

## European Professional Services

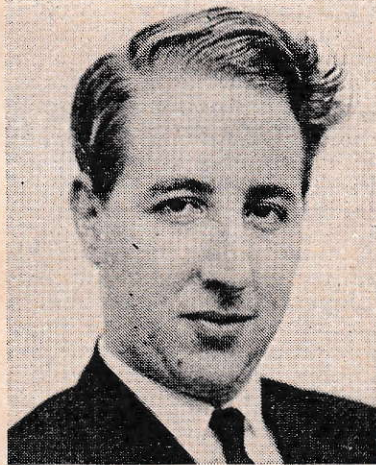
Since the breakdown of the talks between Britain and the Common Market it has become even more necessary for British businessmen to keep a watch on events on the other side of the Channel, and in order to provide a consultancy service for these businessmen a number of enterprising groups have been formed; some of them are consultants that have linked with European consultancy organisations, while others have established their own branches in Europe, using British or indigenous staff.

The development of European Professional Services\* has been on more remarkable lines. Three directors rule the roost, all under 35, all with impressive scholastic backgrounds, with two fluently trilingual. These assets, added to business flair, are a rare combination. Trevor Lyttleton, M.A., LL.B., is a solicitor until recently with a leading city firm specialising in company, commercial law and tax problems.

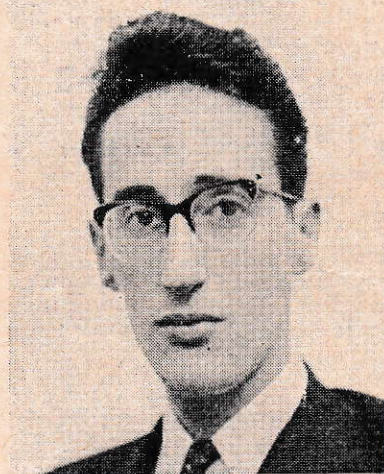
John Dalby, M.A., A.C.A. is a chartered accountant until recently with an international company where he gained experience in London and Paris, and Barry Ainley, B.Sc.(Econ.), is an economist and merchant banker, specialising in investment, financial and banking problems. And it is the method of contact with Europe that is the key feature to European Professional Services. Over the past year its directors and staff have toured Europe with a single aim—to discover in each country experts in various fields. Belgium, France, West Germany, Greece, Holland, Italy, Luxembourg, Portugal, Spain and Switzerland have been covered, and experts in each country (and on the Common Market) have been selected in company law, marketing, tax, labour, customs duty, accountancy, etc. With these experts at its command, and a range of "panels" established, E.P.S. can carry out quick surveys, or complicated surveys, as its British clients may require.

The services of these experts may be obtained in a number of ways. (a) E.P.S. can carry out surveys and obtain opinions for clients. (b) Seminars are to be arranged in London, with a panel of European experts invited to speak on their particular field. Clients of E.P.S. can attend, and command individual interviews afterwards if required. (c) Introductions to an E.P.S. expert can be made, so that the European expert can be consulted in writing or be seen by a client in the expert's own country.

The success of this organisation will rely largely on the skill of its European contacts, and on meeting some of these, it seems that E.P.S. will hardly fail on this score. Large commissions are to be undertaken, but it seems that initially E.P.S. will be best suited for the company wishing a preliminary investigation carried out, or for a quick decision to be made on a specific field.



Mr. Trevor Lyttleton, M.A., LL.B.



Mr. John Dalby, M.A., A.C.A.



Mr. Barry Ainley, B.Sc.(Econ.).

\*Of Chancery House, 53-64 Chancery Lane, W.C.2.