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British Embassy Rome

0039 6 4873324

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BRITISH EMBASSY

Economic and Commercial Department
Via XX Settembre, 80/A 00187 ROMA

New facsimile number

Telex 626119

Telephone 4825441/2/3/4/5 4825551/2/3/4/5

4873324



Your reference

Dott Alessandro Lamantia
Studio Lamantia
Via Indipendenza 5
40121 BOLOGNA

Our reference

Datq 7 ottobre 1991

Alex. Lamantia

Thank you for your letter of 16 October and the copy of your report on the future of Assofir relations with Development Agencies in Britain.

I am interested to know about a possible further meeting in London at the end of November. I have read your report carefully, especially the conclusions, and I think they reflect a realistic assessment of the prospects for bilateral cooperation, based in part on our various conversations face to face. Your idea of individual agreements with certain Development Agencies seems to me a realistic strategy. I still think that you might find it of interest also to talk to members of the British Venture Capital Association, details of which I have given you. But I appreciate that this is a private sector body, and so before doing so you might like to talk to the Italian equivalent organisation, which is called AIFI, based in Milan. The contact is Professoressa Anna Gervasoni, whose telephone number is 02-3452556/7/8. Perhaps you are already in touch with her?

Thank you again for your help over Conversia 91. As there may be a similar event in London next year, my visit to Bologna was very useful. I hope to find a reason to return soon, but please come and see us in Rome first.

Chris de Chassiron
C R L de Chassiron
Counsellor Economic
and Commercial