automatic: an NIB officer should always review the letters closely before signing them to be certain the everything appears properly and makes sense.) Mail list such as these can be generated by different criterion, such as those waiting to receive the investment packet. Another criterion would be all those engaged in fisheries. Still another might be all those investors from

## Hong Kong.

In short, CITS' purpose is to provide a user (that's you!) with the ability to easily obtain up-to-date information on an individual, selected group, or all investor. The power of review investor data on screen, generate reports, and produce mail lists are available to anyone familiar with a computer keyboard. One need only observe the screen and step through the menu choices with the aid of the arrow keys ( ↑ , ↓ , → , ← ), the Enter key and the ESCape key. The remainder of this document concentrates upon using the menu system.

## Forms:

There is a limited set of information on an investor:

- Investor Profile
- Action Reporting
- Initial Project Information
- Development Certification

Examples of these forms appear on the following pages. The information expected in the blanks should be clear.

**Investor Profile** is where information about investors are stored: names, their line of business (sector, product/service), country of origin, name and address of contact, and some marketing information. Perhaps most important is the small item at the bottom of the Investor Profile: "NIB Officer Responsible."

**Action Reporting** is a form used to keep track of developments with Investors. NIB officers will be expected to jot down a short note indicating any contact with investors: when (day and month), with whom (investor), by what means (phone, meeting, etc.), and what was the action? By "Action" we expect a short description of what transpired: answered some question, made an appointment....

**Initial Project Information** asks for information about the sector and the product/service the project will operate in, contact information, and the NIB officer responsible. It also asks for information on the shareholders investing in this project.

**Development Certification** is used to follow a project's progress through government approval. Information about the project's financial structure and bank references is entered. More important, approval history contains the dates upon which certain milestones in development certification passed.

Date Of First Contact: \_\_\_/\_\_\_/9\_\_

Investor / Firm: \_\_\_\_\_

Home Country: \_\_\_\_\_

Sector:  Agriculture  
 Fishing  
 Manufacturing  
 Service  
 Tourism  
 Other \_\_\_\_\_

Products / Services: \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_

Gambian Tax Identification Code: \_\_\_\_\_

Geographic Markets: \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_

Other Projects In The Gambia: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Contact: \_\_\_\_\_  
Title & Department: \_\_\_\_\_  
Company: \_\_\_\_\_  
Address: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Country: \_\_\_\_\_

Telephone: (\_\_\_\_) \_\_\_\_\_  
(\_\_\_\_) \_\_\_\_\_  
(\_\_\_\_) \_\_\_\_\_

Fax: (\_\_\_\_) \_\_\_\_\_  
(\_\_\_\_) \_\_\_\_\_

Telex: \_\_\_\_\_

Source of Information on NIB / The Gambia:

- Conversation w/ \_\_\_\_\_
- Private Contacts:  Gambian  Other
- Investor's Government
- Gambia Government:  Embassy  Ministries  Other
- Professional Association: \_\_\_\_\_
- Advertisement: \_\_\_\_\_
- Trade Fair: \_\_\_\_\_
- Other: \_\_\_\_\_

Want the Investment Packet?  Yes  No

Nib Officer Responsible: \_\_\_\_\_

prepared by: \_\_\_\_\_



INITIAL PROJECT INFORMATION

Today's Date: \_\_\_/\_\_\_/9\_\_

Project / Activity Name: \_\_\_\_\_

Approximate Value Of Investment: \_\_\_\_\_ Dalasis

- Sector:  Agriculture  
 Fishing  
 Tourism  
 Manufacturing  
 Service  
 Other \_\_\_\_\_

Products / Services: \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_

(gambian) Tax Identification Code: \_\_\_\_\_

Contact: \_\_\_\_\_  
Title & Department: \_\_\_\_\_  
Company: \_\_\_\_\_  
Address: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Country: \_\_\_\_\_

Telephone: (\_\_\_\_) \_\_\_\_\_  
(\_\_\_\_) \_\_\_\_\_  
(\_\_\_\_) \_\_\_\_\_

Fax: (\_\_\_\_) \_\_\_\_\_  
(\_\_\_\_) \_\_\_\_\_

Telex: \_\_\_\_\_

Shareholders: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Nib Officer Responsible: \_\_\_\_\_

Prepared by: \_\_\_\_\_



## Quick Start:

First, you should have the MIS menu in front of you. If you don't, go to the "C" prompt ("C:\>") type "MIS" and press Enter . Once you have the MIS menu, type 'CITS' and press Enter  :

```

      MIS MENU
      -----
      NATIONAL INVESTMENT BOARD

      CITS  Computerized Investor Tracking System
      CC   Card Catalog
      SB   Skills Database
      FAR  FAPE Application Register
      MAIN Main Menu

      (Developed by Nathan Associates - FAPE)

C:\>CITS
```

Type CITS and press Enter 

You will see a series of screens, and then the computer stops and asks for your password. Type the password and press Enter  :

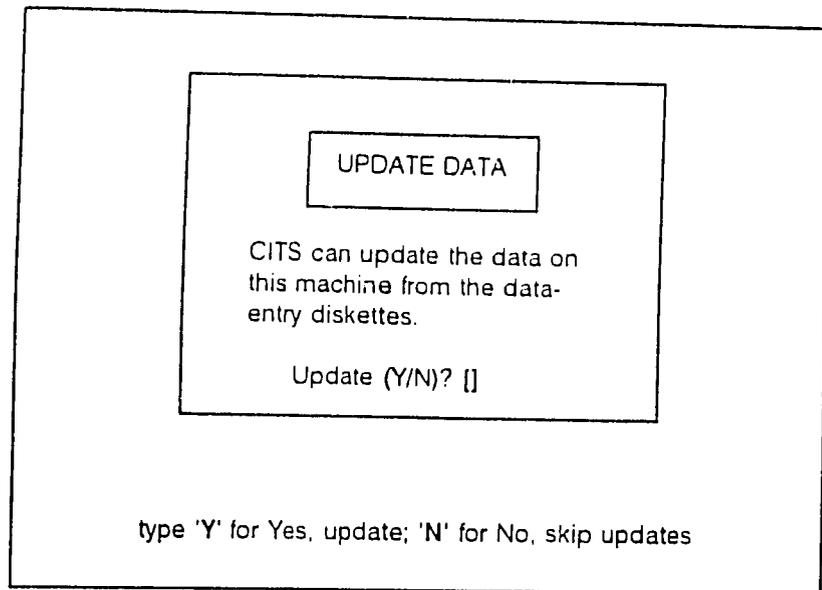
```

      (type password and press enter  )
```

Password

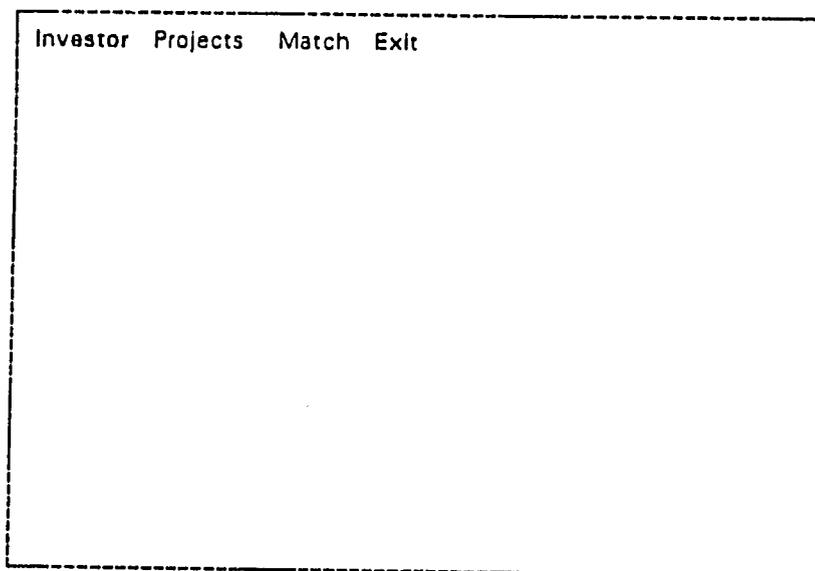
(The password is secret, so you will not see what you are typing.)

Assuming you made no mistakes, the screen should clear and produce the following screen:



The Update-Data Screen

For this stage of the instruction, let us keep things simple: type "N" you will go automatically on to the main menu:

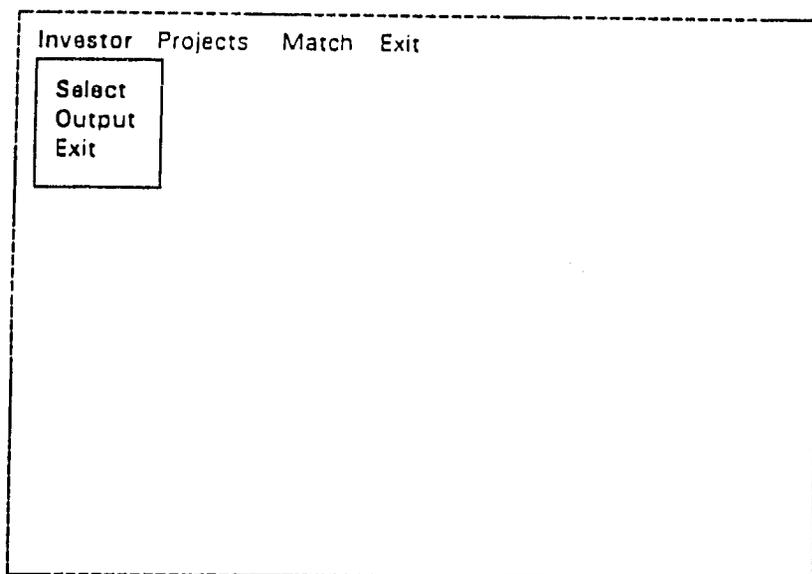


The CITS Main Menu

(You should however learn just when to say "Y" and when to say "N." Study the issue

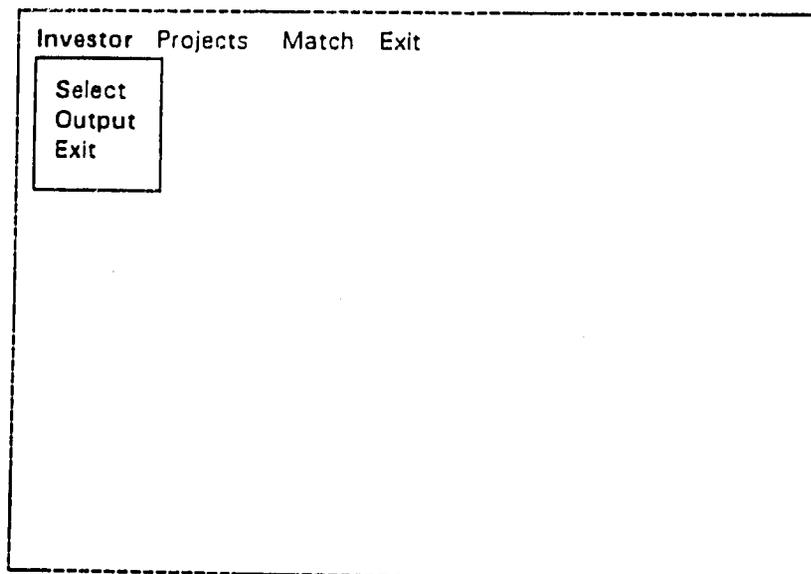
well under "Getting In and Out." If you don't understand this, ask someone experienced in CITS to explain it to you. If you don't understand it, you will be working with out-of-date information, which would be a big problem.)

You should be highlighting the word 'Investor.' That is, the word appears in red. We will go further into the subject of investors by pressing Enter←.



The Investor Sub-Menu

Select the "Output" choice from the Investor Sub-Menu,



Choose Output from the Investor Sub-Menu

No you are in a new sub-menu. The Output sub-menu, as we shall call it for the moment, allows you to print a variety of reports. Each report is listed on a separate line in the menu:

```
Investor Projects Match Exit
Select
Blank Forms
Promotion Study
Investor Packet List
Action Summary
Inactive List
Mail List
Investor List
Exit
```

The Many-Investors Output Sub-Menu

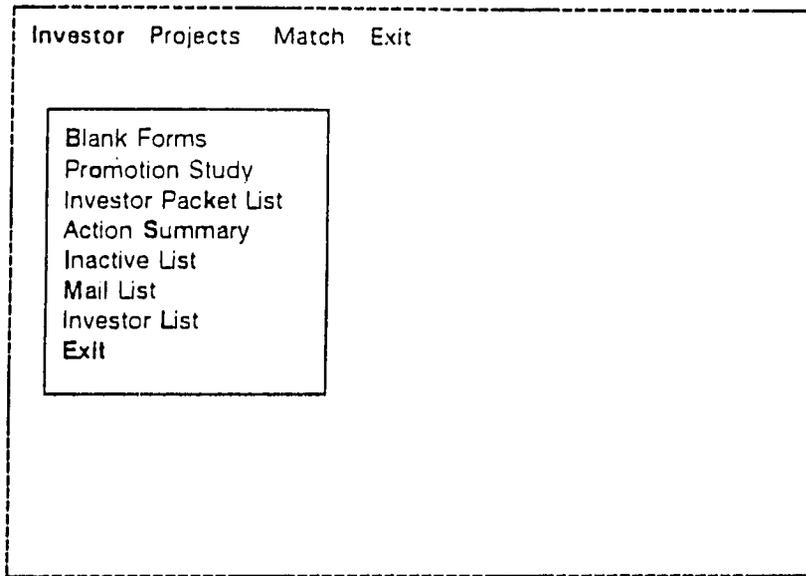
The "Investor List" is the simplest option of all. Simply point ( ↓ ) and press Enter←.

```
Investor Projects Match Exit
Blank Forms
Promotion Study
Investor Packet List
Action Summary
Inactive List
Mail List
Investor List
Exit
```

Select Investor List

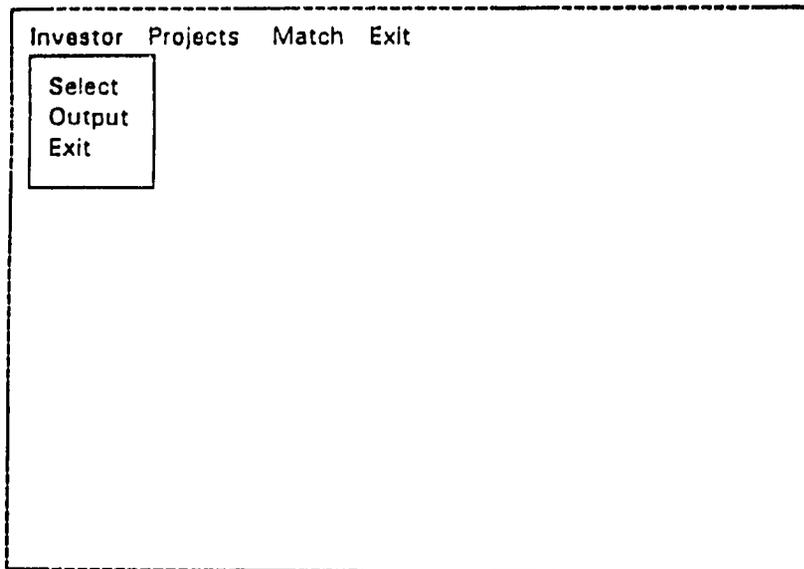
And it will print out a complete list of all investors listed in CITS.

You can continue to produce more reports. But for now, just select "Exit" and press Enter←→.



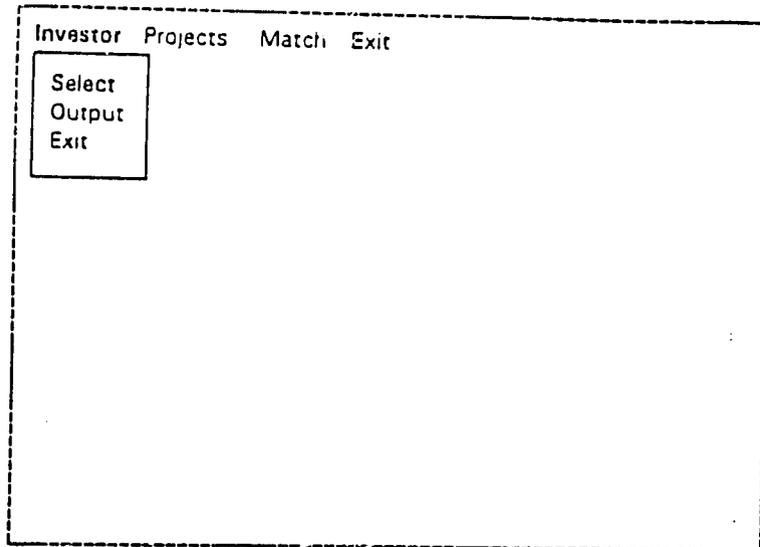
Exit Output Sub-Menu

and you will return to the Investor Sub-Menu:



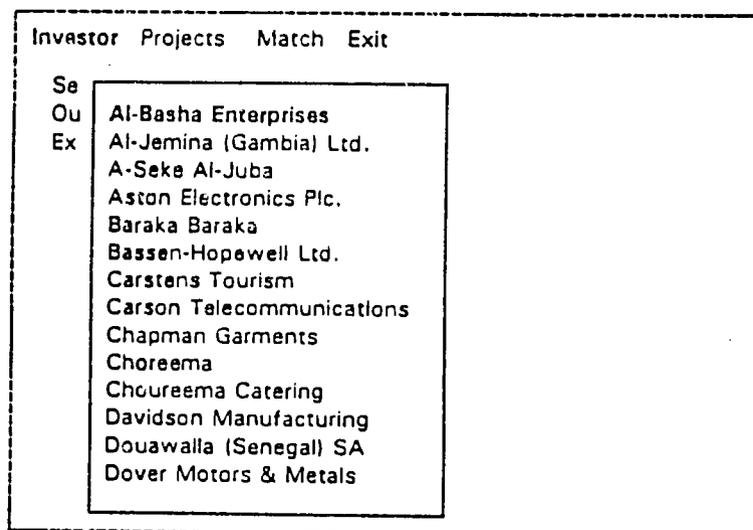
Investor Sub-Menu

Let us look at one of the investors more closely. Point upwards ( ↑ ) once to 'Select' and press Enter ← :



Investor Sub-Menu

You will be presented with a long list of investors (it is so long, it goes beyond the bottom of the screen).



Selecting an Investor

Point ( ↓ ) to any one investor (in the case Davidson Manufacturing), and press Enter← .

```

Investor Projects Match Exit
Se
Ou Ai-Basha Enterprises
Ex Ai-Jemina (Gambia) Ltd.
  A-Seke Al-Juba
  Aston Electronics Plc.
  Baraka Baraka
  Bassen-Hopewell Ltd.
  Carstens Tourism
  Carson Telecommunications
  Chapman Garments
  Choreema
  Choureema Catering
  Davidson Manufacturing
  Douawalla (Senegal) SA
  Dover Motors & Metals
  
```

Selecting an Investor

Now you see a simple profile of the investor and a menu. We call this the **Investor Profile Sub-Menu**. It will allow you to see specific details about the investor:

```

Investor Projects Match Exit
Tax ID Code
Markets
Other Projects
Contact:          tact: 10/12/92
Information
Action           ame: Davidson Manufacturing
Print
Exit            ntry: United Kingdom
               ctor: Manufacturing
               Product/Service: Engines
               Officer in Charge: Mboge
  
```

Investor Profile Sub-Menu

For instance, let us look at the 'Action' screen. Just select the appropriate menu choice by pointing ( ↓ ) and press Enter ← :

Investor	Projects	Match	Exit
Tax ID Code			
Markets			
Other Projects			
Contact		tact:	10/12/92
Information		ame:	Davidson Manufacturing
Action		ntry:	United Kingdom
Print		ctor:	Manufacturing
Exit		Product/Service:	Engines
		Officer in Charge:	Mboga

Investor Profile Menu

Selecting 'Action' gives you not only a new menu, but a whole new screen. The action screen shows the most recent actions between NIB and the investor.

Investor Projects Match Exit		
Select Exit	NIB <u>Officer</u> <u>Action</u>	<u>Contact</u>
12/12/92	MBOGE	RE-SCHEDULED APPOINTMENTS
15/12/92	MBOGE	MET AT HOTEL. INITIAL DISCUSSIONS
16/12/92	MBOGE	ACCOMPANIED TO TOURISM MIN.
■ 16/12/92	MBOGE	INTRODUCED TO NIB

Action Screen

For now, just review the list of actions. Use the down arrow ( ↓ ) to point to 'Exit' in the menu below, and press Enter ← :

Investor Projects Match Exit		
Select Exit	NIB <u>Officer</u> <u>Action</u>	<u>Contact</u>
12/12/92	MBOGE	RE-SCHEDULED APPOINTMENTS
15/12/92	MBOGE	MET AT HOTEL. INITIAL DISCUSSIONS
16/12/92	MBOGE	ACCOMPANIED TO TOURISM MIN.
■ 16/12/92	MBOGE	INTRODUCED TO NIB

Exit the Action Screen

Maybe the best thing to do now is to simply point ( ↓ ) to 'Exit' and press Enter←

```
Investor Projects Match Exit
┌ Tax ID Code
│ Markets
│ Other Projects
│ Contact
│ Information
│ Action
│ Print
│ Exit
```

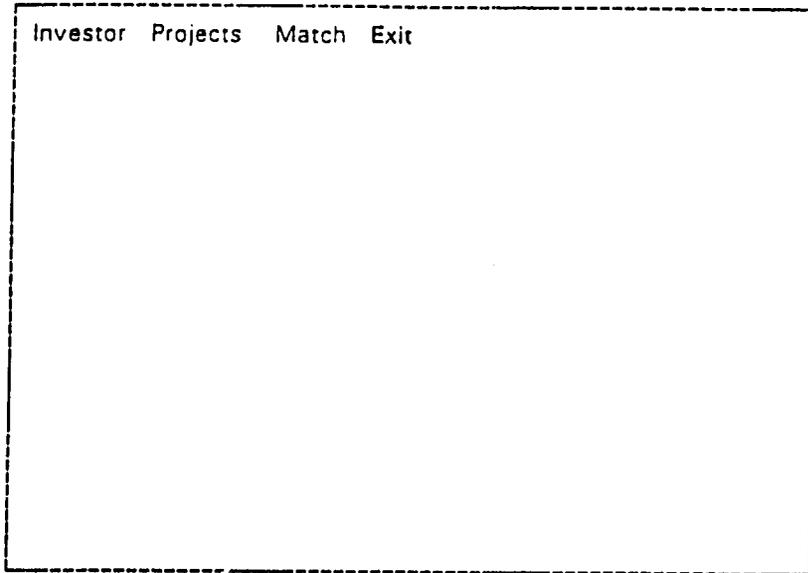
Investor Profile Menu

And do the same in the Investor Sub-Menu: point to it and press Enter← :

```
Investor Projects Match Exit
┌ Select
│ Output
│ Exit
```

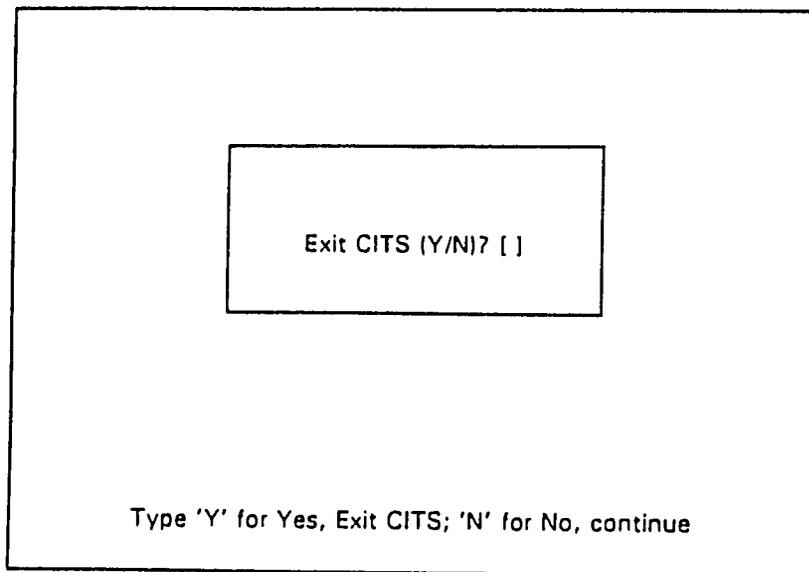
Exit Investor Sub-Menu

Finally, let us pretend you are finished using CITS for the day. Use the right arrow ( → ) to choose "Exit" from the main menu and press Enter  :



The CITS Main Menu: the Exit choice

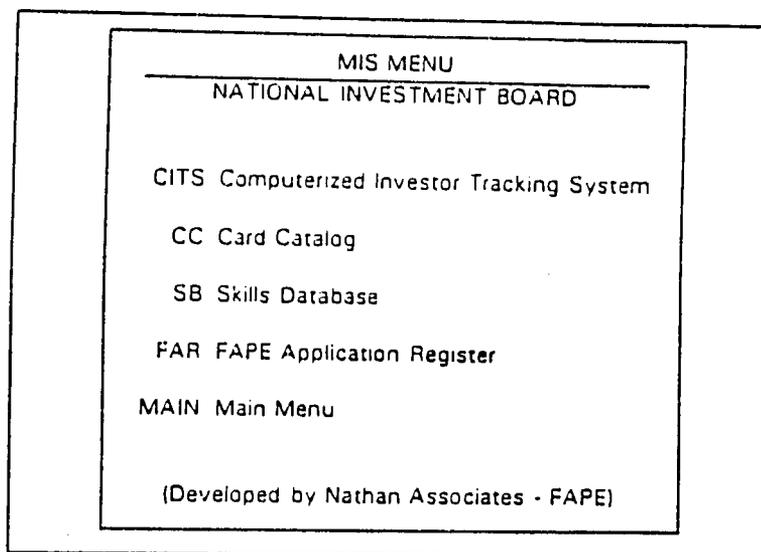
The computer displays a red box to check and be absolutely certain that is what you want:



Exit CITS: Confirmation

So type 'Y' to confirm you really do want to exit from CITS.

Do that, and you will be out of CITS and back at the MIS menu:



*After 'Y' (Yes), Exit CITS*

Now you probably know enough to continue on by yourself. The system is safe: you can just point and explore. But if you really want to understand better what you just did, and to grasp what the other options are all about, read 'Menus' and the other sections that follow. Make sure you read and understand the 'Updating Data' section within the last section, 'Getting In and Out of CITS.'

## Menus

CITS can be run almost entirely by menus. Menus lead to actions. Sometimes you must select a number of choices in a series of menus to reach the specific desire. You just need to select a choice by pointing:

- to highlight a choice to the right:
- ← to highlight a choice to the left:
- ↓ to highlight a choice below:
- ↑ to highlight a choice above.

After highlighting a choice. *Select* it by pressing the **Enter**  key. This is a signal to the computer you wish to proceed with the highlighted choice.

The ESCape key is very practical: it tells the computer to cancel your selection. (This reverses the item most recently selected.)

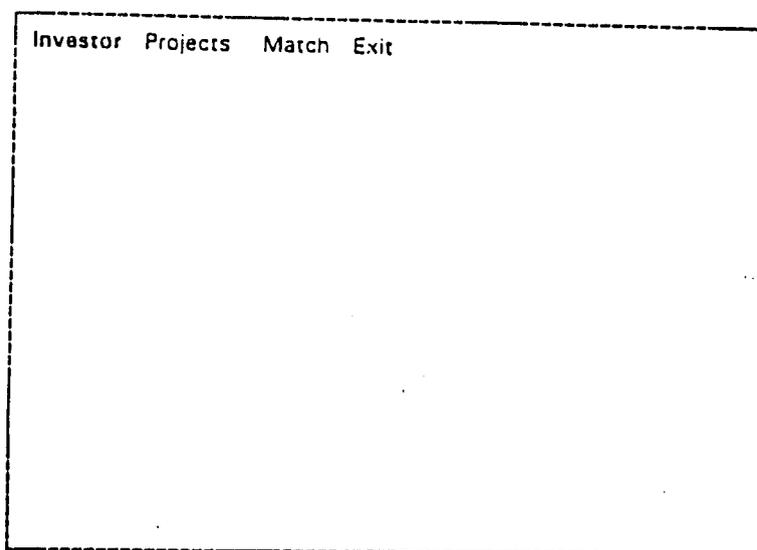
It is that simple. There are some shortcuts, as described in the section entitled "Menu Shortcuts." The only thing remaining here is to become familiar with CITS' specific menus.

They are a few places where one must actually type a letter (e.g. 'Y' for Yes, 'N' for No) phrase (e.g. your password), or a date (e.g. to specify what period an output report will cover).

## The Main Menu:

The CITS main menu is the most important menu in the system. All menus grow out of the main menu.

The main menu provides you with four choices:



The CITS Main Menu

Each one of the words — "Investor," "Projects," "Match" and "Exit" — in the main menu represents a choice. You can "highlight" different choices by pressing the left or right arrow keys: these naturally move the highlighted item to the left or to the right.

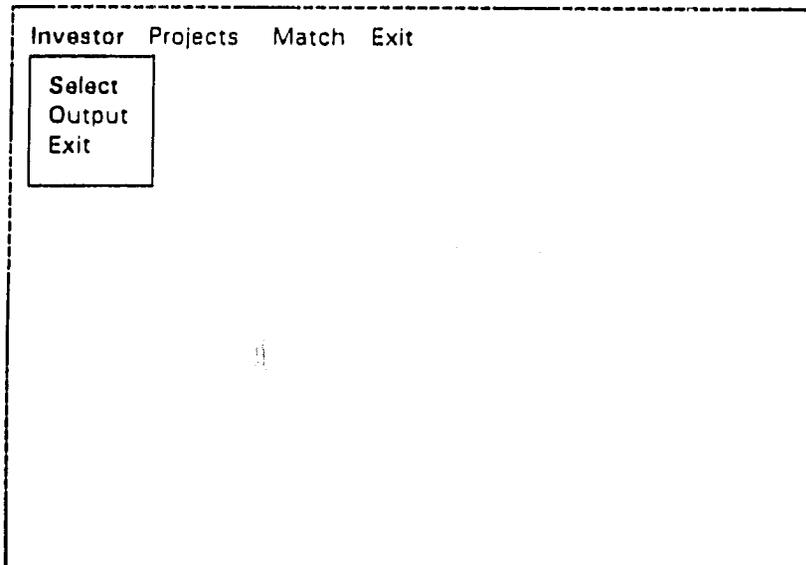
By "*highlight*" we mean using arrows to point to choice, which will appear in red: note that the current choice — Investor — is in red, whereas all the other words are blue.

Selecting any item — pointing and highlighting the word "Investor," "Projects," or "Match," and pressing Enter  $\leftarrow$  — leads to a *sub-menu* offering further choices within that option.

## The Main Menu's Sub-Menus:

Each choice in the main menu has an associated sub-menu. The sub-menus represent an elaboration of the main-menu choice. The sub-menu divides the main menu choice into a few general choices.

That is, selecting "Investor," (pointing to "Investor" and press Enter←→ ) produces one sub-menu, showing the choices "Select," "Output," and "Exit":

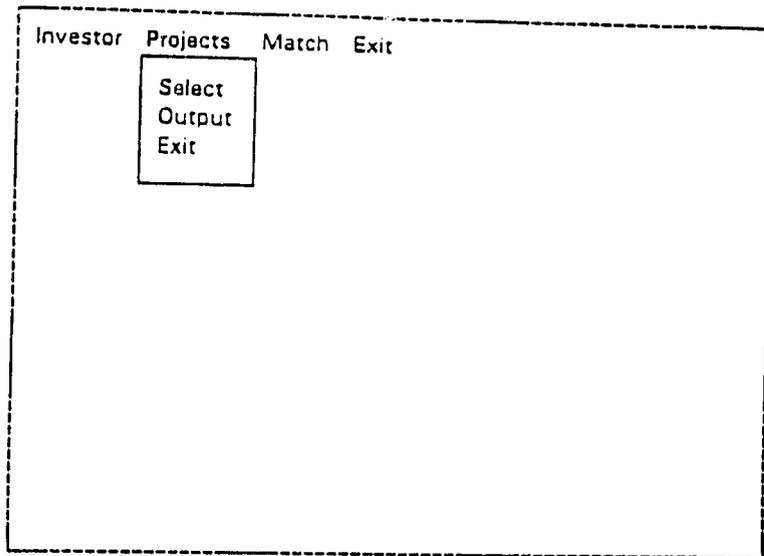


The Investor Sub-Menu

Each of the choices refer to "Investor":

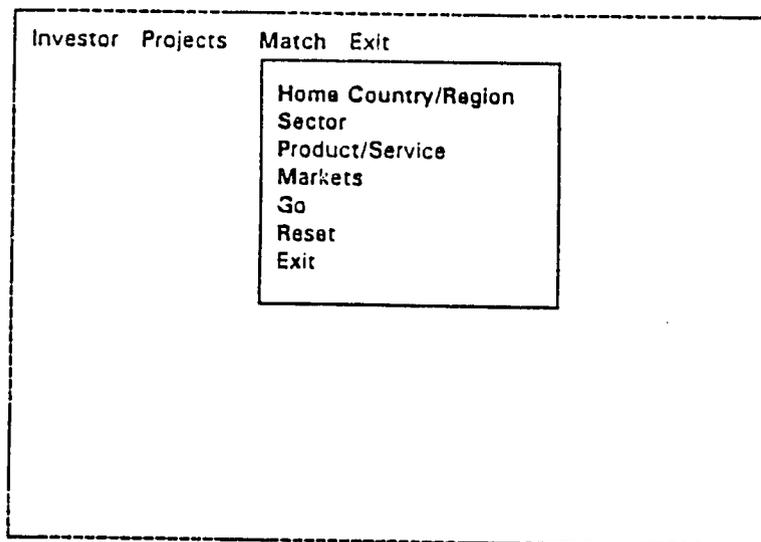
"Select"	select a specific investor by name
"Output"	view/print information on all investors
"Exit"	exit this menu: erase Investor menu from screen

Selecting "Project" from the main menu produces a similar sub-menu, which we will call up the "Project Sub-Menu":



The Project Sub-Menu

Selecting "Match" from the main menu produces the "Match Sub-Menu":



The Match Sub-Menu

The items in the Match sub-menu will be discussed and elaborated upon later.

## More about Using Menus:

Before going on to describe the details of the sub-menu choices, let us discuss some tricks to using these menus.

We learned to move across the main menu using the left and right arrow keys and highlight different choices. In the sub-menus the menus run vertically (from top to bottom), so you use the up and down arrow keys:

↓	Down: Highlight next menu item
↑	Up: Highlight the previous menu item

Again, we use the word "Highlight" to refer to making the item red, rather than blue. That signifies it is the current choice:

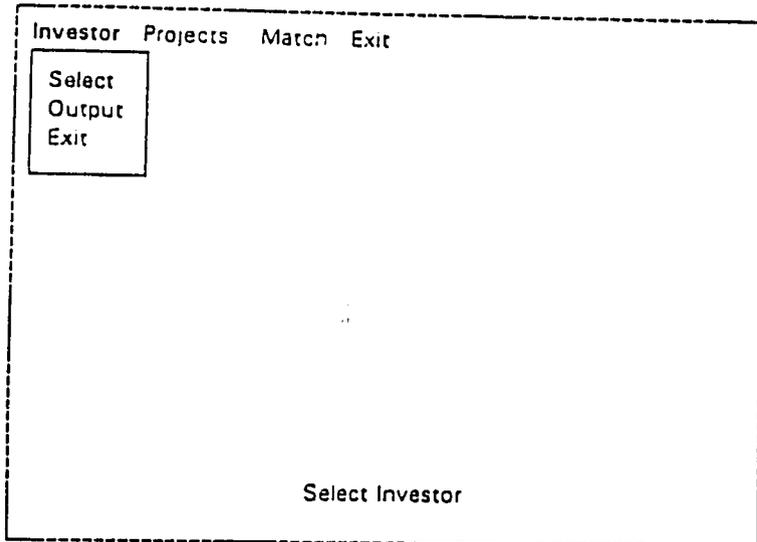
<u>Term</u>	<u>Color</u>	<u>Significance</u>
"Highlight"	Red	<i>Current Choice</i>
"Normal"	Blue	<i>Alternate Choice</i>

The secret of menus is to select the desired option. One highlights the choice with the aid of the arrow keys, and presses the Enter  key to signify that this is in fact the desired item. Selecting - pointing and entering - either leads to further menus or produces information.

Most menus include the "Exit" choice. This removes, or reverses the last selection. This means removing the current menu and displaying options in the previous one. (The "last stop" is the main-menu: selecting exit here means to exit CITS completely.)

The only other important key is the ESCape key - one usually written as "Esc," an abbreviation for "ESCape." The ESCape works very much like the "Exit" choice. In most cases ESCape removes the current menu and displays the previous one. (ESCape can also be used when asked to enter something: it will usually close the box you are prompted with and return you to the previous menu.)

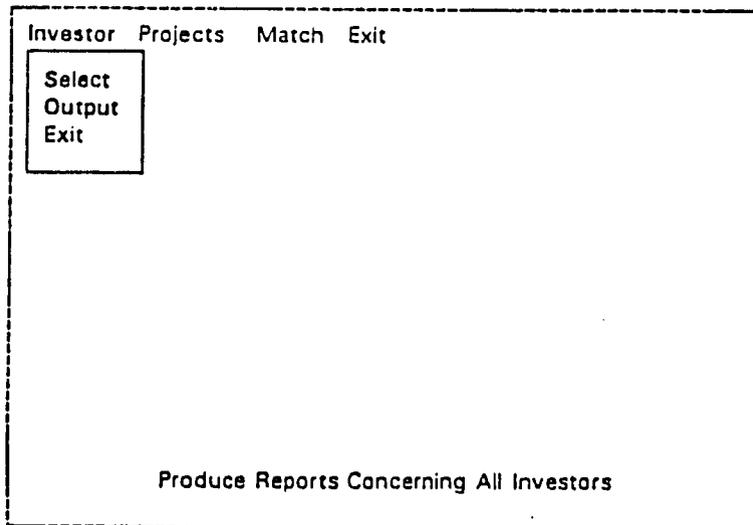
Note that there is a help feature displayed at the bottom of the screen:



Help Feature at Bottom of Screen

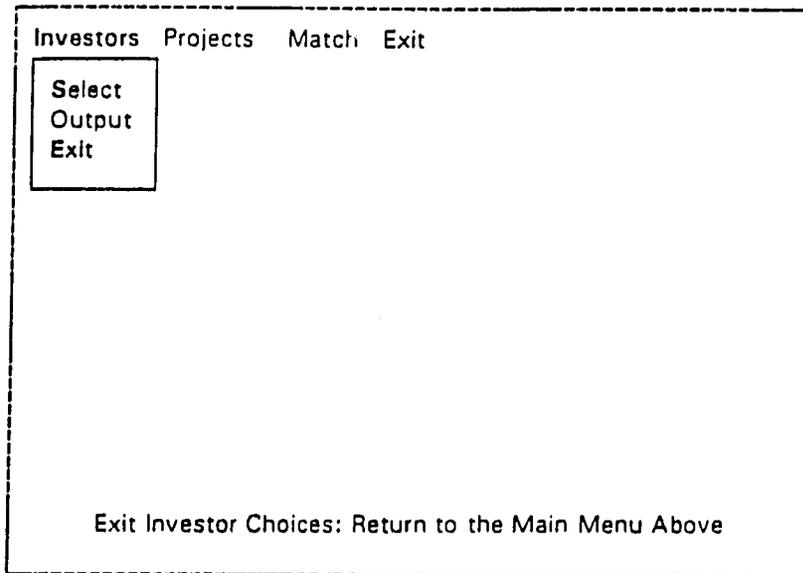
This *helps* you, the user, understand better what the current option represents: what will happen if you select it?

Naturally, the help message changes as you highlight different menu options:



Help on Output Choice

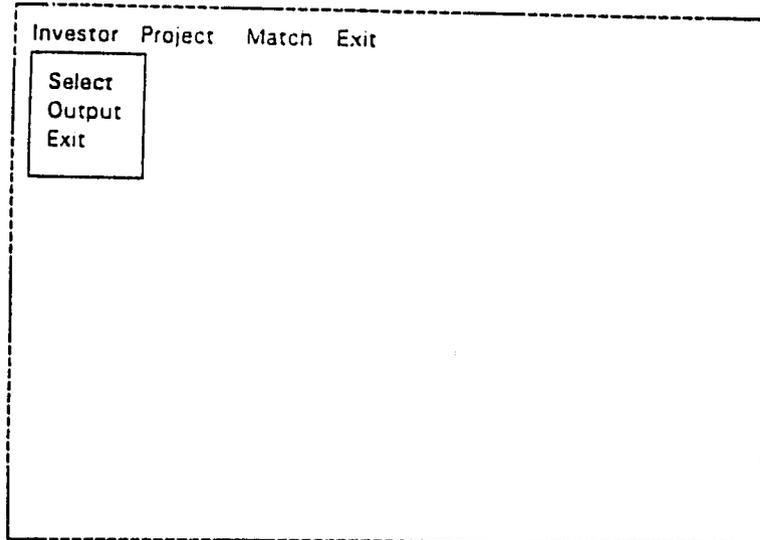
These examples are actually rather brief help message: usually the help messages are a little more extensive:



**Another Help Message**  
(for Another Menu Choice: Exit")

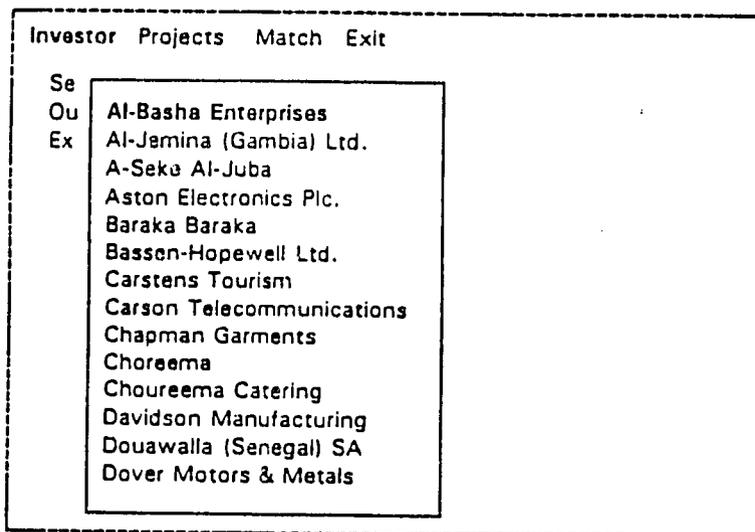
### Selecting and Studying an Investor:

Selecting an investor is one of the most fundamental things to do in CITS. Simply select "Investor" from the Main Menu and "Select" from the Investor sub-menu:



The Investor Sub-Menu

This produces another sub-menu — an alphabetical list of investors — which allows one to select the investor of interest:



Selecting an Investor

Just point ( ↓ ) to the investor you are interested in (in this case Davidson Manufacturing) and press Enter ← ] .

```

Investor Projects Match Exit
Se
Ou Al-Basha Enterprises
Ex Al-Jemina (Gambia) Ltd.
  A-Seke Al-Juba
  Aston Electronics Plc
  Baraka Baraka
  Bassen-Hopewell Ltd.
  Carstens Tourism
  Carson Telecommunications
  Chapman Garments
  Choreema
  Choureema Catering
  Davidson Manufacturing
  Douawalla (Senegal) SA
  Dover Motors & Metals
  
```

Selecting an Investor

Once you select the investor, you have an almost completely new screen. It has a new sub-menu — let us call it the "Investor Profile Sub-Menu" — and some basic information about the investor - name, country... :

```

Investor Projects Match Exit
Tax ID Code
Markets
Other Projects
Contact          tact: 10/12/92
Information
Action          ame: Davidson Manufacturing
Print
Exit           ntry: United Kingdom
              ctor: Manufacturing
              Product/Service: Engines
              Officer in Charge: Mboge
  
```

Investor Profile Sub-Menu

For lack of a better name, we will call this the "Investor Profile Sub-Menu" because the choices offered in the menu differ in the entries on the Investor Profile form. You can select any of the menu choices to obtain specific information on this investor.

For instance, supposing you wanted to know about Davidson Manufacturing's markets. Select Markets (i.e. Highlight "Markets" and press Enter ← ):

Investor	Projects	Match	Exit
Tax ID Code			
<b>Markets</b>			
Other Projects			
Contact	tact:	10/12/92	
Information	ame:	Davidson Manufacturing	
Action	ntry:	United Kingdom	
Print	ctor:	Manufacturing	
Exit			
	Product/Service:	Engines	
	Officer in Charge:	Mboge	

Select Market from Investor Profile Sub-Menu

This automatically displays the markets this investor sells its goods in:

Investor	Projects	Match	Exit
Tax ID Code			
<b>Markets</b>			
Other Projects			
Contact			
Information			
Action			
Print			
Exit			
	Principal Geographic Markets:		
	WEST AFRICA		
	EUROPE		

Displaying Market from Investor Profile Menu

Some menu selections lead on to other menus. 'Contact' is one:

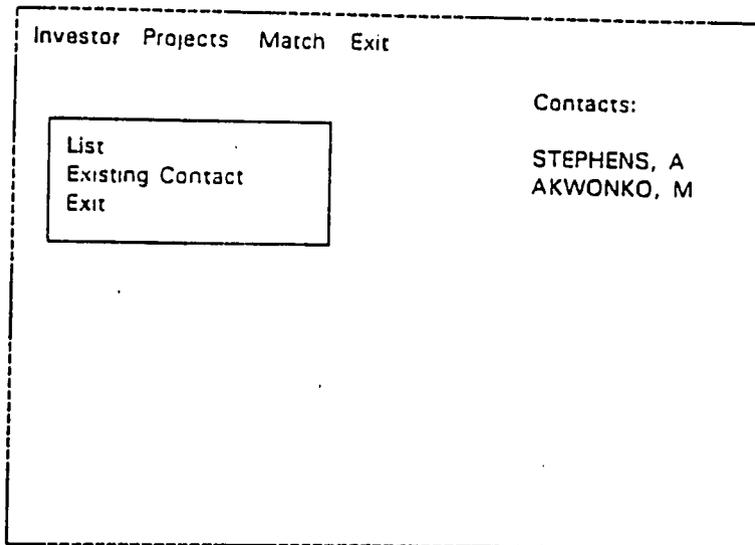
Investor	Projects	Match	Exit
Tax ID Code			
Markets			
Other Projects			
Contact	tact:	10/12/92	
Information	ame:	Davidson Manufacturing	
Action	ntry:	United Kingdom	
Print	ctor:	Manufacturing	
Exit	Product/Service:	Engines	
	Officer in Charge:	Mboge	

**Highlight Contact in the Investor Profile Sub-Menu**

Investor	Projects	Match	Exit
Tax ID Code			
List			
Existing Contact			
Exit			
Print			
Exit			

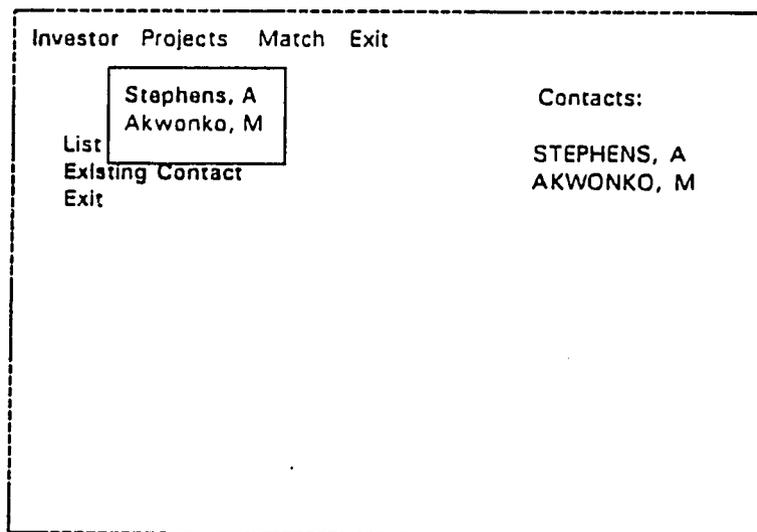
**The Contact Sub-Menu**

The "List" choice gives you a simple list of all the contacts — people NIB knows — for this investor:



The Contact Menu: List

'Existing Contact' allows you to select one of those contacts:



Selecting an Existing Contact

and lists all the details on him (or her) in our databases:

Investor	Projects	Match	Exit
Tax ID Code		Ms:	ALBERTA STEPHENS
		t:	VICE PRESIDENT
		y:	DAVIDSON MANUFACTURING
		s:	BLACK RIVER ESTATE
			BLACKBURNE
			LANCASHIRE
			LA56K1
Print		country:	UNITED KINGDOM
Exit		tel:	(44 08) 56 77 01 78
		fax:	
		telex:	

Details of an Existing Contact

When finished looking at all the contact information, press 'Exit' from the Investor Sub-Menu:

Investor	Projects	Match	Exit
		Contacts:	
		STEPHENS, A	
		AKWONKO, M	

Exiting Contact Sub-Menu

and lists all the details on him (or her) in our databases:

```
Investor Projects Match Exit
Tax ID Code
List
Existing Contact
Exit
Ms: ALBERTA STEPHENS
t: VICE PRESIDENT
y: DAVIDSON MANUFACTURING
s: BLACK RIVER ESTATE
BLACKBURNE
LANCASHIRE
LA56K1
Print
Exit
country: UNITED KINGDOM
tel: (44 08) 56 77 01 78
fax:
telex:
```

Details of an Existing Contact

When finished looking at all the contact information, press 'Exit' from the Investor Sub-Menu:

```
Investor Projects Match Exit
Contacts:
STEPHENS, A
AKWONKO, M
List
Existing Contact
Exit
```

Exiting Contact Sub-Menu

And of course, when you are all finished looking at the information on this investor, select "Exit" at the bottom of the investor profile sub-menu:

Investor	Projects	Match	Exit
Tax ID Code			
Markets			
Other Projects			
Contact	tact:	10/12/92	
Information			
Action	ame:	Davidson Manufacturing	
Print	ntry:	United Kingdom	
Exit	ctor:	Manufacturing	
	Product/Service:	Engines	
	Officer in Charge:	Mboge	

Selecting Exit from Investor Profile Sub-Menu

That will take you back to the Investor Sub-Menu:

Investor	Projects	Match	Exit
Select			
Output			
Exit			

The Investor Sub-Menu

(Pressing ESCape from the Investor Profile Sub-Menu would accomplish the same thing.)

### The Investors' Action History:

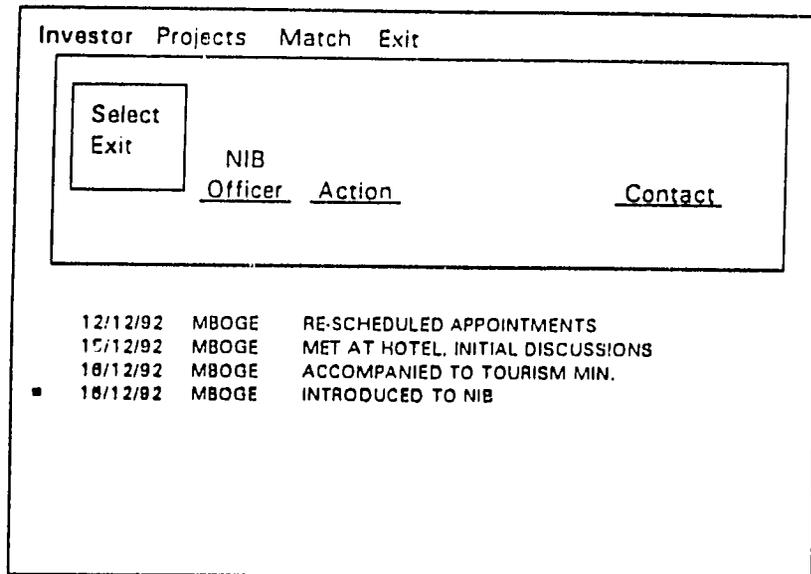
'Action' is where we store a chronological record of actions — any contact between NIB and an investor — are recorded. You can go look through the history of the investor's actions, and try to find out a little more.

First, you select "Action" from the Investor Profile Sub-Menu (point and press Enter← ):

Investor	Projects	Match	Exit
Tax ID Code			
Markets			
Other Projects			
Contact Information	tact:	10/12/92	
Action	ame:	Davidson Manufacturing	
Print	ntry:	United Kingdom	
Exit	ctor:	Manufacturing	
	Product/Service:	Engines	
	Officer in Charge:	Mboge	

Investor Profile Menu

Selecting 'Action' gives you not only a new menu, but a whole new screen. The action screen shows the most recent actions between NIB and the investor. Notice how the square-block marker appears to the left of the most recent action. That marks that action as the current action:



Action Screen

The Action screen is quite simple. The main thing is to read through the Action history. You choose "Select" from the menu above, and then use the up and down arrow keys ( ↑ , ↓ ) to point to the different events.

The double-headed arrow, combined with the red highlight indicate this which record is the current record. The double-headed arrow serve to remind you that you can move up and down to highlight other records:

Investor Projects Match Exit			
Select Exit	NIB		
	<u>Officer</u>	<u>Action</u>	<u>Contact</u>
12/12/92	MBOGE	RE-SCHEDULED APPOINTMENTS	
15/12/92	MBOGE	MET AT HOTEL, INITIAL DISCUSSIONS	
16/12/92	MBOGE	ACCOMPANIED TO TOURISM MIN.	
↑ 16/12/92	MBOGE	INTRODUCED TO NIB	

Select: Double-Headed Arrow Indicates  
You Can Point to Other Actions

You can press the up arrow to move up one action:

Investor Projects Match Exit			
Select Exit	<u>NIB</u>		
	<u>Officer</u>	<u>Action</u>	<u>Contact</u>
12/12/92	MBOGE	RE-SCHEDULED APPOINTMENTS	
15/12/92	MBOGE	MET AT HOTEL, INITIAL DISCUSSIONS	
↑ 16/12/92	MBOGE	ACCOMPANIED TO TOURISM MIN.	
16/12/92	MBOGE	INTRODUCED TO NIB	

Select: Press Up-Arrow to Move Up One Action

The page-up key moves you up to the previous screen-full of actions. These are earlier actions. The page-down key works in the opposite direction. ("PgUp" and "PgDn")

Investor Projects Match Exit			
Select Exit		NIB	
		<u>Officer</u>	<u>Action</u>
			<u>Contact</u>
	12/10/92	MBOGE	CALLED. ASKED FOR INFO PACKET
	15/10/92	MBOGE	SENT INVESTMENT PACKET
†	22/10/92	MBOGE	FOLLOW-UP: SEEMS INTERESTED
	19/11/92	MBOGE	PLANS TO COME IN JANUARY
	24/11/92	MBOGE	ENCOURAGED TO COME DECEMBER
	25/11/92	MBOGE	FAXED WORKSHOP INFO
	29/11/92	MBOGE	LIKELY TO COME EARLY
	08/11/92	MBOGE	COMING 15/12 & STAY FOR WORKSHOP

Select: Press Page-Up Key for Earlier Actions

Continue pressing the Page-Up key and you will eventually be pointing to the first action in the list: the earliest contact between the investor and NIB:

Investor Projects Match Exit			
Select Exit	NIB		
	<u>Officer</u>	<u>Action</u>	<u>Contact</u>
!	12/10/92	MBOGE	CALLED, ASKED FOR INFO PACKET
	15/10/92	MBOGE	SENT INVESTMENT PACKET
	22/10/92	MBOGE	FOLLOW-UP: SEEMS INTERESTED
	19/11/92	MBOGE	PLANS TO COME IN JANUARY
	24/11/92	MBOGE	ENCOURAGED TO COME DECEMBER
	25/11/92	MBOGE	FAXED WORKSHOP INFO
	29/11/92	MBOGE	LIKELY TO COME EARLY
	08/11/92	MBOGE	COMING 15/12 & STAY FOR WORKSHOP

Select: Press Page-Up Key Many Times  
Eventually Leads to the First Action

The Page -Down key will take you to the last record on the current screen:

Investor Projects Match Exit			
Select Exit	NIB		
	<u>Officer</u>	<u>Action</u>	<u>Contact</u>
	12/10/92	MBOGE	CALLED, ASKED FOR INFO PACKET
	15/10/92	MBOGE	SENT INVESTMENT PACKET
	22/10/92	MBOGE	FOLLOW-UP: SEEMS INTERESTED
	19/11/92	MBOGE	PLANS TO COME IN JANUARY
	24/11/92	MBOGE	ENCOURAGED TO COME DECEMBER
	25/11/92	MBOGE	FAXED WORKSHOP INFO
	29/11/92	MBOGE	LIKELY TO COME EARLY
!	08/11/92	MBOGE	COMING 15/12 & STAY FOR WORKSHOP

Select: Page-Down to the Bottom of the Page

And pressing Page-Down again will take one to the next screen (in this case, the last screen for this investor):

Investor Projects Match Exit

Select Exit

NIB

Officer Action Contact

12/12/92	MBOGE	RE-SCHEDULED APPOINTMENTS
15/12/92	MBOGE	MET AT HOTEL. INITIAL DISCUSSIONS
16/12/92	MBOGE	ACCOMPANIED TO TOURISM MIN.
18/12/92	MBOGE	INTRODUCED TO NIB

Page Down Eventually Leads to Last Action

Wherever the action you are interested in, point to it:

Investor Projects Match Exit

Select Exit

NIB

Officer Action Contact

12/12/92	MBOGE	RE-SCHEDULED APPOINTMENTS
15/12/92	MBOGE	MET AT HOTEL. INITIAL DISCUSSIONS
16/12/92	MBOGE	ACCOMPANIED TO TOURISM MIN.
18/12/92	MBOGE	INTRODUCED TO NIB

and press the Enter key:

Investor Projects Match Exit

Select  
Exit

	<u>NIB</u>	<u>Officer</u> <u>Action</u>	<u>Contact</u>
• 12/12/92	MBOGE	RE-SCHEDULED APPOINTMENTS	
15/12/92	MBOGE	MET AT HOTEL. INITIAL DISCUSSIONS	
18/12/92	MBOGE	ACCOMPANIED TO TOURISM MIN.	
18/12/92	MBOGE	INTRODUCED TO NIB	

Action Selected

The marker signifying the current action appears on the screen next to the record you selected, and the top box re-displays the action. The top box also shows what form of contact this was:

Investor Projects Match Exit

Select  
Exit

	<u>NIB</u>	<u>Officer</u> <u>Action</u>	<u>Contact</u>
12/12/92	MBOGE	RE-SCHEDULED APPOINTMENTS	PHONE

- 12/12/92 MBOGE RE-SCHEDULED APPOINTMENTS
- 15/12/92 MBOGE MET AT HOTEL. INITIAL DISCUSSIONS
- 18/12/92 MBOGE ACCOMPANIED TO TOURISM MIN.
- 18/12/92 MBOGE INTRODUCED TO NIB

Details of Action Appear in Box at Top-of-Screen

Finally, once you have finished reviewing all the actions, you will want to exit the action screen and return to the Investor Profile Menu. Just select "Exit" from the Action Sub-Menu and press Enter  $\leftarrow$  :

Investor Projects Match Exit											
<table border="1"> <tr> <td>Select</td> <td>NIB</td> <td></td> <td></td> </tr> <tr> <td>Exit</td> <td><u>Officer</u></td> <td><u>Action</u></td> <td><u>Contact</u></td> </tr> </table>				Select	NIB			Exit	<u>Officer</u>	<u>Action</u>	<u>Contact</u>
Select	NIB										
Exit	<u>Officer</u>	<u>Action</u>	<u>Contact</u>								
▪	12/12/92	MBOGE	RE-SCHEDULED APPOINTMENTS								
	15/12/92	MBOGE	MET AT HOTEL, INITIAL DISCUSSIONS								
	16/12/92	MBOGE	ACCOMPANIED TO TOURISM MIN.								
	16/12/92	MBOGE	INTRODUCED TO NIB								

Action Selected

This will take you back to the Investor Profile Sub-Menu:

Investor Projects Match Exit																																			
<table border="1"> <tr> <td>Tax ID Code</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Markets</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Other Projects</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Contact</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Information</td> <td></td> <td></td> <td></td> </tr> <tr> <td><b>Action</b></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Print</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Exit</td> <td></td> <td></td> <td></td> </tr> </table>				Tax ID Code				Markets				Other Projects				Contact				Information				<b>Action</b>				Print				Exit			
Tax ID Code																																			
Markets																																			
Other Projects																																			
Contact																																			
Information																																			
<b>Action</b>																																			
Print																																			
Exit																																			
▪	12/12/92	MBOGE	RE-SCHEDULED APPOINTMENTS																																
	15/12/92	MBOGE	MET AT HOTEL, INITIAL DISCUSSIONS																																
	16/12/92	MBOGE	ACCOMPANIED TO TOURISM MIN.																																
	16/12/92	MBOGE	INTRODUCED TO NIB																																

Investor Profile Menu  
(After choosing Exit from Action Menu)

**Print:**

Whatever investor you have chosen, you can print a little output on them. You select "Print" from the Investor Profile Sub-Menu (point and press Enter←):

Investor	Projects	Match	Exit
Tax ID Code			
Markets			
Other Projects			
Contact		tact: 10/12/92	
Information		ame: Davidson Manufacturing	
Action		ntry: United Kingdom	
Print		ctor: Manufacturing	
Exit			
		Product/Service: Engines	
		Officer in Charge: Mboge	

**Investor Profile Menu**

And that produces a new sub-menu:

Investor	Projects	Match	Exit
Tax ID Code			
Markets			
Other Projects			
Contact			
Information			
Action			
Investor Profile			
Investor History			
Exit			

**Print Sub-Menu**

The first choice, "Investor Profile," provides almost all the information available on this one particular investor. That is, it produces all the information ever entered in the Investor Profile forms. In fact, the information looks very much like it would in such a form, except that it is neater. It can serve as a useful reference.

To produce it, the profile report simply make certain you are highlighting "Investor Profile" and then press Enter←—↓ :

Investor	Projects	Match	Exit
Tax ID Code			
Markets			
Other Projects			
Contact			
Information			
Action			
Investor Profile			
Investor History			
Exit			

Investor Profile

and you will receive a form such as you see on the following page:

INVESTOR PROFILE

---

Today's Date: 20/07/94

Investor / Firm: HITALYEE FREETOWN LTD.

Home Country: SIERA LEONE

Sector:

•Service

Products / Services: AIR TRANSPORT, \_\_\_\_\_, \_\_\_\_\_

Gambian Tax Identification Code: hi93jool11

Geographic Markets: WEST AFRICA, EUROPE, MIDDLE EAST

Other Projects In The Gambia: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Contact: JAMES MASON  
Title & Department: CHIEF OF OPERATIONS  
Company: HITALYEE FREETOWN LTD.  
Address: 1800 HARBOR ROAD  
FREETOWN

Country: SIERA LEONE

Telephone: ( \_\_\_\_ 01 ) 992-077

Fax: 341-904

Telex: \_\_\_\_\_

Source of Information on NIB / The Gambia:

•Gambia Government:           • Embassy

•Advertisement: financial times

Want the Investment Packet?   • Yes

Nib Officer Responsible: BARROW

prepared by: \_\_\_\_\_

The "Investor History" option allows you print all the other information available on this investor: all the data entered under "Action." To produce it, simply make certain you are highlighting "Investor History" and then press Enter← :

Investor	Projects	Match	Exit
Tax ID Code			
Markets			
Other Projects			
Contact			
Information			
Action			

Investor Profile
Investor History
Exit

**Investor History**

You will receive a sheet(s) such as you see on the following page, showing the actions in chronological order.

NEW AFRICA HOLDINGS

<u>ACTION</u>	<u>DATE</u>	<u>OFFICER</u>
GOT NAME FROM A SEKE; SAID HE IS INTERESTED	12/04/93	MBOGE
SENT INVESTMENT PACKET	12/06/93	MBOGE
LETTER REQUESTING MORE INFO.	04/09/93	MBOGE
CALLED, SET UP PINTMENT FOR TOURAY IN FREETOWN	10/10/93	MBOGE

SP

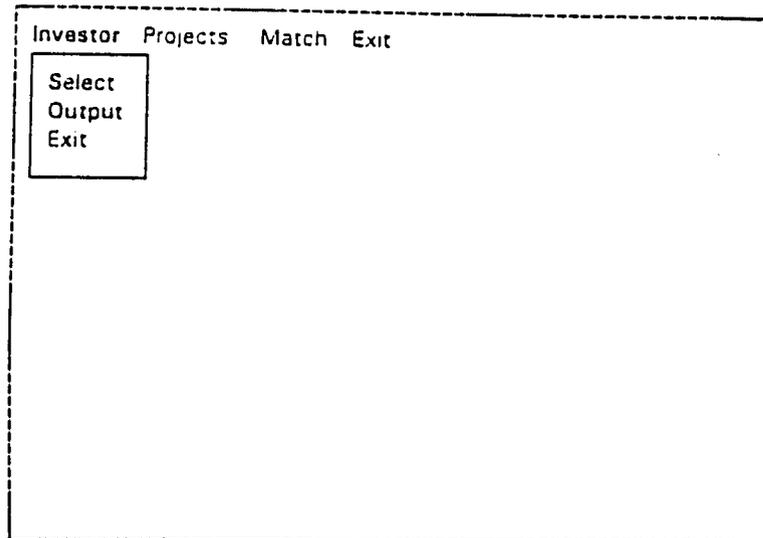
Of course, if you change your mind and do not want to print anything concerning this one investor after all, just highlight "Exit" and press Enter← .

Investor Projects Match Exit
Tax ID Code
Markets
Other Projects
Contact
Information
Action
Investor Profile
Investor History
Exit

Exiting the Investor Menu

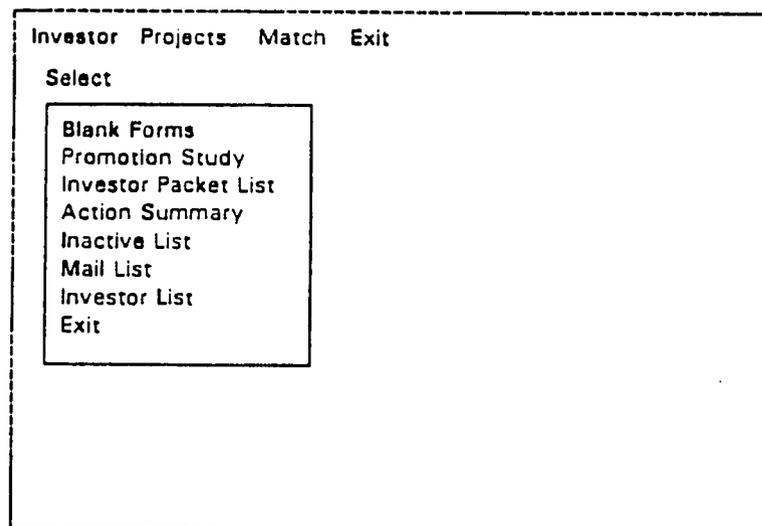
### Investor Output:

The "Investor," part of the main menu actually has two sets of output. If you "Select" an investor you can get different output for that particular investor. But if you select the "Output" choice from the Investor Sub-Menu,



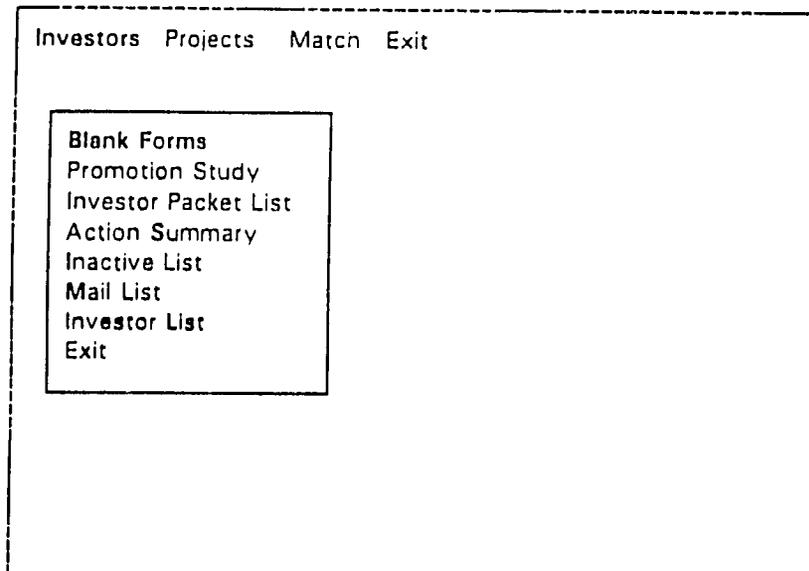
Choose Output from the Investor Sub-Menu

this leads to a new sub-menu which gives you the choice of a producing a large variety of output - reports and files - on *many investors* (let us call it the "Many-Investors Sub-Menu"):



The Many-Investors Output Sub-Menu

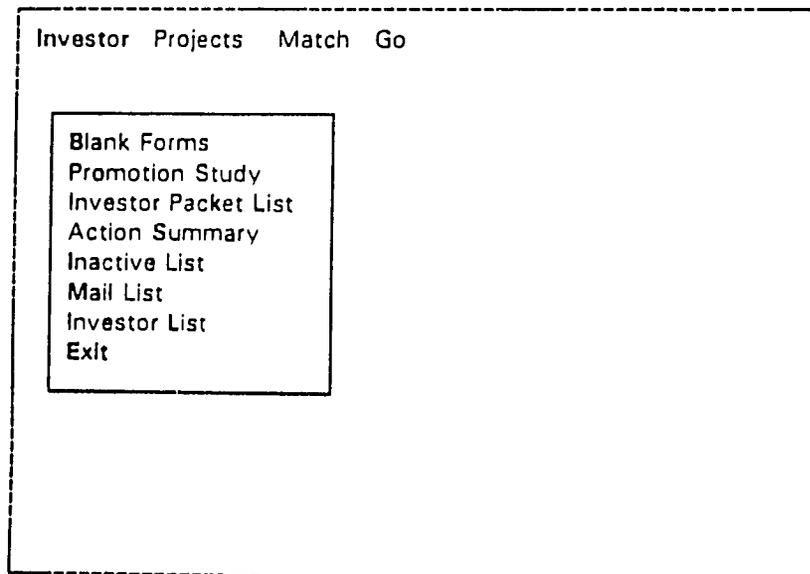
Once you are in this menu, it is easy to use. Using the arrow keys (↑, ↓) to point to your desired reports, and press Enter ←. This will automatically produce the desired report (or lead to another menu which allows you to specify just what kind of report you wish to produce this time), and then return you again to the Many-Investors Sub-Menu:



The Many-Investors Output Sub-Menu

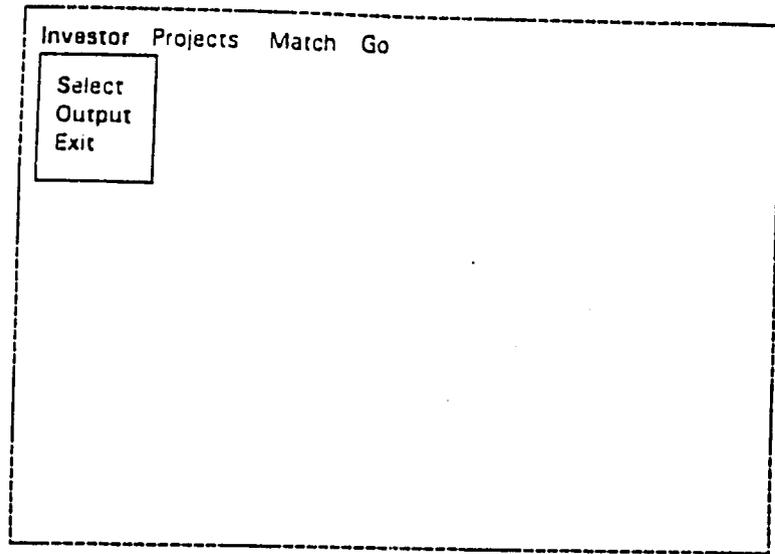
(note that the Investor Sub-Menu no longer appears on the screen.)

You can continue to produce more reports from the Many-Investor's Output Sub-Menu. When you are all finished producing output, just select "Exit"



Exit Many-Investors Output Sub-Menu

and you will return to the Investor Sub-Menu:

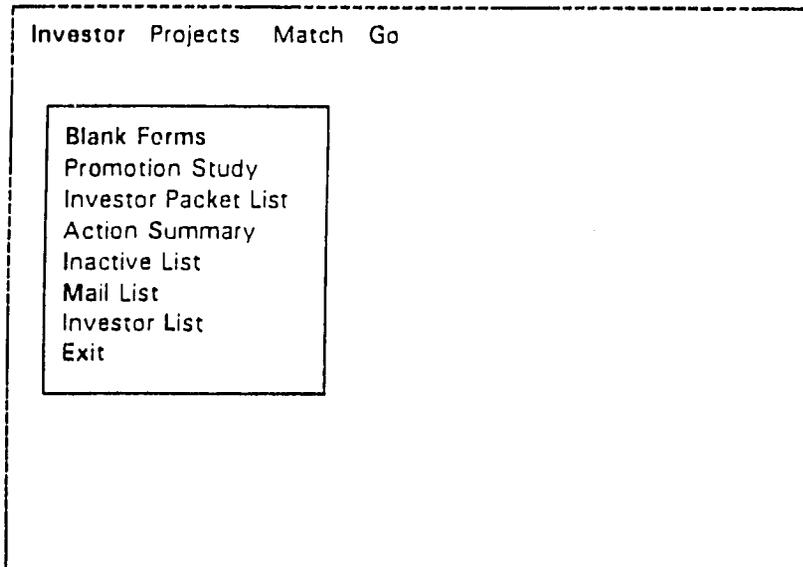


Choose Output from the Investor Sub-Menu

The only remaining thing to do is identify just what each of these reports are all about.

## Blank Forms:

The Blank Forms option allows you to conveniently print out an absolutely blank "Investor Profile" form. Any time you need a fresh investor profile sheet, this is where you print it out.



Investor Projects Match Go

- Blank Forms
- Promotion Study
- Investor Packet List
- Action Summary
- Inactive List
- Mail List
- Investor List
- Exit

Select Blank Forms (Top of the List)

Simply make sure "Blank Forms" is highlighted (red) and press Enter  . You will receive a blank form such as the one on the next page:

INVESTOR PROFILE

Date Of First Contact: \_\_\_/\_\_\_/9\_\_

Investor / Firm: \_\_\_\_\_

Home Country: \_\_\_\_\_

Sector:  Agriculture  
 Fishing  
 Manufacturing  
 Service  
 Tourism  
 Other \_\_\_\_\_

Products / Services: \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_

Gambian Tax Identification Code: \_\_\_\_\_

Geographic Markets: \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_

Other Projects In The Gambia: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Contact: \_\_\_\_\_  
Title & Department: \_\_\_\_\_  
Company: \_\_\_\_\_  
Address: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Country: \_\_\_\_\_

Telephone: (\_\_\_\_) \_\_\_\_\_  
(\_\_\_\_) \_\_\_\_\_  
(\_\_\_\_) \_\_\_\_\_

Fax: (\_\_\_\_) \_\_\_\_\_  
(\_\_\_\_) \_\_\_\_\_

Telex: \_\_\_\_\_

Source of Information on NIB / The Gambia:

- Conversation w/ \_\_\_\_\_
- Private Contacts:  Gambian  Other
- Investor's Government
- Gambia Government:  Embassy  Ministries  Other
- Professional Association: \_\_\_\_\_
- Advertisement: \_\_\_\_\_
- Trade Fair: \_\_\_\_\_
- Other: \_\_\_\_\_

Want the Investment Packet?  Yes  No

Nib Officer Responsible: \_\_\_\_\_

prepared by: \_\_\_\_\_

## Promotion Study:

"Promotion Study" is more interesting. It allows NIB to analyze its promotion efforts. The essential thrust is to identify what is the most effective way of finding investors? How do investors learn about the NIB and the Gambia? Through private contacts? Advertisements? Other sources? The Promotion Study takes the information taken on the Investor Profile forms, summarizes it, and puts the percentages in a report (see the following page). Just press the down arrow key ( ↓ ) to highlight "Promotion Study" and press Enter ← :

```
Investor Projects Match Exit

Blank Forms
Promotion Study
Investor Packet List
Action Summary
Inactive List
Mail List
Investor List
Exit
```

Select Promotion Study

You are asked to specify a *time frame*: do you want to know about investors who have come in recently? in the last one, two, or three months? The last year (12 months ago until today)? Or perhaps a different time period of your own suiting?

```
Investor Projects Match Exit

Blank Forms
Promotion Study
Investor Packet List
Action Summary
Inactive List
Mail List
Investor
Exit

Last 1 Month
Last 2 Months
Last 3 Months
Last Year
Specify
Exit
```

Select Promotion Study's Time-Frame

Of course, you can also choose "Exit" if you change your mind and want to return to the many-investors output sub-menu:

```
Investor Projects Match Exit

Blank Forms
Promotion Study
Investor Packet List
Action Summary
Inactive List
Mail List
Investor
Exit
  Last 1 Month
  Last 2 Months
  Last 3 Months
  Last Year
  Specify
  Exit
```

Exit: Close The Promotion Study Menu

Normally one will select the a number of months, or the last year.

```
Investor Projects Match Exit

Blank Forms
Promotion Study
Investor Packet List
Action Summary
Inactive List
Mail List
Investor
Exit
  Last 1 Month
  Last 2 Months
  Last 3 Months
  Last Year
  Specify
  Exit
```

Select Last Year (Previous Twelve Months)

In this instance, we choose "Last Year," which prints out the following report (it was printed on March 30, 1994):

Total New Contacts, 07/07/93 - 07/07/94: 12

of which,

Conversation:	14%
Private Contacts:	21%
Gambian	14%
Other	7%
Investor's Government:	7%
Gambia Government:	29%
Embassy	14%
Ministries	7%
Other	7%
Professional Association:	7%
Advertisement:	14%
Trade Fair:	7%
Other:	0%

You can of course choose "Specify,"

```
Investor Projects Match Exit

Blank Forms
Promotion Study
Investor Packet List
Action Summary
Inactive List
Mail List
Investor
Exit
  Last 1 Month
  Last 2 Months
  Last 3 Months
  Last Year
  Specify
  Exit
```

Specify Promotion Study's Time-Frame

but that can be a bit tricky. You will be asked to enter the beginning and ending date of the period you are interested in seeing:

```
Investor Projects Match Exit

Blank Forms
Prom
Invest
Action
Inactive
Mail L
Invest
Exit
  Please enter the Beginning and Ending Date of the
  Period you wish the report to focus on:
  Beginning DATE:   [ / / ]
  Ending DATE:     [ / / ]
```

Specify Promotion Study's Time-Frame:  
Prompt to Enter Both Beginning and Ending Date

So simply type in the dates. in this case March 15, 1992 until October 1, 1994:

```
Investor  Projects  Match  Exit

Blank Forms
Prom
Invest
Action
Inacti
Mail L
Invest
Exit

Please enter the Beginning and Ending Date of the
Period you wish the report to focus on:

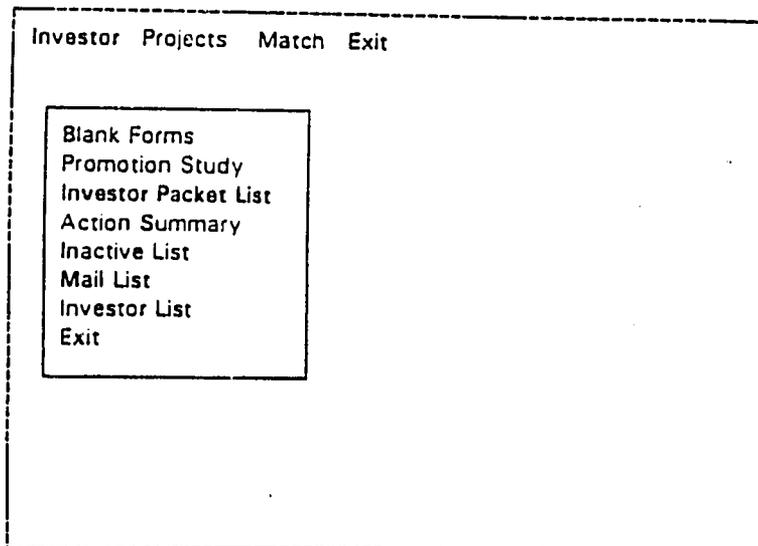
Beginning DATE:      (15/03/92)
Ending DATE:         (01/10/94)
```

Specify Promotion Study's Time-Frame:  
Type In Beginning and Ending Date

**Caution:** it is not necessary to press Enter←—] after typing each date. Once you finish the last number in the first date (the "2" in 15/03/92), the cursor should move automatically to the next line. After you finish typing that date, the print job will continue automatically.

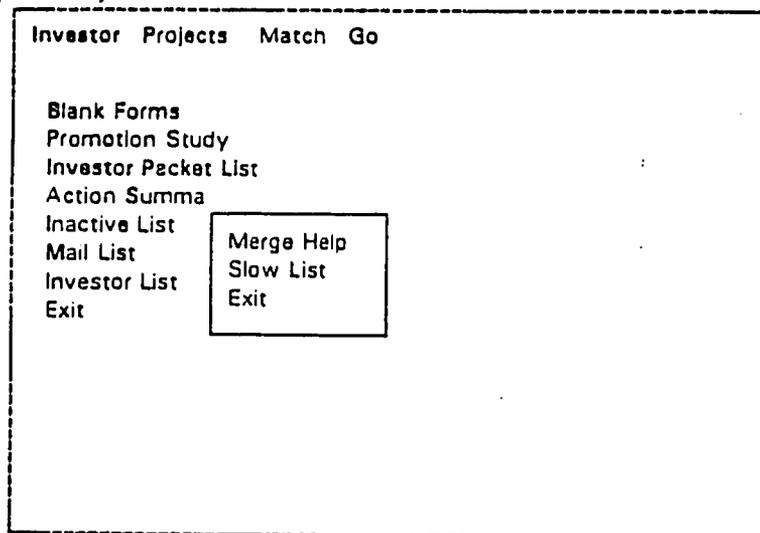
### Investor Packet List:

The "Investor Packet List" is only of interest to those responsible for sending the NIB's official initial information packet to investors. It will produce a mail-merge file which will then be transferred to WordPerfect to produce a form letter and/or labels.



Investor Packet List

The subsequent menu is of little use to those without more privileges (data-entry and supervisor):



Investor Packet List Menu

Therefore, we will not elaborate upon this any more here. (If this does particularly interest you, see one of the data-entry staff or the supervisor.)

**Action Summary:**

The "Action Summary" list the number of actions — contacts, correspondence — which have occurred between NIB and each individual investor.

Investor	Projects	Match	Go
Blank Forms			
Promotion Study			
Investor Packet List			
Action Summary			
Inactive List			
Mail List			
Investor List			
Exit			

Select Action Summary

Like the 'Promotion Study,' you can select different time frames to study actions. (See "Promotion Study" above.) The following example lists those for which nothing has been heard of in the last one year:

Investor	Projects	Match	Exit
Blank Forms			
Promotion Study			
Investor Packet List			
Action Summary			
Inactive List			
Mail List			
Investor			
Exit			
Last 1 Month			
Last 2 Months			
Last 3 Months			
Last Year			
Specify			
Exit			

Select Action Summary's Time-Frame

ACTION SUMMARY  
07/07/93 - 07/07/94

<u>INVESTOR</u>	<u>ACTIONS</u>
BILLY BOB'S RIB SHACK	2
CASTLE INVESTMENT LTD	7
NEW AFRICA HOLDINGS	13
TFGHH	1



## Inactive List:

The purpose behind "Inactive List" is to help NIB make certain it does not loose track of investors it has been in contact with before. This report lists all the investors NIB has lost contact with. (Or if it does loose track of them, that there is a good reason why.) Simply select "Inactive List" from the Many-Investors Output Sub-Menu:

```
Investor  Projects  Match  Exit

Blank Forms
Promotion Study
Investor Packet List
Action Summary
Inactive List
Mail List
Investor List
Exit
```

Select Inactive List

And then select the time frame:

```
Investor  Projects  Match  Exit

Blank Forms
Promotion Study
Invest
Action One Month
Inactl Three Months
Mail L Six Months
Invest Exit
Exit
```

Select the Inactive List's Time Frame

INACTIVE LIST

(Investors with no activity for the last Six Month)

<u>Investor</u>	<u>Last Action</u>	<u>Date</u>
HITALYEE FREETOWN LTD.	CONFIRMED JANUARY ARRIVAL	19/12/9
NEW AFRICA HOLDINGS	CALLED, SET UP PINTMENT FOR TOURAY IN F'	10/10/9
TFGHH	TALKED TO OLDS ABOUT ATTENDINGG CONFERE'	10/01/9

Ho

## Mail List:

"Mail List" is perhaps the most useful feature in CITS. It allows users to copy the names, titles, and addresses of potential investors into a file, move the file to WordPerfect, and then use all that information to generate correspondence and labels with a personal touch.

```
Investor Projects Match Exit

Blank Forms
Promotion Study
Investor Packet List
Action Summary
Inactive List
Mail List
Investor List
Exit
```

Select Mail List

The next thing to do is to select the criterion used to generate the mail lists. what kind of mail list you want: "All" to get the name of all investors in our database, "Country" to get a list of all those investors from one specific country, or "Sector" to get all those investors (irrespective of country) engaged in a certain line of business.

```
Investor Projects Match Exit

Blank Forms
Promotion Study
Investor Packet List
Actio
Inact
Mail
Inves
Exit
All
Country
Sector
Merge Help
Exit
```

Select Mail List Criterion

The "Country" choice leads to an additional menu, demanding you select a specific country:

Investor	Projects	Match	Exit
Blank Forms			
Promotion			
Investor P			
Actio			
Inact	All	Belgium	
Mail	Cou	Egypt	
Inves	Sec	France	
Exit	Mer	Germany	
	Exi	Hong Kong	
		Italy	
		Netherlands	
		Switzerland	
		United Kingdom	
		United States	

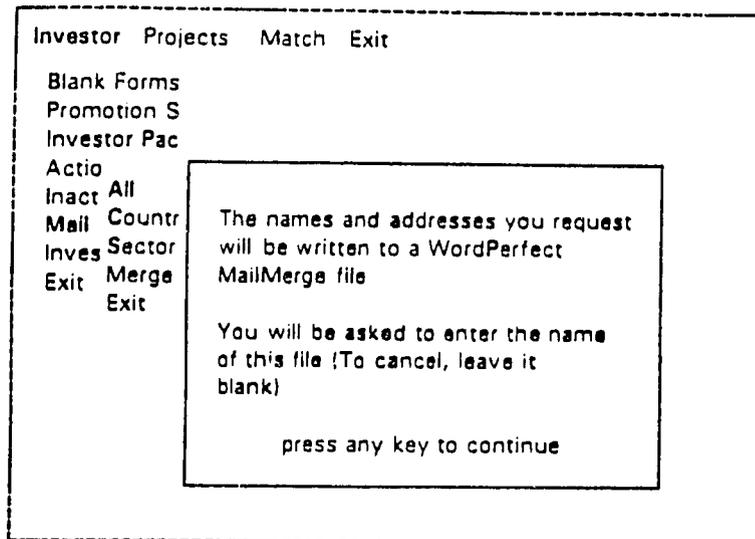
The Mail List's Country Menu

Similarly, "Sector" has another menu. Select the specific sector you want a mailing list of:

Investor	Projects	Match	Exit
Blank Forms			
Promot			
Investor			
Actio			
Inact	All	Agricultural	
Mail	Co	Fishing	
Inves	Se	Manufacturing	
Exit	Me	Services	
	Exi	Tourism	
		Other	

The Mail List's Sector Menu

Whether you are creating a mail list of all investors, or only those of a specific country, or particular sector, you will move on to a series of three more screens with blue boxes. The first one explains that you are creating a file and must give that file a name:



**Explanation: You Will be Prompted to Enter a Name for the File**

That is simple enough. Read over that message if the idea presented in these pages is not clear enough.

The only thing which requires any further elaboration is the comment within parentheses at the end of the second paragraph: if you have gone through "Mail List" and subsequent menus and suddenly change your mind — you decide you do not want to create a mail list — then simply leave the filename entry empty (see the next screen).

As it says at the bottom of the box, press any key to continue on to the next screen, where you will be asked to enter the name of that file.

So the next screen is rather important: this is where you give a name to the file:

```
Investor Projects Match Exit

Blank Forms
Promot
Investor
Action S
Inactive
Mail List
Investor
Exit

filename: [           ]
```

Prompt for Mail List's File Name

The name could be anything: but it is best to use the name we can easily remember and identify.. In this case, let us say we are getting the a list of companies in France and we are doing this in November. So let us call the file "francnov." Whatever the case, type a filename and press Enter←—┘ .

```
Investor Projects Match Exit

Blank Forms
Promot
Investor
Action S
Inactive
Mail List
Investor
Exit

filename: [francnov   ]
```

Enter the Mail List's File Name

(You can enter the directory and the extension as well. It is easiest to leave those parts out, for CITS will automatically put the file in the root directory of C — C:\ — and give it an extension — .MMG — which stands for "Mail MerGe," unless you specify something different.)

The next screen simply asks you to confirm the name of the file. Note once again that the system adds on a directory and an extension, unless you have already specified one. Assuming it is correct, type "Y" in response to the question "OK (Y/N)?"

```
Investor Projects Match Exit

Blank Forms
Promot
Investor
Action S
Inactive
Mail List
Investor
Exit

your file will be saved as:
filename: [C:\FRANCNOV.MMG ]
OK (Y/N)? [ ]
```

Confirm the Mail List's File Name

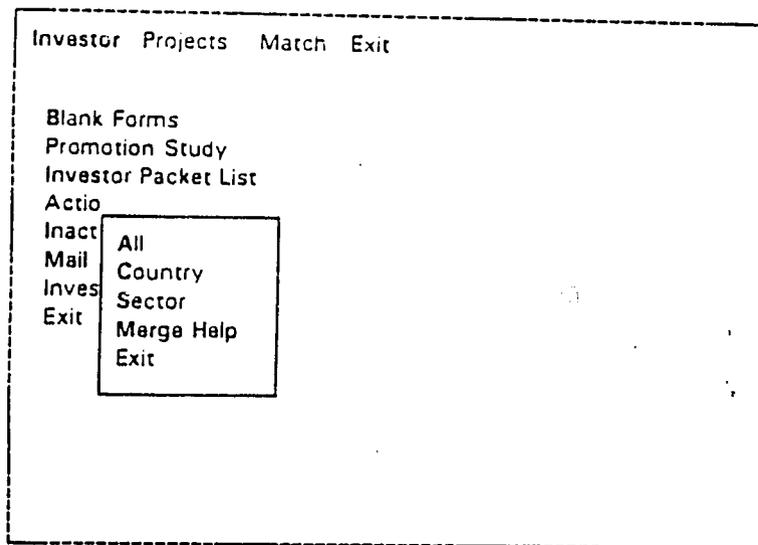
and the computer will quickly generate that file.

(If there is something wrong with that filename, say "N" for no: you want to make a change. This will take you back one screen — see "Prompt for Maillist's Filename" on the previous page — and allow you to enter a new name.)

Once this is all finished, you will be back in the Many-Investors Output Sub-Menu.

It should be abundantly clear by now that the Mail List output is a file, not a printed page. As we said, the file will be incorporated — *merged* — in a WordPerfect file.

The "Merge Help" feature will print out a one page guide of sorts. This guide will help answer questions which may arise concerning WordPerfect's mail merge features, with particular attention to how to merge CITS mail list files in letters.



Print Merge Help Information

Simply choose "Merge Help" and you will obtain a printed page which you can refer to while in WordPerfect.

## Investor List:

The "Investor List" is the simplest option of all. Simply select it from the Many-Investors Output Sub-Menu,

```
Investor  Projects  Match  Exit
-----
Blank Forms
Promotion Study
Investor Packet List
Action Summary
Inactive List
Mail List
Investor List
Exit
```

Select Investor List

And it will print out a complete list of all investors listed in CITS.

INVESTOR LIST

<u>INVESTOR</u>	<u>HOME COUNTRY</u>	<u>SECTOR</u>	<u>LAST CONTACT</u>	<u>NIB OFFICE</u>
1992 BARGAIN PROJECT	FRANCE	SERVICE	10/10/92	BARROW
BALL-O-WAY	EGYPT		12/12/93	BARROW
BILLY BOB'S RIB SHACK	USA	FISHING	18/02/94	CHAM
BILLY BOBS	NETHERLANDS	AGRIC'L	10/10/94	
CASTLE INVESTMENT LTD	UNITED KINGDOM	SERVICE	12/03/94	CHAM
CRACKER JACK	HONG KONG	MANUF'G	12/12/93	BARROW
GEJUNO SEKE	HONG KONG	FISHING	12/12/93	CHAM
GERARDO PRODUCTIONS	FRANCE	SERVICE	04/01/94	BARROW
GREAT FOOLS ENTERPRISE	FRANCE	MANUF'G	10/12/92	
GREAT INVESTOR NAMES INC	EGYPT	FISHING	10/10/92	BARROW
HITALYEE FREETOWN LTD.	SIERA LEONE	SERVICE	19/12/92	BARROW
JOJOO'S BAR & GRILL	NETHERLANDS	OTHER	01/09/93	BARROW
KENETHER & HOPWOOD	NETHERLANDS	OTHER	10/12/12	CHAM
MKK	FRANCE		10/10/93	MBOGE
NEW AFRICA HOLDINGS		AGRIC'L	25/06/94	
NORRIS CORP.	SPAIN	MANUF'G	04/01/94	MBOGE
RIP-OFF SCAM	EGYPT	SERVICE	10/10/96	
SAAAAA	EGYPT	SERVICE	10/10/92	BARROW
SDLKDSKLD	BELGIUM	MANUF'G	10/10/92	BARROW
TEST			11/11/92	
TFGHH	GERMANY	MANUF'G	10/01/94	CHAM
THE REAL SSDK NAME	FRANCE		10/10/92	BARROW
THOM TIMBERG'S JOLLIES	USA		15/01/94	MBOGE
THSTORM BOAT CLUB		FISHING	10/10/93	BARROW

## The Match Sub-Menu:

The most important thing to understand about the Match Sub-Menu is its *purpose*. Its purpose is to help you *identify investors* who *match* a certain profile. The original idea was to match investors with a project and Gambian partner. But it can be used for any purpose, really. You can search for Gambian investors, too. All you have to do is specify what kind of investors you are looking for and the computer will find all those who match that.

You have four criterion — four ways of matching things:

Home Country/Region

Sector

Product Services

Foreign Market

This allows you to be general or specific in how you choose investors. For instance, you can simply select the agricultural sector:

Home Country/Region: any

Sector: AGRICULTURAL

Product / Services: any

Foreign Market: any

Hopefully this is clear: the program will find all the investors in the agricultural sector.

You can be more specific. If you go on to choose Product/Service and choose the Cash Crop, you receive the following list.

Home Country/Region: any

Sector: AGRICULTURAL

Product / Services: CASH CROPS

Foreign Market: any

Now it is important you understand what this represents: all the investors who are active in both Agricultural sector and deal in Cash Crops. It becomes more restrictive.

Note of course that there will be no restriction upon selecting the investors or the Home Region or Country or Foreign Market. As we will see, "any" means no criterion.

You can be even more restrictive. You can select the European Market on addition to the sector and sub-sector.

Home Country/Region: any

Sector: AGRICULTURAL

Product / Services: CASH CROPS

Foreign Market: EUROPE

That is, we now have a more restrictive selection: the computer will produce a list of those investors who meet all three conditions: (1) they operate in the Agricultural Sector, (2) more specifically, they deal in cash crops, and (3) they sell their output in Europe. Companies which matched the Agricultural-and-Cash Crops criterion earlier would not match if they do not sell their products in Europe.

The only thing left to do is learn the mechanics of the Matching menu.



You may wish to find investors from a specific country. (For instance, you may wish to find any kind of Japanese investor.) If so, select "Home Country/Region," which will open the corresponding sub-menu.

If it is a specific country (as opposed to a region: a group of countries), then select "Home Country."

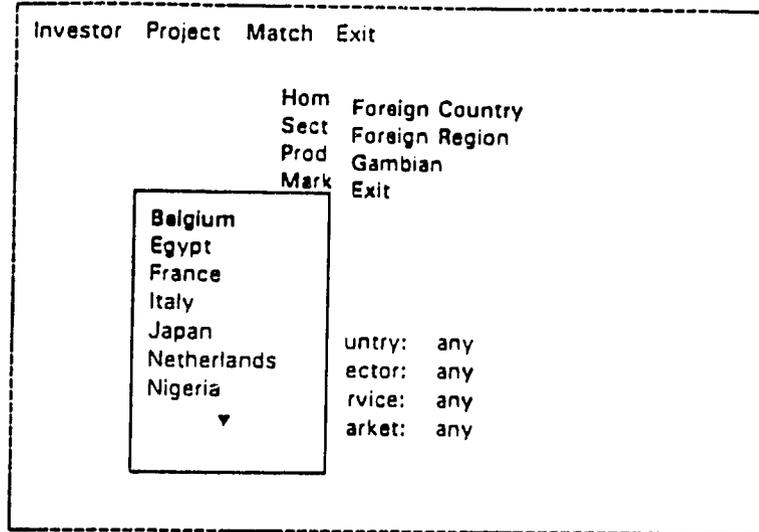
Investor	Project	Match	Exit
Hom			
Sect			Foreign Country
Prod			Foreign Region
Mark			Gambian
Go			Exit
Rese			
Exit			

Home Country:	any
Sector:	any
Product/Service:	any
Foreign Market:	any

The Home Country/Region Sub-Menu

That will produce a list of countries. Select one (or press ESCape to avoid them):

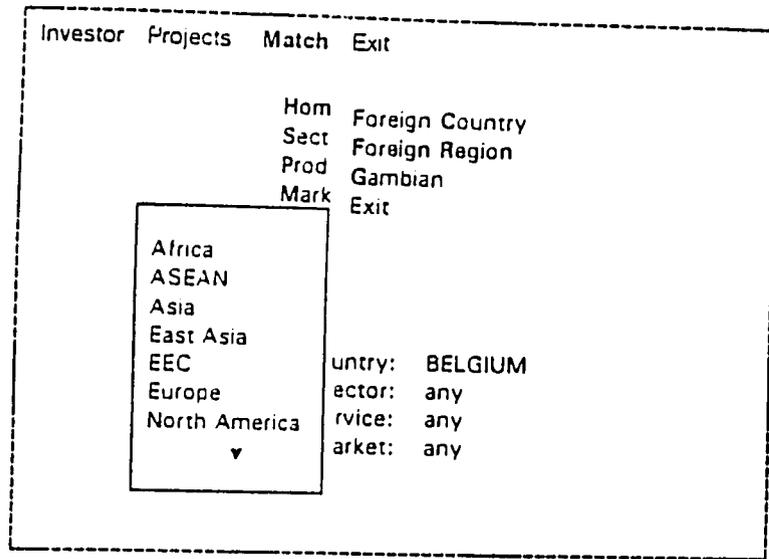


The Home Country Sub-Menu

(The arrow at the bottom of the screen indicates there are more countries listed further down: just continue pressing the down arrow key ↓ and the menu will "scroll.")

(If you are looking for *Gambian* investors, all you need do is select "Gambian" earlier, in the Home Country/Region sub-menu.)

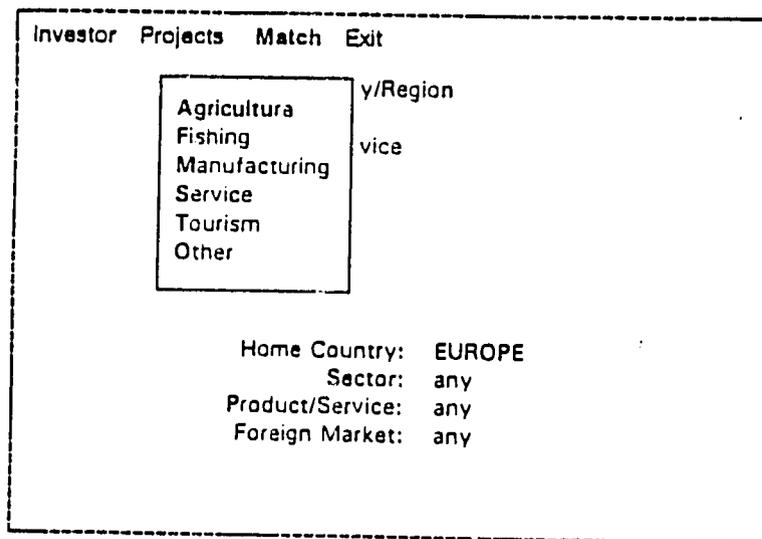
Similarly, choose "Home Region" if you are interested in sets of countries (such as EEC or Asia):



The Home *Region* Sub-Menu

Notice how the selected criteria appear in the bottom-half of the screen.

More likely, you are interested in a specific economic sector, such as Agriculture. Choose "Sector" from the Match Sub-Menu, and you will see the Sector Sub-Menu:



The Sector Sub-Menu

You may wish to be more specific about the economic arena the company operates in. If so, choose Product/Service from the Match sub-menu: it will lead you into a list of all the product/service categories relevant to the sector you specified earlier.

```

Investor Project Match Exit
                    Home Country/Region
    Agricultural Services vice
    Cash Crops
    Food Products
    Horticulture
    Livestock
    — Other —
    Home Country: EUROPE
    Sector: AGRICULTURE
    Product/Service: any
    Foreign Market: any
  
```

The Product/Service Sub-Menu

*(Special Note: you must select a sector before you choose a product/service.)*

You might well be interested in companies who sell in a specific geographic market. If so, choose "Market." This will lead you into the Market Sub-Menu. Notice this time how the countries and regions appear in the same menu:

```

Investor Projects Match Exit
                    Home Country/Region
                    Sector
                    Product/Service
                    Markets
    Africa
    Belgium
    ASEAN
    Asia
    East Asia
    EEC
    Egypt
    ▼
    ntry: EUROPE
    ctor: AGRICULTURE
    vice: CASH CROPS
    rket: any
  
```

The Market Sub-Menu

Once you have selected all the criterion you are interested in, it is a fairly simple matter to press "Go."

The screenshot shows a main menu with four options: "Investor", "Projects", "Match", and "Exit". A sub-menu is open under "Match", listing: "Home Country/Region", "Sector", "Product/Service", "Markets", "Go", "Reset", and "Exit". Below the sub-menu, the following criteria are displayed: "Home Country: EUROPE", "Sector: AGRICULTURE", "Product/Service: CASH CROPS", and "Foreign Market: EEC".

"Go" in the Match Sub-Menu

"Go" will take you into new screens. The first just clears the screen and tells you to not be alarmed that nothing *appears* to be happening.

The screenshot shows a large rectangular area with a dashed border. In the center, there is a smaller rectangular box containing the text "Please Wait".

Actually, the program is running a series of tests to find all the investors who exactly match your specifications.

Once CITS has studied the databases, CITS will give you a report on what the computer has found.

The screenshot shows a terminal window with a search results screen. At the top, a shaded box contains the text "CITS found 3 matches". Below this, a menu box lists four options: "View", "Print Summary", "Print Investor Profile", and "Exit". The main area of the screen displays search criteria and the number of investors matching each: "Home Country: BELGIUM (14 investors)", "Sector: AGRICULTURE (10 investors)", "Product/Service: CASH CROPS (8 investors)", "Foreign Market: EEC (3 investors)", and "Investor Match All Criteria: (3 investors)".

Go: 3 Matches Found

The important thing is the shaded box at the top "CITS found X matches." That is, x is the number of investors who meet all the criteria you have listed.

(Notice as well that the criteria section in the bottom half of the screen shows how many investors match each individual criterion. This is helpful: if you want to increase or decrease the number of complete matches, you might study this and try to guess how loosening or tightening one of the criteria might suit you better.)

The other important thing is the menu. You have the choice to (1) view the data on screen; (2) print a summary of the matches; or (3) print individual Investor Profile sheets (see elsewhere) for each individual investor. Samples of the print outs appear on the following page:

MATCHING REPORT

Home Region: EUROPE  
Sector: AGRICULTURAL  
Product / Service: CASH CROPS  
Foreign Market: EEC

Investor

---

BILLY BOBS

K & R

NIB Officer

---

BARROW

RB

Today's Date: 20/07/94

Investor / Firm: BILLY BOBS

Home Country: NETHERLANDS

Sector: :Agriculture

Products / Services: AGRICULTURAL SERVICES, GAMBIAN GOVERNMENT

Gambian Tax Identification Code: \_\_\_\_\_

Geographic Markets: \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_

Other Projects In The Gambia: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Contact: BORING 000  
Title & Department: \_\_\_\_\_  
Company: 1992 BARGAIN PROJECT  
Address: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Country: FRANCE

Telephone: (221 \_\_\_\_)

Fax: \_\_\_\_\_

Telex: \_\_\_\_\_

Source of Information on NIB / The Gambia:

:Investor's Government

:Professional Association: \_\_\_\_\_

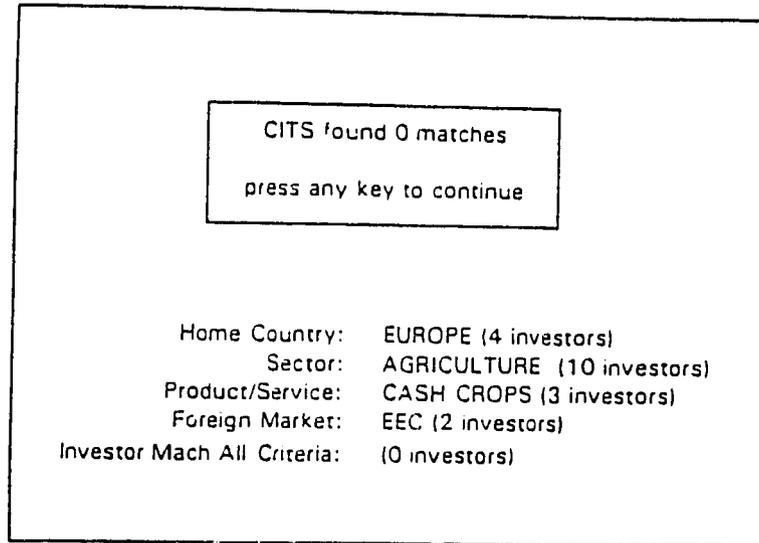
Want the Investment Packet?

Nib Officer Responsible: \_\_\_\_\_

prepared by: \_\_\_\_\_

83

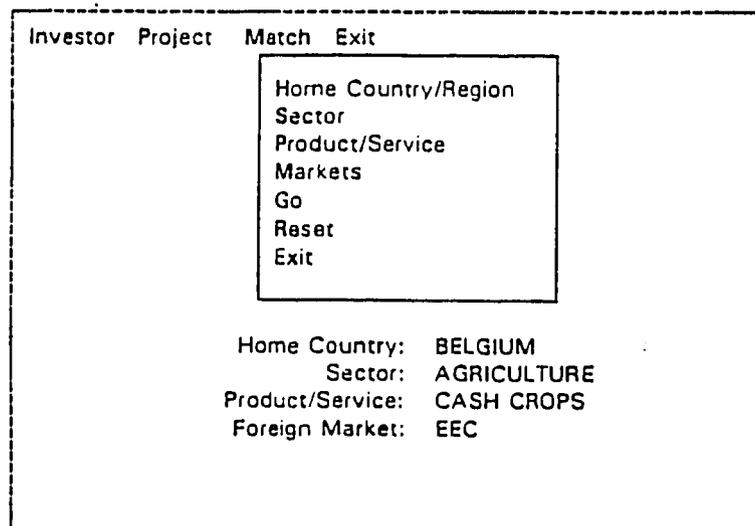
If no matches were found, you will see a screen like this:



Go: No Matches Found

This is where the criterion information can be especially useful. If you can relax one of your specifications (e.g. there are only two investors listed as selling in the EEC, and probably neither of them meet the other three criterion), you might get better matches. (To relax a specification, see the information on "Reset" below.

Now, as you know, we have been acquiring different criterion which we list below the match box. Too change any criteria anew (i.e. EEC to North America), just do like you did above. What if you want to start again new? You can relax just one of the criteria without changing everything. All you need do is select "Reset" from the Match sub-menu,



Reset in the Match Sub-Menu





and all your criteria are re-set to "any":

Investor	Projects	Match	Exit
<div style="border: 1px solid black; padding: 5px; margin: 10px auto; width: fit-content;"><p>Home Country/Region Sector Product/Service Markets Go Reset Exit</p></div>			
Home Country: any			
Sector: any			
Product/Service: any			
Foreign Market: any			

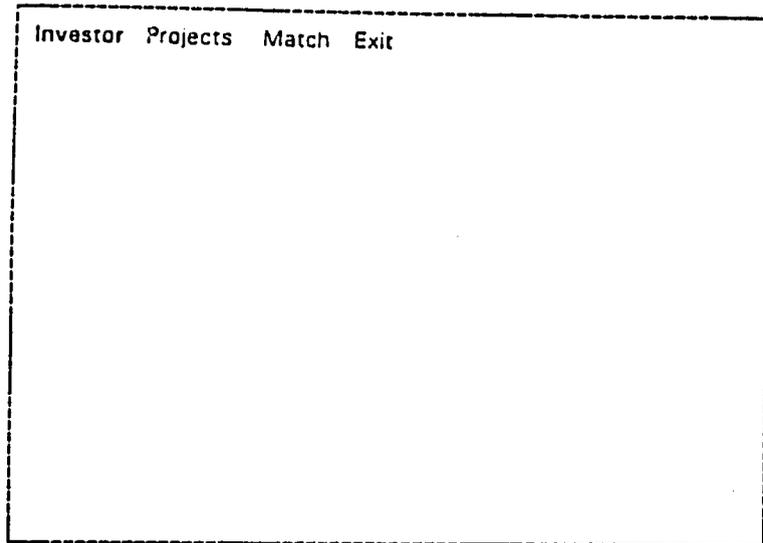
After *Resetting* Match Sub-Menu

When you are all finished playing the matching game, just select "Exit":

Investor	Projects	Match	Exit
<div style="border: 1px solid black; padding: 5px; margin: 10px auto; width: fit-content;"><p>Home Country/Region Sector Product/Service Markets Go Reset Exit</p></div>			
Home Country: BELGIUM			
Sector: AGRICULTURE			
Product/Service: CASH CROPS			
Foreign Market: EEC			

Exit the Match Sub-Menu

and you will be back in the CITS main menu.



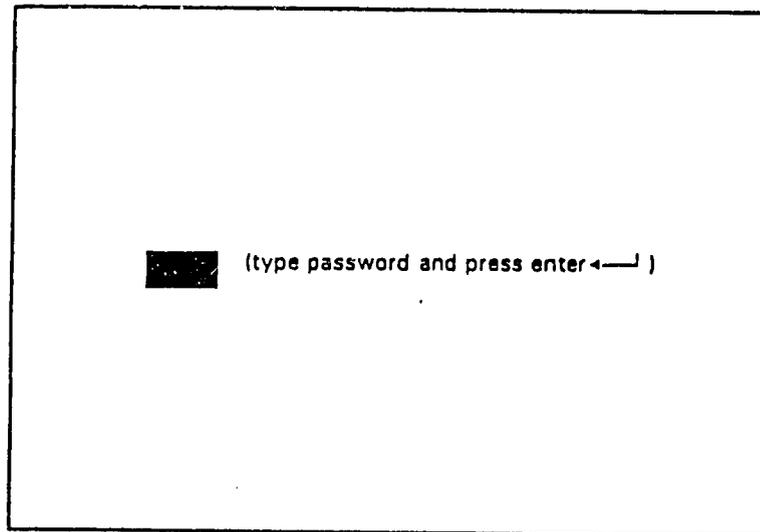
Exit leads to the Main Menu

## Getting in And Out of CITS:

The bulk of this manual deals with the menu system once you reach the main menu and have access to all the menus which allow you to view and print data on investors and projects. However, you will never get to the main menu unless you know how to get in and out of CITS. To begin with, you will need a password. You will also need to understand when to update data, and when not to do so. And once you are all finished with CITS, you must know how to exit. The following sections are intended to help you understand this better.

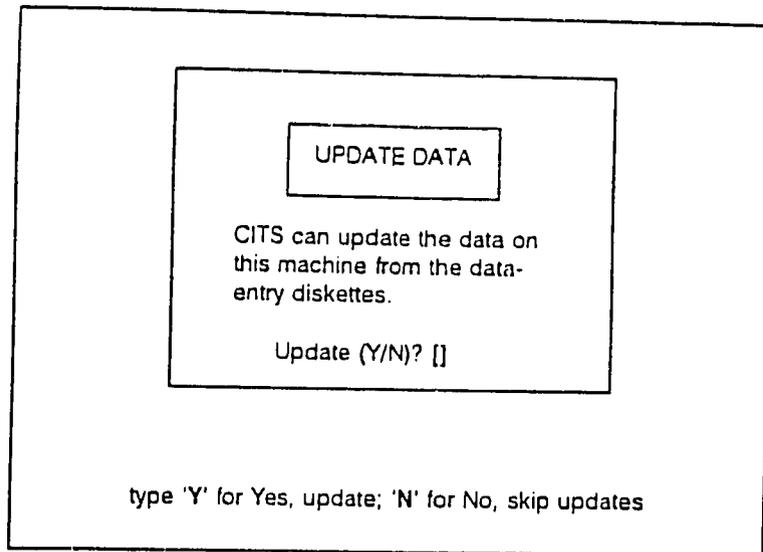
### The Password:

If you know your password and are a good typist, you should have no trouble entering the password. You will not see it appear on the screen: it is a secret between you and the system! As it says, just type the password and press Enter  :



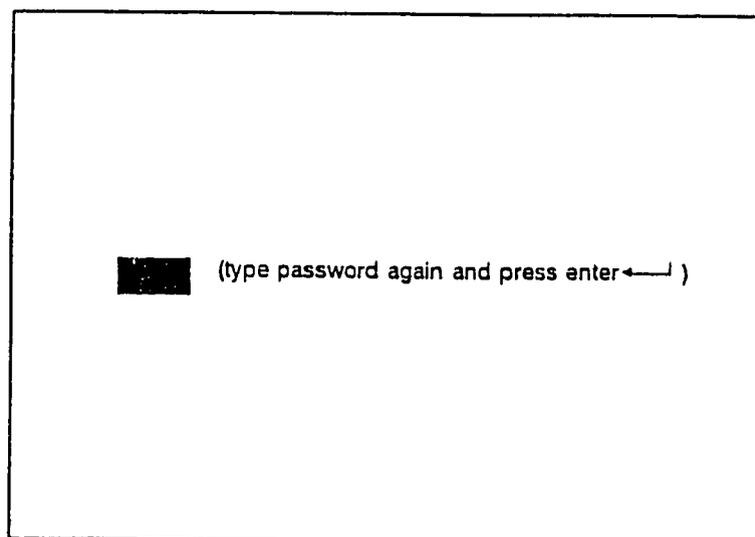
Password: 1st Try

Assuming you made no mistakes, the screen should clear and produce the following screen:



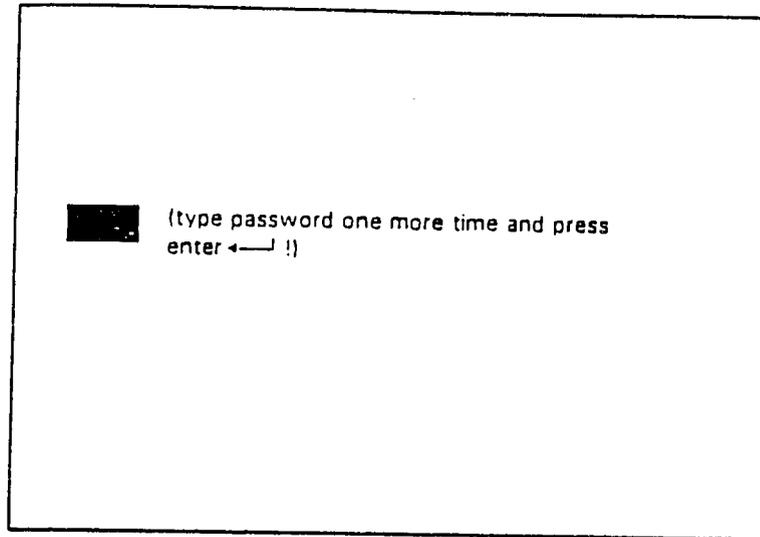
The Update-Data Screen

Of course, you may have made a mistake in your typing. (We all make mistakes, and do so more often when we can't see what we type!) If so, you are given a second chance:



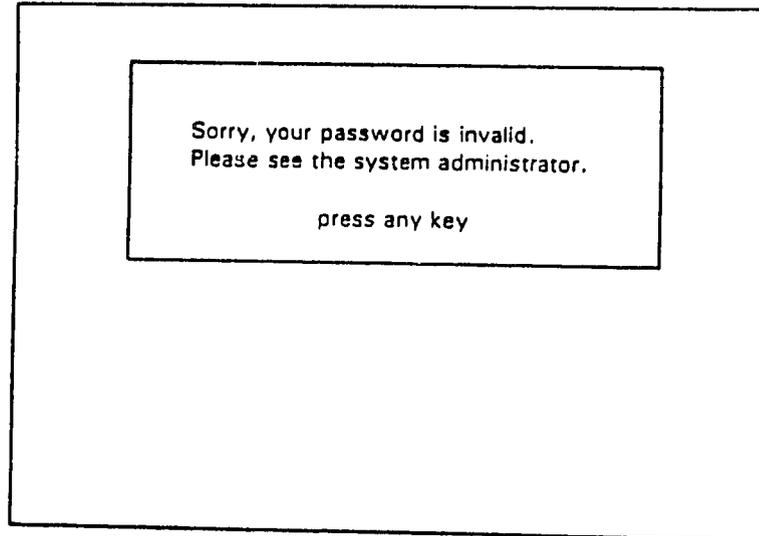
Password: 2nd Try

Now, if you made a mistake a second time, you are given one last chance:



**Password: 3rd and Last Try**

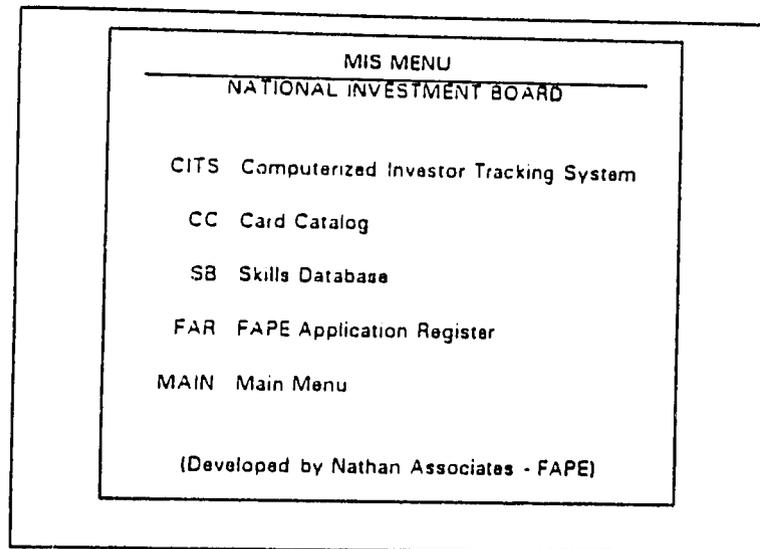
If you fail the password a third time, the computer assumes you didn't just type it wrong, that you must have forgotten (or otherwise confused) your password. In this case, the computer throws you out of CITS. That is the purpose of the following red message:



**Invalid Password:  
Notice Before Being Thrown Out**

If you make three mistakes with your password, there is nothing left for you to do. You will not be allowed inside CITS until you learn your password better. Just press

any key on your keyboard (Enter←). This will throw you of CITS all together:



Outside CITS

You can try to go back into CITS again: just type "CITS" and press Enter← again. But make sure you know your password: otherwise, you will just get thrown out again.

If you are so denied entrance to CITS, then you should speak to the System Administrator (as the message says). Perhaps you have forgotten the password, or should choose an easier one.

Assuming, however, that you did type your password correctly, you will move on to the next screen, which is where you update your computer with the latest data:

UPDATE DATA

CITS can update the data on  
this machine from the data-  
entry diskettes

Update (Y/N)? [ ]

type 'Y' for Yes, update; 'N' for No, skip updates

The Update Screen



Refer to this in the future if you find it helpful:

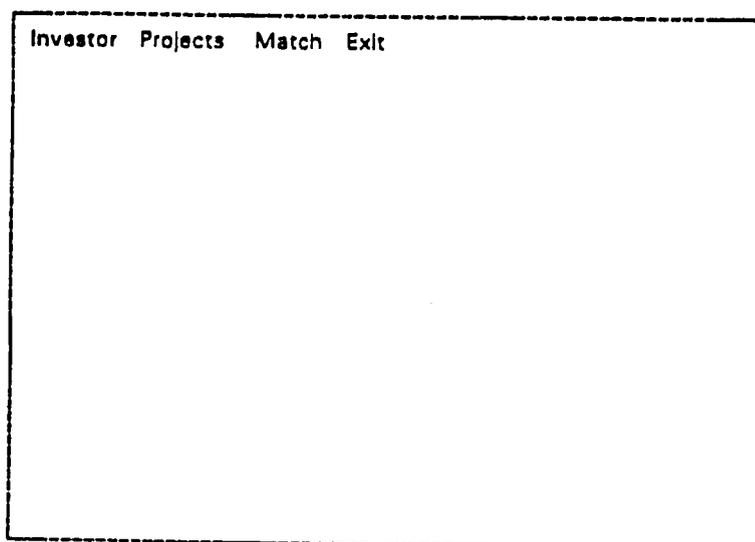
Y Yes, Update:

Move the most recent data from the diskettes (provided by the data-entry staff) to your computer;  
This provides you with the most -up-to-date data available

N No, Do not update; Skip Updates:

No need to get more recent data;  
Because your computer already has all the most recent up-to-date data

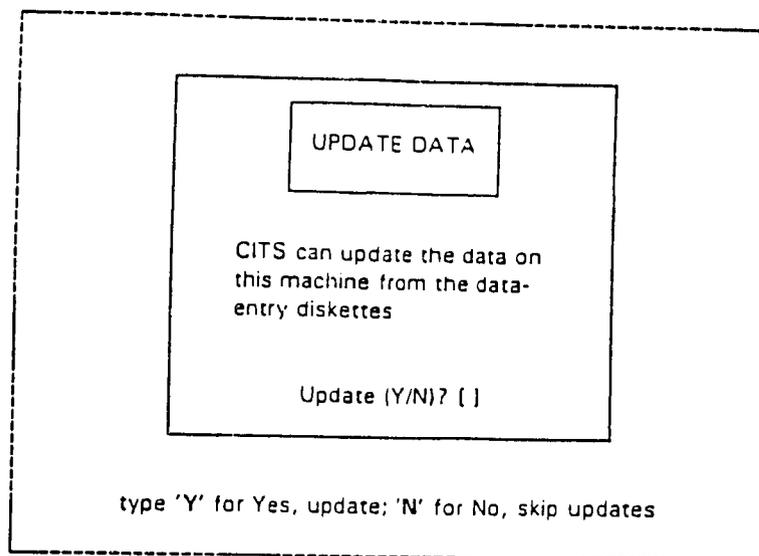
If you type "N" you will go automatically on to the main menu:



The CITS Main Menu

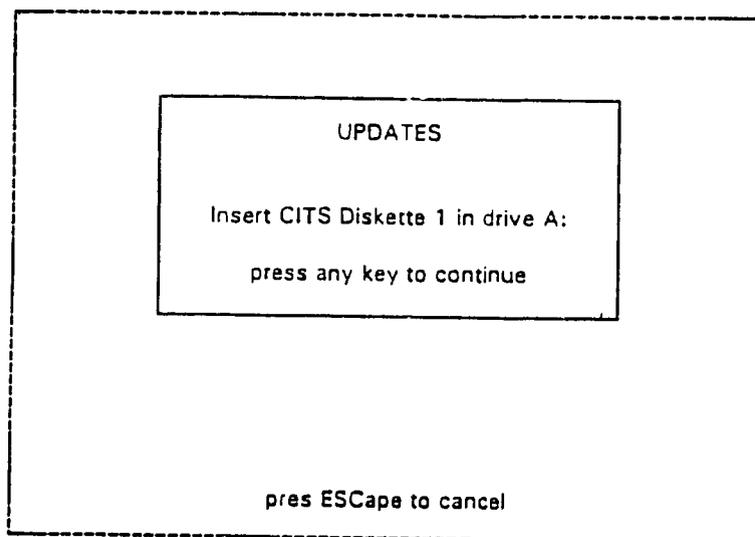
But assuming you do want to up-date the data, the remainder of this section explains the subsequent screen. It also tells you what to do if something goes wrong and you encounter errors. And it tells you what to do if you change your mind and don't want to do any updates after all.

The other choice when presented with the update screen to bring your computer up to date:



The Update Screen

Type 'Y' and this is the next screen you will see:

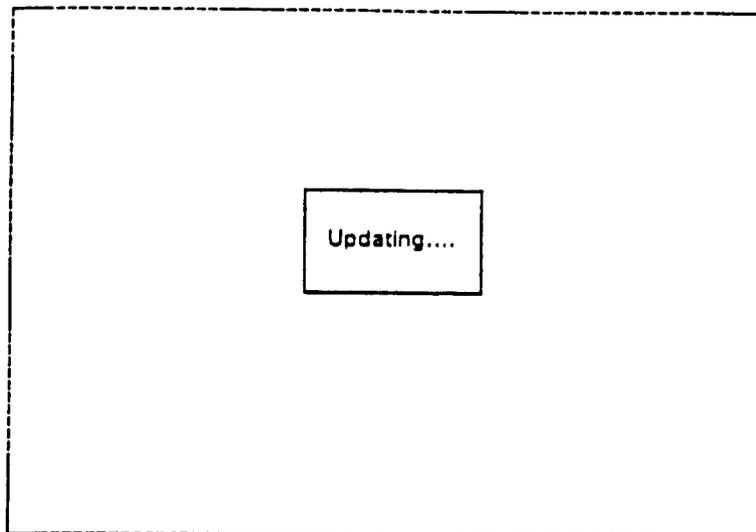


First Screen of Update Process

As the screen says, you should put diskette number 1 in the diskette bay (the appropriately-sized slot on the front of the computer box in front of you.) The number of the diskettes is clearly written on the label pasted to the diskette. Make certain you get the correct number: otherwise you will receive an error. Put the side of the diskette with the metal piece in the slot first.

So once you have the diskette in drive A, press any key (the space bar

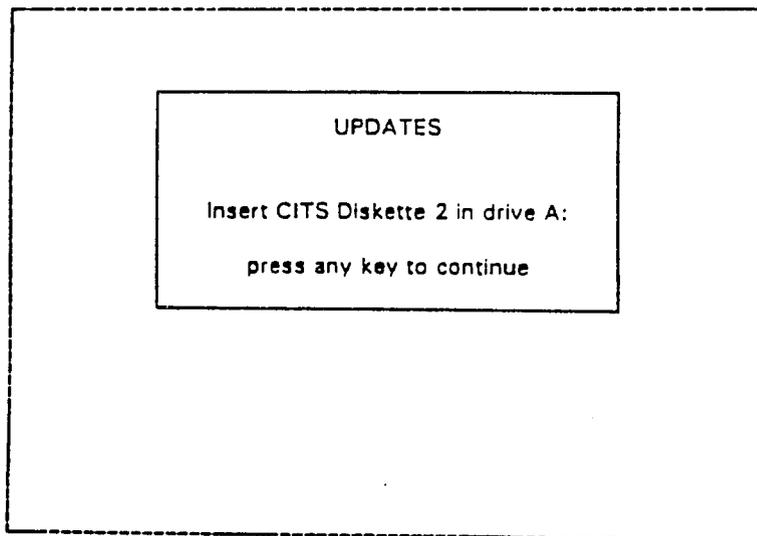
or the Enter ← key are good ones, but *any* key will do.) The computer will begin copying data and display the following while it does so:



**The Computer Copies the First Diskette**

You may see lights on the front of the computer go on and off while you do this: that is a natural part of up-dating.

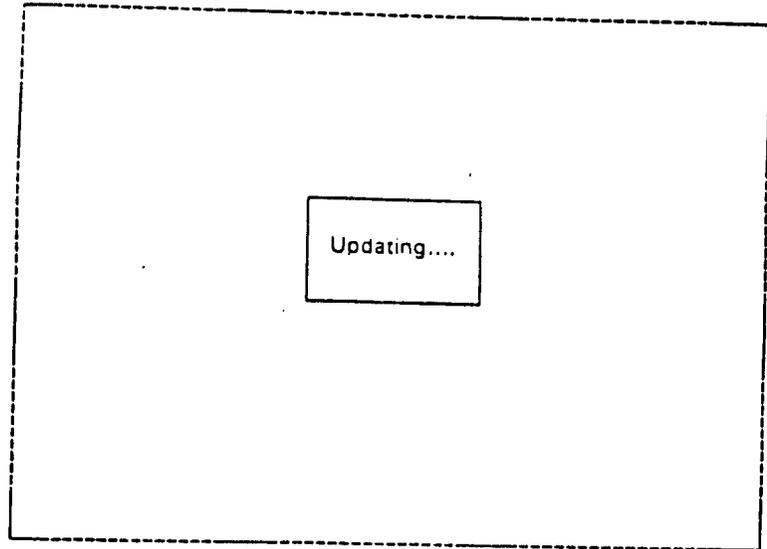
Once the first screen is finished, you will get a familiar screen telling you to insert the second diskette:



**Next Screen of Update Process: Diskette 2**

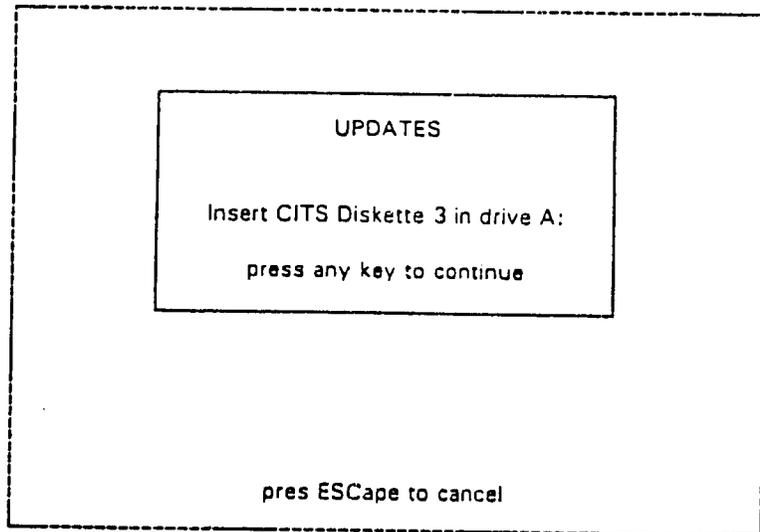
Insert diskette number two in the front of the computer, press any key

(any key will do), and you will see this familiar box:



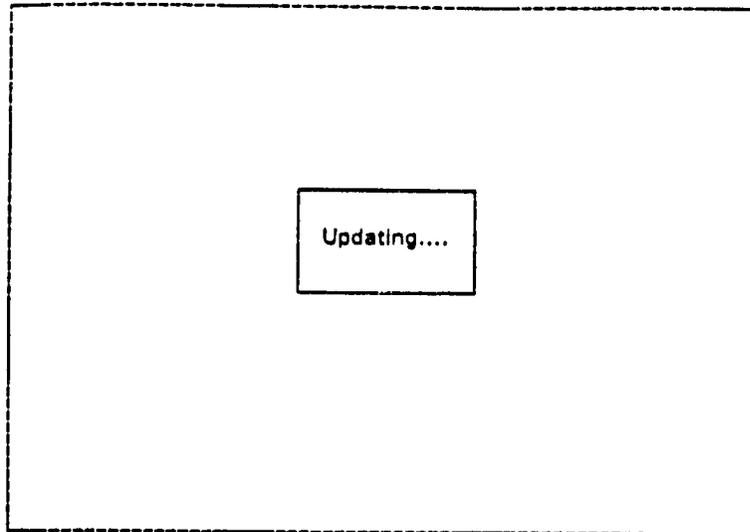
The Computer Copies the Second Diskette

Again, you may see lights on the front of the computer go on and off. Once the computer is finished with the second diskette, it prompts you for the third one:



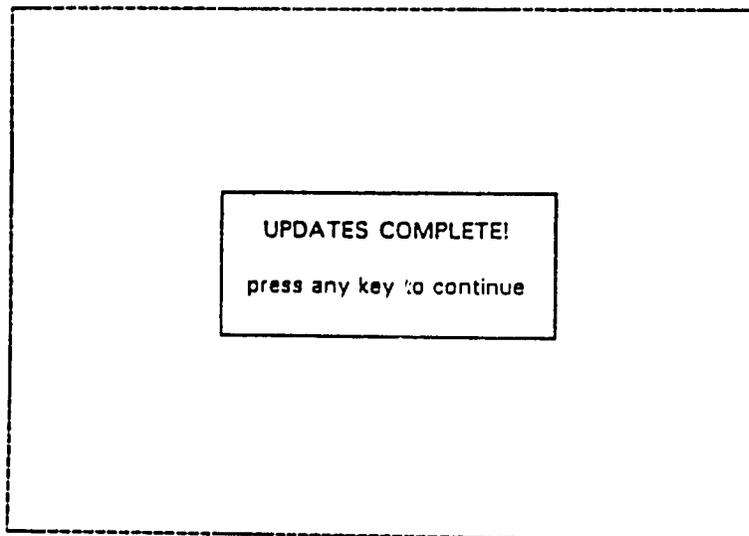
Next Screen of Update Process: Diskette 3

And for the last time, you will see this screen again:



**The Computer Copies the Third Diskette**

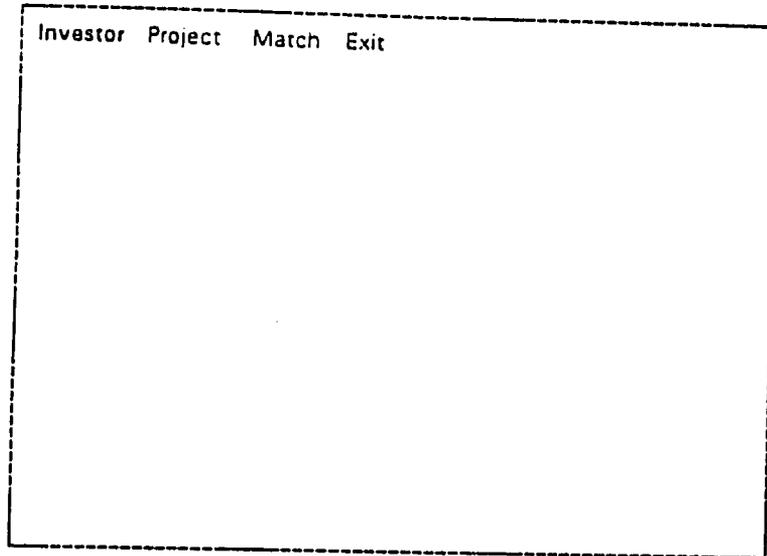
Now the computer has finished the last of the three diskettes, and tells you so:



**Updates Complete**

As the computer tells you, press any key (the space bar or the Enter← key are good ones, but *any* key will do.)

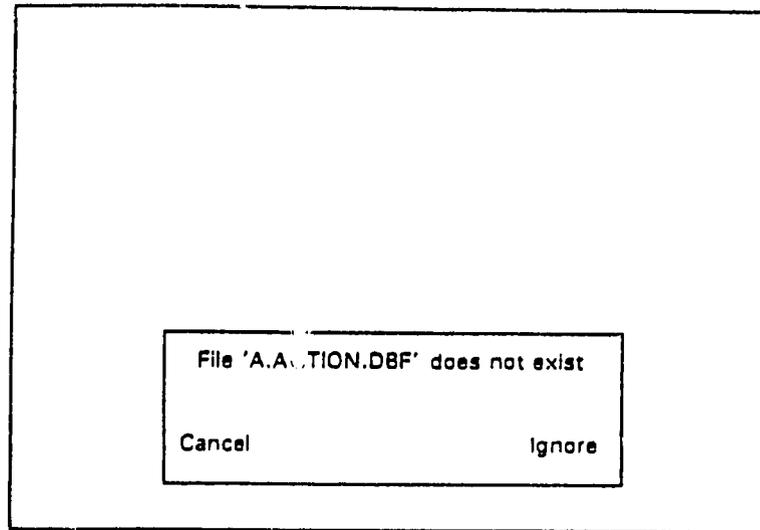
And you will be at the main menu:



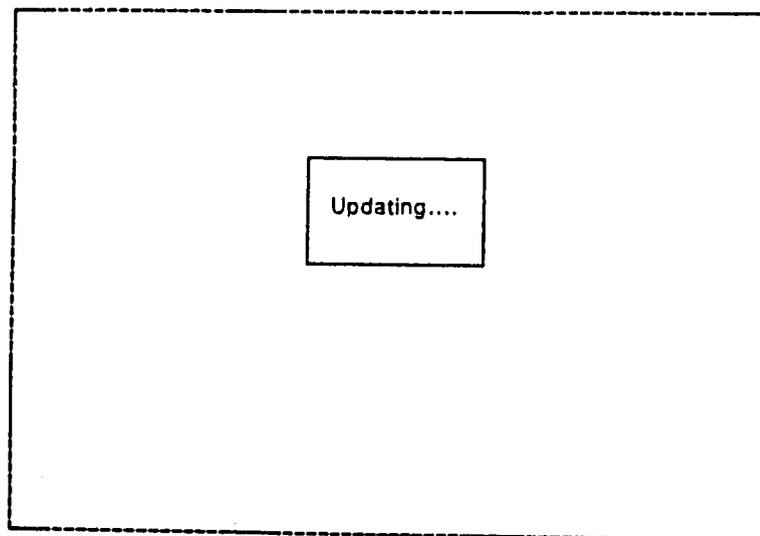
The CITS Main Menu

The only thing left to discuss are exceptional cases: if you change your mind or you make a mistake.

The most common mistake is that you accidentally put the wrong diskette in (maybe diskette 2 instead of diskette 1, or maybe a diskette that was sitting in the computer when you started CITS). If you do, the computer will give you a message in a red box which looks like this:

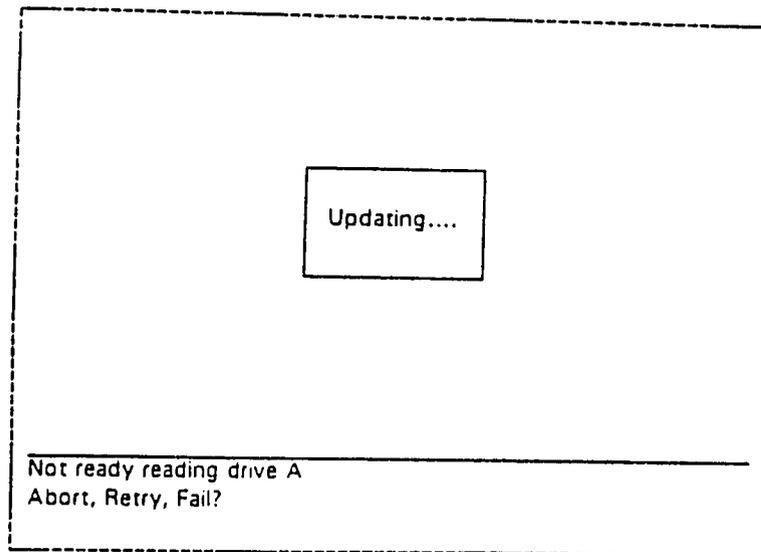


The solution is simple: put the proper diskette in (sorry, the message will not tell you if it is 1, 2, or 3. You just have to know it, or else guess it) and type "I" for "Ignore." (If you prefer, you can point to the word "Ignore" and press Enter←→ ). Once you do, the computer should go into normal mode:



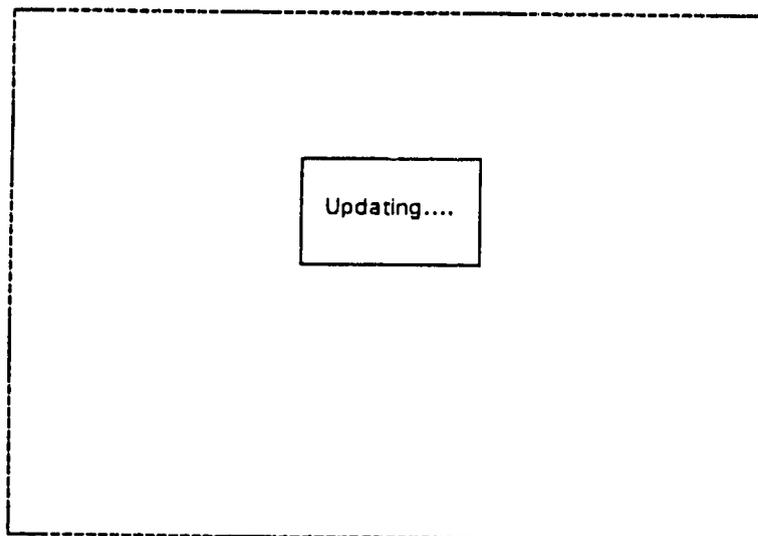
**Normal Update: The Computer Copies a Diskette**

Of course, there are other mistakes. You may have accidentally pressed a key telling the computer to continue, when you have not yet actually inserted the diskette. If so, you will obtain an ugly message at the bottom of the screen:



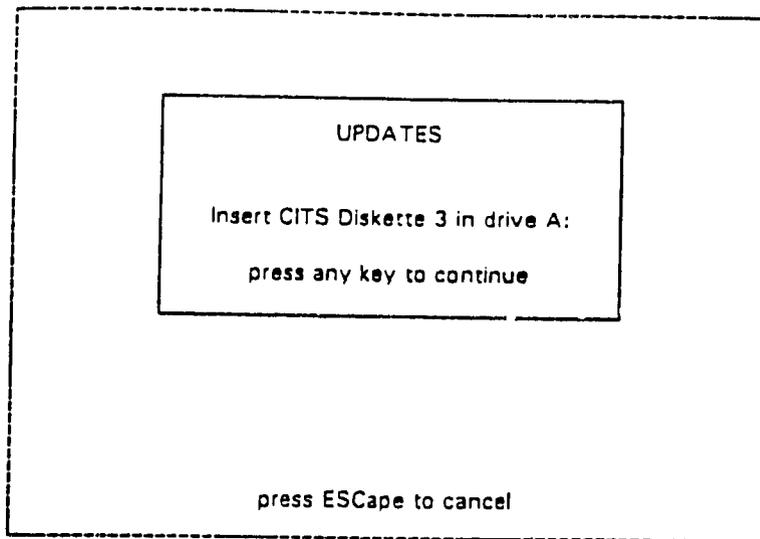
Message When there is *No Diskette* in the Computer

So of course put the diskette in the computer. Then type "R" (for "Retry"). This should set everything right:



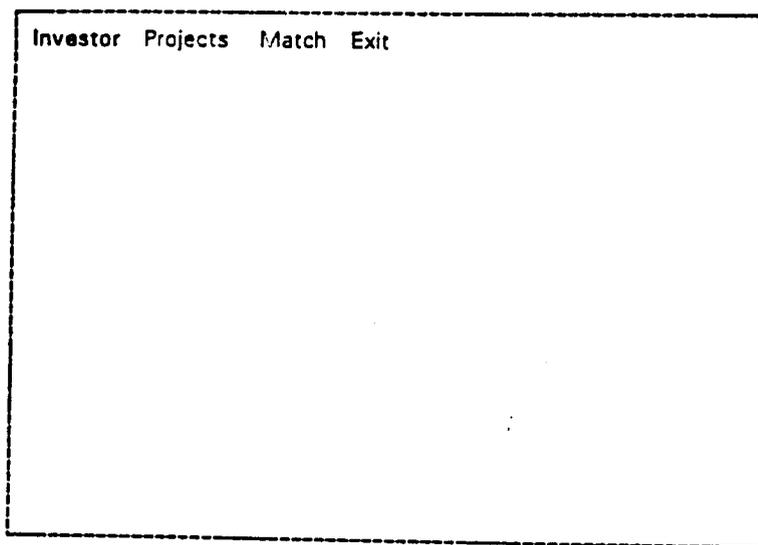
Normal Updating after "R" for "Retry" (with the Diskette)!

Of course, if you realize that you did not really want to update (you pressed the wrong key, or you remember the data is up-to-date), you can always press the ESCape key:



Cancel Update Process: Press ESCape

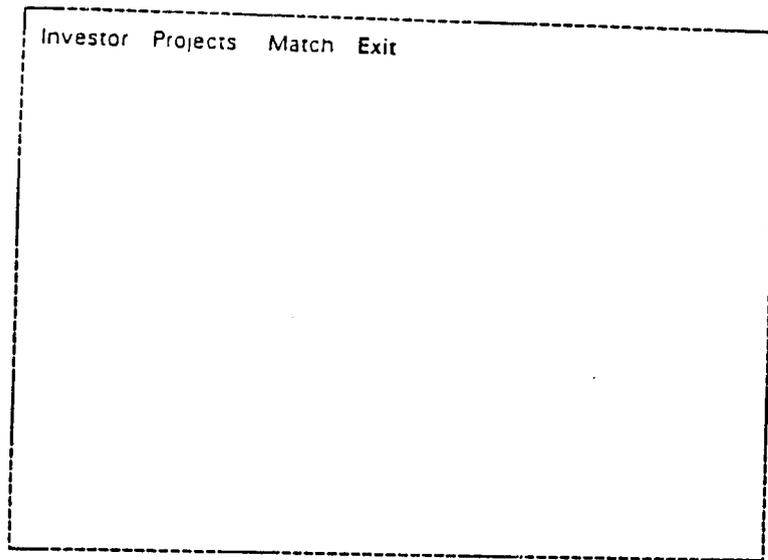
Press the ESCape key and you will soon be in CITS' main menu:



The CITS Main Menu

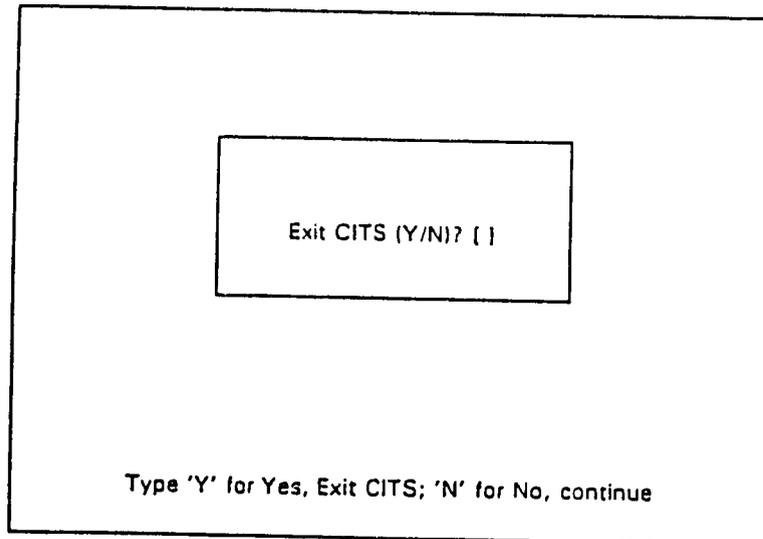
### Exiting CITS:

Whether you do a little or a lot of work, you will eventually want to stop CITS and do something else. It is simple: you merely choose "Exit" from the main menu (that is, point to "Exit" and press Enter  $\leftarrow$ ):



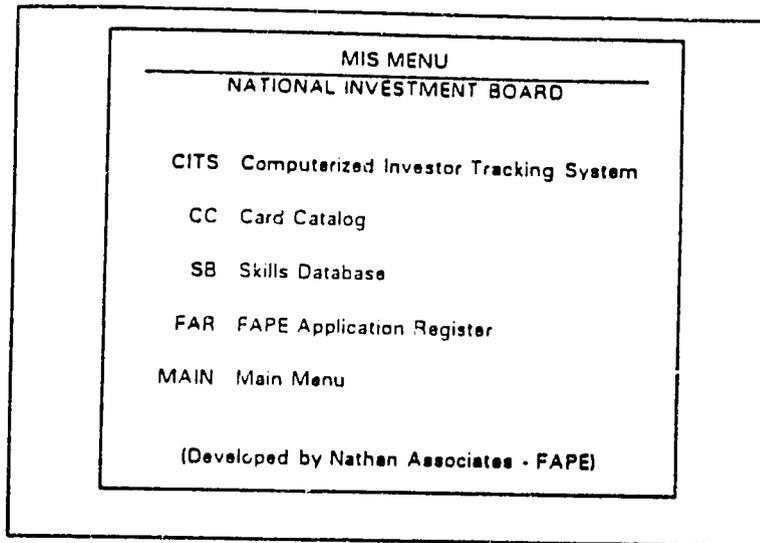
The CITS Main Menu: the Exit choice

The computer will not allow you to exit CITS immediately. (You may have selected "Exit" by mistake.) Instead, it displays a red box to check and be absolutely certain that is what you want:



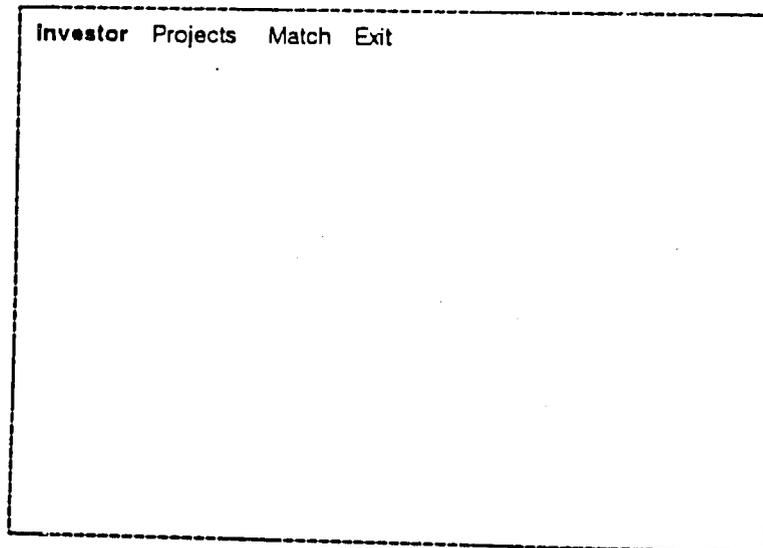
Exit CITS: Confirmation

As it says at the bottom of the screen, you either type 'Y' to confirm you really do want to exit from CITS. Do that, and you will be out of CITS and back at the MIS menu:



*After 'Y' (Yes), Exit CITS*

or else type 'N' to say "No, I don't want to exit; I want to continue work in CITS." Type 'N' and you are right back in the CITS main menu:



*After "N": Don't Exit CITS,  
Go Back to The CITS Main Menu*

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<u>INVESTOR</u>	<u>HOME COUNTRY</u>	<u>SECTOR</u>	<u>LAST CONTACT</u>	<u>NIB OFFICE</u>
A A GARRATT	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A A JOHNSTON	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A ALLEN (WHOLESALE FRUITERERS)	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A BRETT LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A BROWN & SON	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A D FRUIT LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A E BURTON	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A E HARPER LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A E LANGDON & SON	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A E POXON LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A G AXTON	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A G BENFIELD LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A G KING & SON LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A H ADAMS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A H HARRIS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A H JENNINGS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A J DIGBY LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A J FRUIT CO LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A J JACOBS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A J WEBB	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A J WEBB & SON (BRADFORD) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A JONES	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A KHALIQ	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A M BAILEY LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE

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INVESTOR LIST

<u>INVESTOR</u>	<u>HOME COUNTRY</u>	<u>SECTOR</u>	<u>LAST CONTACT</u>	<u>NIB OFFICE</u>
A M DAVENPORT LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A MAY LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A NAZIR CONTINENTAL FRUIT & VEGS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A PENNINGTON (STRETTFORD) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A PHILIPS (BROKERS) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A R BUTT	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A S PAYNE (WESTERN)	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A W BAXTER PRODUCE LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A W CAVENGH (SPITAFIELDS) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A W FRUIT SERVICES LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A W SEXTON (STRATFORD) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A W SHARPLEY LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
A. DURBECK GMBH	GERMANY	AGRIC'L	/ /	MBOGE
A.VAN DEN AKKEN HOEK VAN HOLLAND BV	SWITZERLAND	AGRIC'L	/ /	MBOGE
A1 FRUIT LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ABERDEEN & STANTON LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ACORN FRUIT BROKERS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ADDEY & SON (WESTERN INTL) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ADDISICNS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
AFC (AFRIKANISCHE FRUCHT-COMPAGNIE)	GERMANY	AGRIC'L	/ /	MBOGE
AFI MARKET SALES	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
AGROD-TROPIC AG	SWITZERLAND	AGRIC'L	/ /	MBOGE
AGROLON LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
AINSWORTH & KELLY LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE

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<u>INVESTOR</u>	<u>HOME COUNTRY</u>	<u>SECTOR</u>	<u>LAST CONTACT</u>	<u>NIB OFFICE</u>
AKBAR GENERAL IMPORTERS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
AKBAR OF MANCHESTER	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ALBERT BARTLETT & SONS (AIRDRIE)LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ALBERT L ROBINSON (NOTTINGHAM) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ALDRIDGE'S	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ALFRED BAKER	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ALFRED BUTTONS FRESH FOODS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ALFRED G PEARCE (SETCH) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ALFRED PRICE & SONS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ALGEMEENE VRUCHTEN IMPORT MY N.V.	NETHERLANDS	AGRIC'L	/ /	MBOGE
ALLAN & ANDERSON (IMPORTERS) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ALLFRUIT BUYING AGENCY	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ALLFRUIT INTERNATIONAL LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ALLISON RISBERO & CO LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ALMANZORA LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ALPHA PRODUCE	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ALRICA FRESH PRODUCE LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ALVIN LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ALZIAL M.	FRANCE	AGRIC'L	/ /	MBOGE
AMBLEFORD LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ANACO FRUIT IMPORTERS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ANAREX	GERMANY	AGRIC'L	/ /	MBOGE
ANCHOR PRODUCE CO LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ANDREAS MICHLI	UNITED KINGDOM	AGRIC'L	/ /	MBOGE

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INVESTOR LIST

<u>INVESTOR</u>	<u>HOME COUNTRY</u>	<u>SECTOR</u>	<u>LAST CONTACT</u>	<u>NIB OFFICE</u>
ANGLIA GROWERS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ANGLO-DAL LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ANGLO-EURO ENTERPRISES LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ANTHONY MALONEY	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ANTHONY ROONEY	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ARATRA POTATO CO LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ARGRUNORD S.A.	GERMANY	AGRIC'L	/ /	MBOGE
ARNOLD & CO (FARMS) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ARNOTT & MASON (HORT) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ARNOTTS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ARRIGONFRUTTA LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ARTHUR HUTCHINSON LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ARTHUR J PEACOCK	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ARTHUR RIDGEWELL LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ARTHUR ROBERTS & SONS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
AS VAINER	FRANCE	AGRIC'L	/ /	MBOGE
ASHER & SON LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ASSOC. DES HORTICULTEURS DE LA SUIS	SWITZERLAND	AGRIC'L	/ /	MBOGE
ASSOCIATED CATERING SUPPLIERS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ASSOCIATED GROWERS (HULL) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ASSOCIATION NATIONALE (ANIHORT)	FRANCE	AGRIC'L	/ /	MBOGE
ATTILA OILS & FROZEN FOODS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
AUX-MILLE-ET-UNE-FLEURS	SWITZERLAND	AGRIC'L	/ /	MBOGE
AVM FRUITS SA	BELGIUM	AGRIC'L	/ /	MBOGE

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INVESTOR LIST

<u>INVESTOR</u>	<u>HOME COUNTRY</u>	<u>SECTOR</u>	<u>LAST CONTACT</u>	<u>NIB OFFICE</u>
B & H BAKER (WHOLESALE) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
B & S FRUITS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
B ATKINSON (BRADFORD) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
B COOKSON LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
B E MARCHANT LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
B J NEALE & CO LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
B P TRUELOVE LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
B PARRY & SON	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
B R M WHOLESALERS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
B W BROOKER LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BANBURYS OF YEOVIL	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BANJO POTATOES LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BARBICAN FOODS (PLYMOUTH) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BARNETT BROS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BARNETT BROS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BARNETT EMANUEL LTD	UNITED KINGDOM	AGRIC'L	/ /	BARROW
BDK BLOEMEN IMPORT-EXPORT BV	SWITZERLAND	AGRIC'L	/ /	MBOGE
BEEMSTERBOER, J.P.	NETHERLANDS	AGRIC'L	/ /	MBOGE
BEESON GROUP LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BELLIES & MEEK LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BENFRUIT LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BENNETT & HAWES LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BERNA-FLOR MAX FRANZ AG	SWITZERLAND	AGRIC'L	/ /	MBOGE
BEVINGTON SALADS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE

INVESTOR LIST

<u>INVESTOR</u>	<u>HOME COUNTRY</u>	<u>SECTOR</u>	<u>LAST CONTACT</u>	<u>NIB OFFICE</u>
BIGWALLA (FRUIT & VEG) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BILLY HENDERSON LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BISCOMBE & FORREST 1988 LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BLIGH LINES LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BLOEMENEXPORT/IMPORT BV	SWITZERLAND	AGRIC'L	/ /	MBOGE
BLOEMENVEILING WESTLAND (CCWS)	SWITZERLAND	AGRIC'L	/ /	MBOGE
BLUE STAR PRODUCE	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BLUMEN-GALLI AG	SWITZERLAND	AGRIC'L	/ /	MBOGE
BLUNDELL & RIMMER LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BLUNDELLS OF MANCHESTER LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BOLLETER & HOTTINGER AG	SWITZERLAND	AGRIC'L	/ /	MBOGE
BOOKLESS BROS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BOOM, FA.A, & ZN	NETHERLANDS	AGRIC'L	/ /	MBOGE
BRADSHAWS (BOLTON) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BRANSTON POTATOES PLC	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BREWSTER CRAVEI	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BRIAN KEENAN LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BRIDGER LODGE LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BRIESS & CO LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BRISTOL FRUIT SALES LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BRITISH & BRAZILIAN PRODUCE LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BRITISH FUELS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BRITISH POT PLANT GROWERS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BROADWAY PRODUCE SALES LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE

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INVESTOR LIST

<u>INVESTOR</u>	<u>HOME COUNTRY</u>	<u>SECTOR</u>	<u>LAST CONTACT</u>	<u>NIB OFFICE</u>
BROOKERS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BROOKES BROS (WOLVERHAMPTON) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BROOKSBANK & CO	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BROS (BATH) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BROWNE & CO (LIVERPOOL)	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BRUCE WHITE	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
BUD HOLLAND BV	NETHERLANDS	AGRIC'L	/ /	MBOGE
BUNDESAMT FUR AUSSENWIRTSCHAFT	SWITZERLAND	AGRIC'L	/ /	MBOGE
BUNDESAMT FUR LANDWIRTSCHAFT	SWITZELAND	AGRIC'L	/ /	MBOGE
BUNDESSTELLE FUR AUSSENHANDELS	GERMANY	AGRIC'L	/ /	MBOGE
BUNDESVERBAND DER DEUTSCHEN	GERMANY	AGRIC'L	/ /	MBOGE
BURGESS & RICHARDSON LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
C & C FRUIT CO (NEW SPITAFIELDS)LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
C & C FRUIT CO LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
C & P WILSON LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
C A BURTON & SON LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
C BARNETT & SON	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
C BENTLEY & SONS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
C COLLIER (COVENT GARDEN)	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
C E WILKINSON	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
C E WILKINSON	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
C F BARSBY & SON	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
C J BOSSEY & SONS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
C LINDER (WESTERN)	UNITED KINGDOM	AGRIC'L	/ /	MBOGE

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INVESTOR LIST

<u>INVESTOR</u>	<u>HOME COUNTRY</u>	<u>SECTOR</u>	<u>LAST CONTACT</u>	<u>NIB OFFICE</u>
C P QUINEY LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
C SRUCTON & SONS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
C T KIPPINGS (SPITAFIELDS) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
C T TOOLEY	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CAITHNESS POTATOES BREEDERS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CALEDONIAN PRODUCE LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CAMBRIDGE PRODUCE BROKERS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CAMPAGNIE FRUITIERE (UK) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CAPITOU CACTUS	FRANCE	AGRIC'L	/ /	MBOGE
CARMICHAEL FRUIT CO LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CARRS OF BLACKBURN LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CASTLE FRUITS (CARDIFF) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CATER FRESH	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CAVES FRUIT & VEG SUPPLIERS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CENTRAL SALES (COVNETRY) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CENTRAL SALES (RUGBY) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CENTRE FOR THE PROMOTION OF IMPORTS	SWITZERLAND	AGRIC'L	/ /	MBOGE
CENTRE FRANCAIS DU COMMERCE EXTERIE	FRANCE	AGRIC'L	/ /	MBOGE
CHALLIES OF YORK LIMITED	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CHANSON EXPRESS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CHARLES E CROFT & SON (LEEDS) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CHARLES F NAYLOR	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CHARLES SOWDEN (LANCASTER) & CO	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CHARLES WHITE (LIVERPOOL) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE

INVESTOR LIST

<u>INVESTOR</u>	<u>HOME COUNTRY</u>	<u>SECTOR</u>	<u>LAST CONTACT</u>	<u>NIB OFFICE</u>
CHESHIRE PRODUCE CATERING DIVISION	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CHESHIRE PRODUCE CO LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CHINGFORD FRUIT PACKERS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CITRONAS BV	NETHERLANDS	AGRIC'L	/ /	MBOGE
CITY HERBS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CLEMENCE GREEGROCERS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CLOETTA AG, VICTOR	SWITZERLAND	AGRIC'L	/ /	MBOGE
COE & SONS (BOURNEMOUTH) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
COLES & WALL	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
COLLINGRIDGE J. LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
COLYN JAMES OF MERTHYR	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
COMIT NATIONAL (CNIH)	FRANCE	AGRIC'L	/ /	MBOGE
COMMODITY BOARD FOR FLORICULTURAL	SWITZERLAND	AGRIC'L	/ /	MBOGE
CONDOR FRUIT LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CONNOLLY INTERNATIONAL LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CONSTANT SMITH & CO LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CONSTANTIA INTERNATIONAL LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CONTINENTAL FARMS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
COOP SCHWEIZ	SWITZERLAND	AGRIC'L	/ /	MBOGE
COOPER BROS WHOLESALE (LEEDS) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
COR VAN DUYN BV	SWITZERLAND	AGRIC'L	/ /	MBOGE
CORTES LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
COSSEY LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
COULSDON MURRAY & SONS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE

INVESTOR LIST

<u>INVESTOR</u>	<u>HOME COUNTRY</u>	<u>SECTOR</u>	<u>LAST CONTACT</u>	<u>NIB OFFICE</u>
COX & LAWSON LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CRYSTAL IMPORT LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CRYSTAL IMPORT SALES LIMITED	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CUMMINS BROS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CURTIS & COTTRELL	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CYPFRUVEX (UK) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CYPRO VEG LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
CYPRUS FRUIT SALES (LONDON) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
D & F MCCARTHY LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
D & G DREW	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
D A FISH	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
D APPELL LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
D BRANSBY LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
D COYLE & CO LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
D CRAWLEY & SONS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
D CROSSLEY LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
D H FOX	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
D H GREEN (1992) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
D HOBKINSON & SON LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
D J LEWIS BROS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
D MCLEOD & SON LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
D SAINTEN & SON LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
D SEPHTON (LIVERPOOL) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
D SPOONER & SON	UNITED KINGDOM	AGRIC'L	/ /	MBOGE

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INVESTOR LIST

<u>INVESTOR</u>	<u>HOME COUNTRY</u>	<u>SECTOR</u>	<u>LAST CONTACT</u>	<u>NIB OFFICE</u>
D SPOONER (POTATOES) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
DALGETY PRODUCE LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
DANIEL & SON (LIVERPOOL) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
DANIEL H HART (HOLDINGS) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
DANIEL P HALE	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
DARENTH PRODUCE LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
DART FRESH PRODUCE	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
DAVID INGAMELLS LIMITED	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
DAVID REYNOLDS (PRODUCE) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
DAYFRESH PRODUCE	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
DDP LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
DEHNER & CO.	GERMANY	AGRIC'L	/ /	MBOGE
DEL MONTE FRESH PRODUCE (UK) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
DENNIS & COOPER LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
DENNIS BUTLER LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
DENNIS L MARTIN	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
DER FLORIST	SWITZERLAND	AGRIC'L	/ /	MBOGE
DER GARTENBAU	SWITZERLAND	AGRIC'L	/ /	MBOGE
DEUTSCHE GESELLSCHAFT FUR	GERMANY	AGRIC'L	/ /	MBOGE
DEUTSHCE ENTWICKLUNGS-GESELLSCHAFT	GERMANY	AGRIC'L	/ /	MBOGE
DEVLIN FRUIT (INCOPORTATING)	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
DIRECT MARKETING SERVICES LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
DIRECT PRODUCE SUPPLIES	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
DONINGTON FRUIT IMPORTERS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE

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INVESTOR LIST

<u>INVESTOR</u>	<u>HOME COUNTRY</u>	<u>SECTOR</u>	<u>LAST CONTACT</u>	<u>NIB OFFICE</u>
DONNING LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
DONOVAN BROS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
DOUG MORTON LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
DRAKE & SONS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
DRAKE BROS (PLYMOUTH) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
DUNAND & CO (UK) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
DUNSTERS FARM LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
DUTRIE (FTS)	FRANCE	AGRIC'L	/ /	MBOGE
E & H BRADNUM	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
E & S WORMAN LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
E A SUGARMAN	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
E AZOULAY ET CIE	GERMANY	AGRIC'L	/ /	MBOGE
E DENNIS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
E ELLISON	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
E J BRADLEY	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
E J DEVIS & SON LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
E JAMES (BRENTFORD MARKET) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
E KILVINGTON & CO LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
E PARK & SONS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
E SIDWELL LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
E SURREY	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
E TYLER & SONS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
E W JENKINS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
E W WEBB & CO	UNITED KINGDOM	AGRIC'L	/ /	MBOGE

INVESTOR LIST

<u>INVESTOR</u>	<u>HOME COUNTRY</u>	<u>SECTOR</u>	<u>LAST CONTACT</u>	<u>NIB OFFICE</u>
E WEBB	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
E WILLIAMSON & SONS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
E.C. FISCHER	SWITZERLAND	AGRIC'L	/ /	MBOGE
EAST RIDING FARM PRODUCE LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
EASTERN COUNTIES ORGANIC PRODUCERS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ECCLES OF EVESHAM LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ED BALDWIN LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
EDDIE JORDAN (SHEFFIELD) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
EDEKA FRUCHTKONTOR GMBH	GERMANY	AGRIC'L	/ /	MBOGE
EDWARD ALAIN COOD LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
EDWARDS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
EDWIN ROBINSON (SHEFFIELD) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
EHRMANN-BALBONI	SWITZERLAND	AGRIC'L	/ /	MBOGE
ELAM & HALL	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ELSEY & BENT LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
EMPIRE WORLD TRADE	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
EMSLEY & COLLINS (HUDDERFIELD) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ENDE & ZONEN'S IMPORT ENEXPORT	NETHERLANDS	AGRIC'L	/ /	MBOGE
ENOS KAYE LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ERIC ALLEN LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ERIC CATTELL LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ERIC SPARKE & SON	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ERMS (UK) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ERNEST BROADBELT LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE

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INVESTOR LIST

<u>INVESTOR</u>	<u>HOME COUNTRY</u>	<u>SECTOR</u>	<u>LAST CONTACT</u>	<u>NIB OFFICE</u>
ERNEST HAMMOND	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ERNEST WHITE LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ESCREETS WHOLESAL SALADS & VEGETABL	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
ETS KLEIN SPPM RENIS	GERMANY	AGRIC'L	/ /	MBOGE
ETS PARMIN SA	BELGIUM	AGRIC'L	/ /	MBOGE
EURO IMPORT/EXPORT CO	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
EURODIX LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
EUROFRESH	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
EUROFRUIT (UK) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
EUROPE EXOTICS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
EVANS & RADFORD LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
EVEFLORA BLUMENVERTRIEB GMBH	GERMANY	AGRIC'L	/ /	MBOGE
EXOTIC FARM PRODUCE	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
EXOTIC FARM PRODUCE	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
EXCTICA FRUITS & VEG	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
F & G MIZEN (BRENTFORD) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
F A B MORGAN	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
F A SADD SON LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
F G BARKER (FLOWERS) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
F H GILMAN & CO	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
F H S	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
F H SMITH (PRODUCE) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
F I BULLER LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
F M DIXON LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE

INVESTOR LIST

<u>INVESTOR</u>	<u>HOME COUNTRY</u>	<u>SECTOR</u>	<u>LAST CONTACT</u>	<u>NIB OFFICE</u>
F MILFORD & SONS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
F R HEYDON	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
F SEPHTON & SON	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
F UPSALL (COVENTRY) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FA. W. LUYENDIJK	SWITZERLAND	AGRIC'L	/ /	MBOGE
FAGAN	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FARGRO LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FARM PRODUCE WHOLESAL	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FARMAN ALI	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FARMERS CHOICE	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FED NATIONAL DES GROSSISTES ET FLEU	FRANCE	AGRIC'L	/ /	MBOGE
FENMARC PRODUCE LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FENN & HEXTON LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FESA UK LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FIELDING (TRANSPORT) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FII BELFAST	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FIRMA PAUL GRASSNICK	GERMANY	AGRIC'L	/ /	MBOGE
FISHER (POTATOES) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FLEMING NICOLL IMPORTS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FLEURANSSISTANCE	FRANCE	AGRIC'L	/ /	MBOGE
FLORATEX GMBH	GERMANY	AGRIC'L	/ /	MBOGE
FLORCULTURA IMPORT & EXPORT	SWITZERLAND	AGRIC'L	/ /	MBOGE
FLORIMEX AG	SWITZERLAND	AGRIC'L	/ /	MBOGE
FLORIMEX PARIS	FRANCE	AGRIC'L	/ /	MBOGE

## INVESTOR LIST

<u>INVESTOR</u>	<u>HOME COUNTRY</u>	<u>SECTOR</u>	<u>LAST CONTACT</u>	<u>NIB OFFICE</u>
FLORMEX LIMITED	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FLOWER TRADES JOURNAL	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FMX FOOD MERCHANTS IMPORT/EXP LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FRANCIS NICHOLLS (FLOWERS)	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FRANCIS NICHOLLS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FRANCO ET CIE	FRANCE	AGRIC'L	/ /	MBOGE
FRANK E BENNER LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FRANK SMITH LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FRANKS SEECKTS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FRED BRIDGE (MANCHESTER) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FRED HALL & SONS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FRED HEWITT & SON LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FRED LEY & SONS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FRED MONK (PRODUCE)	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FREDDY SHAMA & CO LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FREEZLAND FROZEN FOODS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FRENCH GARDEN LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FRESH PRODUCE SERVICES LTD\	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FRESHCO FRUIT IMPORTERS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FRESHLINK LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FRESHPIC PRODUCE	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FRESHPRO LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FRESHWAY (UK) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FRUCHTHANSA GMBH CO. KG	GERMANY	AGRIC'L	/ /	MBOGE

INVESTOR LIST

<u>INVESTOR</u>	<u>HOME COUNTRY</u>	<u>SECTOR</u>	<u>LAST CONTACT</u>	<u>NIB OFFICE</u>
FRUIT & PRODUCE (BRISTOL) LTD	UNITED KINGDOM	AGRIC'L	/ /	
FRUIT INTERNATIONAL	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FRUIT TRANSIT KANTOOR LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FRUIT TRANSITOKANTOOR ROTTERDAM BV	NETHERLANDS	AGRIC'L	/ /	MBOGE
FRUITBROKERS CO. NV	BELGIUM	AGRIC'L	/ /	MBOGE
FRUITS UNIS S.A	GERMANY	AGRIC'L	/ /	MBOGE
FRUITSALES LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FRUITWORLD MARKETING LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FRUITY FRUITS (WHOLESALE) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FRUMAR LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FRUTAS (LONDON) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FTK LONDON LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FYFEES GROUP LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FYFEES GROUP LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
FYFFES-MONRO FLOWERS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
G & C GROUP LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
G A KELLY (DONCASTER) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
G A KELLY (FRUIT SALES) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
G A WILLIAMSON & CO LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
G ALMOND	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
G D SALES	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
G F AVIL	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
G F MERCER	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
G FERRIGNO (IMPORT) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE

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INVESTOR LIST

<u>INVESTOR</u>	<u>HOME COUNTRY</u>	<u>SECTOR</u>	<u>LAST CONTACT</u>	<u>NIB OFFICE</u>
G H LITTLE LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
G H WELLS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
G HALL	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
G HELFER S.A.	GERMANY	AGRIC'L	/ /	MBOGE
G J ELLIOT LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
G J JONES & SON	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
G MAGNIN (WHOLESALE) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
G MARSH POTATOES	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
G MITCHELL (GLASGOW) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
G R X LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
G T HUTTON LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
G WRAGG (LEEDS) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
G'S FRESH VEGETABLES LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
G.J. VAN ZUYLEN BV	SWITZERLAND	AGRIC'L	/ /	MBOGE
GASTON J DWEK	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GAVES & HAYWOOD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GEEST HORTICULTURAL GROUP	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GEEST PRODUCE MARKETING DIVISION	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GEEST WHOLESALE SERVICES	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GEISSLER AG. RICHARD	SWITZERLAND	AGRIC'L	/ /	MBOGE
GEO & C STANSELL (SPITAFIELDS) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GEO CARRUTHERS & SONS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GEO COEMAN (LONDON) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GEO HAINES & SON	UNITED KINGDOM	AGRIC'L	/ /	MBOGE

INVESTOR LIST

<u>INVESTOR</u>	<u>HOME COUNTRY</u>	<u>SECTOR</u>	<u>LAST CONTACT</u>	<u>NIB OFFICE</u>
GEO HARLOW LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GEOFFREY TARRANT	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GEORGE BATES LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GEORGE H KIME & CO LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GEORGE ISLES JUNIOR LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GEORGE JACKSON (LEEDS) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GEORGE FERRY WHOLESALE FRUIT & VEG	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GEORGE SIM (FRUITERERS) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GEORGE SMALLEY LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GEORGE W SNOWDON (LEEDS) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GHURA VEGETABLE & FRUIT	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GIBBS & PARDOE LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GIBSON BISHOP & CO LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GILBERT THOMPSON (LEEDS) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GILGROVE LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GILMORE-DENNIS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GIOVANNI SEMERIA	GERMANY	AGRIC'L	/ /	MBOGE
GLASS'S FRUIT MARTS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GLENTHORN GROWERS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GLOBAL TRADERS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GOODWIN & CO	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GORDONS PRODUCE MARKET LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GOSBERTON FARM PRODUCE CO	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GRAHAM, NICOL & DOW	UNITED KINGDOM	AGRIC'L	/ /	MBOGE

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INVESTOR LIST

<u>INVESTOR</u>	<u>HOME COUNTRY</u>	<u>SECTOR</u>	<u>LAST CONTACT</u>	<u>NIB OFFICE</u>
GRANNY SMITH	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GREEK POTATO	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GREENHILL (WESTERN) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GREENHILL MUSHROOMS LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GREENLESS & WATERS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GRIFFIN & BRAND (EUROPEAN) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GROFRU B.V.	NETHERLANDS	AGRIC'L	/ /	MBOGE
GROWER MARKETING SERVICES	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GROWERS' CHOICE FRUIT & VEG LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
GROWRANGE LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
H & H PRODUCE LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
H & J M BENNETT (IMPORT/EXPORT) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
H BEANLAND & SON LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
H E DIBBLE LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
H F HARDY	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
H FRANKLIN LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
H G WALKER & SON (FRESH PRODUCE) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
H GOODALL LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
H HASLAM (ORMSKIRK) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
H HILTON (BRADFORD) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
H KNOWLES (BRADFORD) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
H KRUIDENIER (LONDON) LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
H L HALL (INTERNATIONAL)	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
H MOORE & SONS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE

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INVESTOR LIST

<u>INVESTOR</u>	<u>HOME COUNTRY</u>	<u>SECTOR</u>	<u>LAST CONTACT</u>	<u>NIB OFFICE</u>
H P TRADERS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
H S LEASON & SONS	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
H WHEELER	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
HAGAN GRANT LTD	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
HALES DANCY	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
HALES GROUP	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
HALLERPFLANGEN RUFENACH AG	SWITZERLAND	AGRIC'L	/ /	MBOGE
HALLS & COE	UNITED KINGDOM	AGRIC'L	/ /	MBOGE
HALUCO (UK) LTD	UNITED KINGDOM	AGRIC'L		