

Confidential filing

The Co-ordination of Ministers and businessmen
on Trade promotion visits abroad.

TRADE

April 1981.

Referred to	Date	Referred to	Date	Referred to	Date	Referred to	Date
5-6-81		17-10-83					
11-6-81		28-2-84					
18-6-81		20/11/85					
22-10-81		5-12-86					
23-11-81		6-10-88					
6-1-82		<div style="font-size: 2em; font-weight: bold; margin-bottom: 10px;">//</div> <div style="font-size: 3em; font-weight: bold; margin-bottom: 10px;">CLOSED</div> <div style="font-size: 4em; font-weight: bold;">PREM 19/2554</div>					
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21-10-82							
28-6-82							
8-11-82							
25-4-83							

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10 DOWNING STREET

LONDON SW1A 2AA

From the Private Secretary

MR J S NEILSON
CABINET OFFICE

SCHEDULE OF MINISTERIAL VISITS OVERSEAS FOR EXPORT PROMOTION
PURPOSES

Thank you for your minute of 15 September about the possibility of releasing the information to EX(O) or directly to its Chairman about the Prime Minister's plans for overseas visits.

I have consulted with colleagues here and our conclusion remains that, for reasons of security and other requirements of confidentiality, it would not be right to release advance information in the way you suggest.

I am sending a copy of this minute to Trevor Woolley.

DOMINIC MORRIS

6 October 1988

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MR MORRIS o/r

cc Mr Woolley

SCHEDULE OF MINISTERIAL VISITS OVERSEAS FOR EXPORT PROMOTION
PURPOSES

Last month your office received an updated schedule of ministerial visits overseas, prepared by the Official Committee on Exports (EX(0)(88) 6 - further copy attached). The purpose of the schedule is to facilitate co-ordination of Ministerial efforts on export promotion. The Chairman of EX(0) (Mr Dell of DTI) has asked whether in future any of the Prime Minister's proposed visits overseas which have an export promotion element could be included in this schedule. There would appear to be some benefit in including the Prime Minister's plans in the schedule, so long as this was consistent with security requirements and other considerations of confidentiality.

2. I understand that, when this question was asked some time ago, one of your predecessors said your office would consider whether any information could be released to EX(0) about the Prime Minister's plans each time a six monthly trawl notice was circulated. The next such notice will be issued in November/December. I would be grateful if you could let me know in due course whether you think this remains the most appropriate arrangement. An alternative might be to let the chairman of EX(0) have the relevant information on a personal basis.

J S Neilson
J S NEILSON

Economic Secretariat
15 September 1988



10 DOWNING STREET

Prime Minister

Export Promotion by
Ministers

You may like to
see this list, which is
rather impressive. ^{MS}

No-one can say that
Government is not doing its
bit.

CDE

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DEPARTMENT OF TRADE AND INDUSTRY
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PS/ Secretary of State for Trade and Industry

20 November 1985

Charles Powell Esq
Private Secretary to the
Prime Minister
10 Downing Street
LONDON
SW1

Prime Minister
You will want to note
in particular the judgement
in paragraph 9.
CDP 29/11

Dear Charles,

I enclose the Ninth EX(0) Report to the Prime Minister on prospects for major civil contracts in the overseas projects field. The Report reflects the position in September.

Major Successes

2 Despite a continuing difficult climate for project business, the following contracts worth £20m or more are among successes achieved since the last Report:

<u>Project</u>	<u>Contract</u>	<u>Value</u> (UK content)
Algeria: Turnkey project for Military Barracks	Baxter Fell International	£135m
Australia: Qantas - RB211 - 524D4 upgrade engine for airline's 4th Boeing 747-300	Rolls Royce	£50m
Australia: five gas turbines for Darwin's Channel Island Power Station	John Brown Engineering, in association with Marubeni Corporation and Tuxo Engineering of Japan	£38m
Bahrain: Zallaq Leisure Complex	Tarmac Overseas (in association with Abdullah Ahmad Nass of Bahrain)	£150m
Bahrain: Desalination Plant	Weir Westgarth (in association with Daewoo of Korea)	£37m

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Brunei: Royal Brunei Airlines - RB211 - 525E4 for 3 Boeing 757-200	Rolls Royce	£45m
Brunei: Power plant for Shell Refinery	John Brown Engineering	£30m
China: Telecommunications	Cable & Wireless	£30m
China: 10 BAe 146 aircraft	British Aerospace	£65m
China: Aluminium Foil Mill	Davy McKee (Poole)	£21m
Colombia: 298km oil pipeline from Cano Limon to Rio Zulia (phase I) and upgrading of pipeline capacity (phase II)	International Management Engineering Group Ltd (in consortium with Mannesmann - Germany)	£26m
Cuba: supply for four SD14 ships	Smiths Docks	£32m
Germany: 15 airbus A320s with V2500 engines for Lufthansa	British Aerospace/ Airbus Industrie/ Rolls Royce	£50m
Hong Kong: 25 x 3 car Electric Multiple Unit trains for KCRC	Met Cam	£30m
Holland: KLM Tay engines for 10 Fokker 100	Rolls Royce	£45m
India: Balco Power Plant	GEC	£111m
India: 6 Airbus A310 Aircraft for Air India	British Aerospace/ Airbus Industrie	£56m
Indonesia: Diesel Generators	Hawker Siddeley Power Engineering	£36m
Oman: Equipping of the Sultan Qaboos University	Philip Harris	£50m
Qatar: Container Examination Equipment	British Aerospace	£50m
Saudi Arabia: RB211-524 engines for 10 Boeing 747s	Rolls Royce	£300m

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Saudi Arabia: Management of National Guard Hospital in Jeddah	International Hospital Group	£92m
Singapore: Supply and installation of 230kv power cables	BICC Supertension Cables	£46m
Singapore: track for mass rapid transit	Henry Boot International	£45m
South Korea: Posco Blast Furnace	Davy	£56m
USA: US Air-Tay engines for 20 Fokker 100 aircraft	Rolls Royce	£80m
USA: Pan Am V2500 engines for 16 A320 aircraft	International Aero Engines (Rolls Royce)	£45m

Other Successes

3 Smaller contracts won include: the sale of 8 Airbus A320s to Australia (UK value £15m); 3 Airbus A310s (\$18m) and 8 Shorts SD360 aircraft (\$25m) to China; Rolls Royce engines for Airbus aircraft to Cyprus (£10m); airport expansion work in Dubai (£9m); the sale of gas plants to Hong Kong by Babcock Woodall Duckham (£18m); and the sale of television equipment to Singapore by GEC (£15m).

Project Climate

4 Conditions for project business remain difficult worldwide: with investment in industrialised countries low, the market has tended to concentrate on the developing world. And in many developing countries economic difficulties continue to generate pressure to curtail investment plans. Consequently, competition for the business available is intense. For many major projects British companies now find themselves in competition not only with traditional suppliers such as France, West Germany and Japan, but also with newly industrialising countries such as Korea and, increasingly, with indigenous manufacturers. To succeed, companies must meet very tough prices. Increasingly, there is little chance of success, even when our companies may be competitive in all other respects, unless a finance package can be provided that matches that made available by competitors.

Geographical Opportunities

5 Significant project opportunities continue to concentrate in a relatively small number of markets. South East and South Asia provide the clearest opportunities, both immediately and as markets of future potential. But, for these same reasons, Japan,

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the US and other industrialised countries are aggressively trying to strengthen their position in the arena. The new soft loan facility will be an important instrument in matching the practices of these other countries, though some markets, such as China, are slow and difficult to bring to decisions on particular projects. India, however, remains a promising market, but again one where our competitors are focusing more effort.

6 The prospects for major project business in much of Africa and Latin America remain poor. Many of these countries suffer from serious economic difficulties, including the problems of indebtedness, and ECGD cover is severely restricted. No significant improvement is foreseen in the short term.

7 Between these two areas of high and low promise, there are a number of markets - in the Middle East, Eastern Europe and the developed world - which offer significant project opportunities to companies with the relevant expertise and the necessary commitment. A number of major project opportunities in the Soviet Union are expected to be implemented under the Five Year Plan for 1986-90.

Sectoral Analysis

8 Looked at by project sector:

(a) In the transport field, UK companies have had success in various parts of South East Asia. Henry Boot won a large (£45m) contract for trackwork for the mass rapid transit project in Singapore while Westinghouse won a smaller one for re-signalling a section of the Thai State Railways, as well as another contract for signalling work on the Singapore MRT project. In Hong Kong, the loss of the contract to construct the Tuen Mun light rail transit system was offset to some degree when Met Cam recently won a £30m contract to supply follow-on electric trains to the Kowloon and Canton Railway Corporation.

(b) The power generation and transmission sector remains fiercely competitive with very low prices being the order of the day - largely being led downwards by the Japanese. Nevertheless, both NEI and GEC have achieved successes with contracts for turbine generators in Iraq and India. During the next 12 months UK companies will compete strongly for projects in many parts of the world including China, Mexico, Egypt, Indonesia, Iraq, Jordan and Malaysia.

(c) The UK has some major hydro power successes to build on, and should be well placed to participate in new projects to the extent that we are able to provide financial support. In view of the level of local costs involved and the scale of the overall resources required for larger projects, co-financing with multi-lateral agencies or collaboration on construction and financing with other Western countries may well become increasingly necessary.

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(d) The process plant sector remains depressed and competition for the available business is intense. The balance of advantage is tipping ever more towards the buyer and increasing ingenuity is required to construct acceptable financial packages. British contractors are giving particular attention to the Soviet petro-chemical/chemical and the Chinese metallurgical industries where there are ambitious plans for modernisation and/or expansion.

(e) Continuing low mineral prices mean that projects in the mining sector are tending to move forward more slowly, if at all. However, there are some big projects in prospect (e.g coal projects in India and China, a copper project in Papua New Guinea). The UK has strengths to exploit, but competition remains intense.

(f) Progress in the telecommunications sector remains slow, principally because of the market penetration achieved by Sweden, Japan and France in digital applications before the UK System X has been proven. There are a number of opportunities, however, in digital microwave transmission, optical fibre technology transfer, and consultancy which could result in major business.

(g) The educational equipment sector continues to grow in interest. A major success was a £65m contract, won by a UK consortium led by Philip Harris International, to equip the Sultan Qaboos University in Oman. Other opportunities in Indonesia and Mexico are being pursued.

9 I attach a list of projects lost since the last report was compiled. Whilst there is no consistent pattern, financial terms were an important factor in a significant number of cases and UK companies are undoubtedly becoming increasingly frustrated by losing to what appears to be non-commercial bidding by competitors benefiting from Governmental assistance.

10 I am copying this to the Private Secretaries of Ministers whose Departments are regular participants in EX(O) and to the Cabinet Office.

*Yours ever,
Michael*

MICHAEL GILBERTSON
Private Secretary

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PROJECTS LOST

PROJECT	US CONTRACTOR(S)	POTENTIAL UK VALUE £M (where known)	SUCCESSFUL BIDDER	REASON(S) FOR FAILURE
Australia ; 10 Airbus A/C A/300/310	British Aerospace/Airbus Industry	79	Boeing, USA	Contract awarded to Japanese due to significant price advantage. Domestic politics may have influenced the decision.
Australia: Electrification of Central Queensland Coalfields Railway network	GEC Transportation projects, Hawker Siddely Brush, Vickers	147	Comeng/Hitachi (Japan) Clyde/ASG Walkers (Australia)	
Bahrain: Arabian Gulf University	Shepherd Robson		1st phase: Daeline Industrial co (Korea) Consultants: Kengo Tange and Utrec of Japan. 2nd phase: Leighton Contractors: (Australia)/ Ghabtoon Engineer- ing Enterprises Co (UAE) Consultants: YRM(UK) 3rd phase: Ret-Sen Engineering Agency (Taiwan) Consultants: W S Atkins (UK)	

PROJECT	UK CONTRACTOR(S)	POTENTIAL UK VALUE £M (where known)	SUCCESSFUL BIDDER	REASON(S) FOR FAILURE
Canada: 6XA310 Aircraft	British Aerospace	81	-	Contract signed but subsequently cancelled by Canadians.
Colombia: Medellin Mass Transit	GEC/MetCam/Italy/West Germany/ Hawker Siddeley/Canada (consortia)	198	German-Spanish Group	Alleged bias in favour of successful bidder. Contracts signed April 1985.
Egypt: Float Glass plant	Klockner Inc Industrial Plants Ltd Babcock Woodall Duckaham Ltd			UK failed to qualify. Thought to be on price grounds.
Greece: Megalopolis Power Station (lignite fire 300MW boiler)	Babcock Power Ltd	35	VKW,FRG	Alleged German bias of customer agency.
Hong Kong: Tuen Mun Light Railway System	GEC/Metro Cammell	40	Australian Group	Poor negotiating tactics; irrational behaviour of client; unacceptable contract conditions; price uncertainties until late stage about financing.
Kenya: Turkwell Gorge Hydro Electric Project	Balfour Beatty/GEC Pauling Wimpey	72	France	French made turnkey offer supported by inducements.
Kuwait: Mirqab Transportation Centre	W S Atkins		Union Engineering (Yugoslavia)	Initial interest by UK company but name not included in tender lists.

PROJECT	UK CONTRACTOR(S)	POTENTIAL UK VALUE £M (where known)	SUCCESSFUL BIDDER	REASON(S) FOR FAILURE
India: Khadia Opencast Coalmine	NEI, BMC, Ransomes and Rapier		USSR	Not known.
India: Delhi Electricity Master Plan Development	BEI		Energy Consult, Sweden	? soft finance.
India: Offshore Platforms for ONGC	Redpath Dorman Long (Cleveland Redpath Offshore)	90-100	Hyundai, S Korea	Price.
India: Engines for Boeing 757 aircraft	Rolls Royce Ltd	105	International Aero-Engines (Rolls share 30%) for A320 airbus.	Lower offer from Airbus for A320.
Indonesia: Suralaya Power Station	a) Babcock Power Combustion Engineering b) NEI	40	a) Canada b) German/Japanese consortium	Price
Indonesia: Intergrated seamless tube plant	Davy McKee			UK company no longer pursuing contract.
Indonesia: Diesel Generators	Ruston Diesels Ltd (GEC)	72	Siemens, FRG	UK ATP offer came too late after difficulty in obtaining details of FRG aid terms for matching purposes.
Iraq: Four supergrid sub-stations	GEC Switchgear Ltd NEI Reyrole Power Switchgear Ltd	60	Hyundai, S Korea	Not yet known.

PROJECT	UK CONTRACTOR(S)	POTENTIAL UK VALUE EM (where known)	SUCCESSFUL BIDDER	REASON(S) FOR FAILURE
Iraq/Turkey: Crudeoil pipeline	British Pipeline Engineers and Contractors Ltd.	807	Saipem, Italy	Price
Malaysia: RB211-524 engines for Boeing 747	Rolls Royce Ltd	34	Pratt & Whitney	Political considerations likely to have played a part; technical reasons mentioned but unconvincing (airline known to have recommended Rolls Engines)
Saudi Arabia: Al Qurayyah Power Station	NEI Parsons NEI Nuclear Systems	200	Mitsubishi, Japan	Price.
Saudi Arabia: Crudeoil Pipeline	British Pipeline Engineers and Contractors Ltd (in consortium with French, FRG and Japanese firms)	170	Saipem (Italy)	Price, construction timetable, and cash terms deal.
Saudi Arabia: Management of 7 military hospitals	International Hospital Group		Contracts for hospital in Riyadh and Al Kharg have gone to General Arabian Medical and Allied Services (GAMA) a Saudi/US joint venture Contract for hospital in Jeddah went to Fairview a Saudi/US joint venture	General

PROJECT	UK CONTRACTOR(S)	POTENTIAL UK VALUE 2M (where known)	SUCCESSFUL BIDDER	REASON(S) FOR FAILURE
South Korea: Busan Petroleum Refinery	Badger Ltd	50		Not known.
Taiwan: Steel expansion project at Kaoshiung	Davy McKee (Stockton) Babcock Woodall Duckham	40	Japan Carl Still, Germany	
Thailand: TORC Oil refinery	Davy/Technip	100	Chiyoda, Japan	UK/French preferred position lost due to finance difficulties, following competitive Chiyoda bidding
Turkey: 2nd Bosphoros Bridge	Cleveland Bridge	40	Japanese Consortium	Japanese price, and aid package
Tunisia: Zarzis port	George Wimpey International	36	Dragados, Spain Boskalis Westminster	Not known.
USSR. Synthetic protein plant	Davy McKee	275	USSR	Russians to use own process.
USSR: Tengis Gas treatment plant	Davy McKee	200	Technip, France	Not known

MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 9

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURCE
FAR EAST								
BRUNEI	University Taylor Woodrow, Balfour Beatty, Turmac and others	100	Early 1986	Prequalification probably by invitation but no formal procedure has emerged yet	-	USA, France, Holland, Germany, Australia, Japan, Korea	OFF request received from TWI but at present there are other UK interests	PEP 90
BRUMA	Rangoon Electrical Distribution Bonar Cruickshank Beer Engineering Ltd	20	Late 1985 for a negotiated contract	Burmese response to 25% ATP grant offer awaited	Minister for Trade correspondence with Bonar Cruickshank and BE's supporting company's application for ATP	-	ATP and buyer credit	MEM 47
CHINA	Wingbo Steelworks Consortium led by Davy McKee (Stockton)	1,000		Initiative from Sir Y K Pao. OFF support for feasibility study under consideration. Bid to be submitted before end of October	Sir Y K Pao met the PM in April	Japan, FRG, Austria	OFF sought ATP expected.	PEP 2b
CHINA	Davy Seamless Tube Mill Davy McKee (Poole)	30	Late 1985		-	Japan, FRG	OFF	PEP 2b
CHINA	Shanghai Aluminium Foils Plant Davy McKee (Poole)	24	July 1985	Letter of intent awarded to Davy McKee in July	Mr Tebbitt agreed crucial SFI support	Japan	OFF, SFI	PEP 2b
CHINA	Shougang Oxygen Plant Air Products Ltd	30	October 1986	Clarifying Chinese requirements for matching aid		France, Italy, FRG	ATP	PEP B
CHINA	Guizhou Truck Quest 80	150	Feasibility study late 1985 Implementation 1986/87	Quest 80 began development of photo- type truck models in March 1985 and hope to secure the major follow-on order from Guizhou Provincial Government by the end of the year	-	West Germany, Sweden	OFF support	PEP 1c
CHINA	Tangshan Mine Renovation National Coal Board British Mining Consultants, Samuel Montagu	30	Uncertain	NCB renovation study submitted to Chinese and currently being evaluated	Mr Tebbitt offered DFI funded renovation study to Chinese during visit of Chinese coal Minister, Mr Gao.	W Germany, France, USA	£500K renovation study cost borne by DFI OFF assistance granted	PEP 2c
CHINA	Pingguo (Gangri) Aluminium Smelter Project Wimpey Major Projects	approx 15	1986	Feasibility study complete-ATP applied for	Mentioned to PM Zhao	Japan, USA	OFF, ATP	PEP 2b

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 7

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURCE
CHINA	*China* Aluminium Smelter/ Alumina Refinery Complex	700	Uncertain	The London consortium joint venture company with Everbright yet to be established	Lord Young hosted dinner for Chinese JV partner. Mentioned to PM Zhao	No direct competition. Project conceived by London Consortium	OFF offered in principle for study	PEP'B
CHINA	Polystyrene Plant Shenzon Guangdong province Unintegrated joint venture Cementation International/ Catalytic International (UK branch)	20		New proposals to be submitted soon. Full contract negotiations not expected to begin until end of year		France, Japan	ECGD indication given. OFF granted	PEP'CB
CHINA	Coal Gasification Babcock Woodall Duckham	20	1986/87	CDA developmental appraisal problem expected	-	Japan, FRG	ATP requested	PEP'CB
CHINA	Master plan development of Yang Fu Region Davy McKee/Balfour Beatty	Approx 100-200	Uncertain	Negotiations halted following the recent changes of officials in the Heinan Development Authority.	-	None	OFF support	PEP'CB
CHINA	Shenzhen Airport British Airports International	75-100	mid 1986	The contract for the feasibility study has been awarded to an American consortium. UK companies still have opportunity to participate in the later stages of the project including implementation		France, USA, Japan	OFF assistance was offered towards BAI's costs of the feasibility study	PEP'CB
CHINA/ HONG KONG	Hong Kong to Guangzhou Highway NSC British Shipbuilders Trafalgar House (Cleveland Redpath) Cantains	Phase 1 up to 60	1985/1986	Project being undertaken by Hopewell Holdings (Hong Kong) in conjunction with Chinese Authorities. Speed at which implementation proceeds depends on ability to attract sufficient commercial investors/lenders	Ministerial visits	Japan	OFF for Trafalgar House pre-contractual expenses	PEP'CB
CHINA	Rural Telecommunications Project, Sichuan province, including technology transfer (GEC Telecommunications Ltd)	50 +	Late 1985/early 1986	GEC about to bid. Company seeking similar opportunities in 5 other provinces?	-	Not known	OFF sought. ATP to be requested.	PEP'CA

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 9

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURC
CHINA	Guangdong Nuclear Power project (GEC Turbine Generators)	300	Possibly end 1985	Likely suppliers Framatome (nuclear island) GEC (conventional island). Negotiations in July foundered on price. During October HRC made concessions on ECOD interest rate. Commercial negotiations adjourned with 2% gap remaining between GEC bid and customer requirements.	Ministers, including PM, have been informed of all significant developments. Officials have been authorised to negotiate with the Chinese up to a maximum subsidy element of 20% of the UK content of GEC's contract value. Letter from PM to Le Pen in October and discussed with Premier Zhan at UN anniversary celebrations	France, Germany, US	OFF, SFI, Northern Ireland Industrial Development Board. ECOD support agreed if UK involvement confirmed.	ME&B
CHINA	Fuzhou, Shijiazhuang, Nantong, Dalian (collectively known as Huamen project) All are 2 x 350 MW GEC	960	-	Contracts were put out to international tender. GEC have bid for all four stations to the Huamen International Power Development Corp (HIPDC), who say that GEC's price is very high. Financial proposals have been made by Lazard. HIPDC are currently evaluating eleven bids but GEC do not appear to have made the short-list.	None	US, Japan, France, Italy	US seeking to establish a common line on no soft credit for these projects.	ME&B
CHINA	100 shearer loaders for coal mining Anderson Strathclyde	77	Uncertain	Precontract decisions to be taken		France, FRG	ECOD indication given	ECOD
CHINA	Mining Equipment Project Gilllick Dobson	85	Unknown	Proposals presented to Chinese June 1984			ECOD support indicated	ECOD
CHINA	Security Paper Mill Baoding/Portals	80	Uncertain	At very early stage		France, FRG	OFF support declined. ECOD support indicated (cash terms)	ECOD

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MAJOR CIVIL OVERSEAS SALES PROJECTS - REPORT NO 9

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURCE
CHINA	Civil works, Guangdong nuclear power station Gasmon Services Ltd in competition with Taylor Woodrow International	50	1985/86	Tenders to be submitted shortly		Japan	ECGD support under consideration	ECGD
CHINA	Transmission line, Guangdong nuclear power station Balfour Beatty	81	1986	At very early stage		Japan	OPF application made. Potential ATP case. ECGD support under consideration	ECGD
HONG KONG	Cross Harbour link Trafalgar House/GEC; Costain; Lilley Construction;	Up to 80	End 1985	3 consortia short-listed: (a) Trafalgar House & GEC (UK) with Gasmon (HK) and Nishimatsu (Japan); (b) Kumagai Gumi (Japan) and Lilley Construction (UK); (c) Cross Harbour Tunnel to (HK) with possibility Costain (UK)	Ministerial visits	Japan, Hong Kong		FKP'B
HONG KONG	Part of transmission system for Guangdong Nuclear Power Station (China) Balfour Beatty	62	1986	At very early stage		Japan	ECGD indicated support on 8½ year terms	ECGD
HONG KONG	Supply of Railcars Metro Cammell	35	Late 1985	Contract award to Metro Cammell expected April 1985. After several delays Kowloon and Canton Railway Corp have asked for tenders from Japan		Japan	ECGD agreed in principle to support Hong Kong \$ loan over 8½ years	ECGD
HONG KONG	System X for Hong Kong Telephone network	22	1985/86	Tender submitted August 1985		Canada, Sweden	ECGD agreed in principle to cover on 8½ year terms	ECGD

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 9

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURCE
INDONESIA	Rehabilitation of Merak/Serpong/Gibinong rail link Davy/BR International	25	late 1985	Feasibility study undertaken, funded by EMG (OPF) and DBRI	Promoted by PM Mr Channon during visits to Indonesia in early 1985	-	OPF support, ATP under consideration	PEP1
INDONESIA	Paiton 2 x 400 mw Thermal Power Station Klockner Ins Ltd/VEI/GEC/BEI	120	Uncertain	Hardware package in preparation; also training and maintenance workshop package	Companies proposals put to MPT	Japan, USA, FRG	ATP requirement of approx \$30m. ECGD buyer credit	MEW4
INDONESIA	Balikpapan Airport Balfour Beatty/Plessey Airports in consortium	50	Unknown	Our ATP/Mixed Credit offer has lapsed. Indonesians require soft loan financing in accordance with Presidential Instruction No 8. Japanese appear to be in favourable position to obtain contract.		Japan, France, USA	ATP, ECGD	PEP1B
INDONESIA	Jabotabek Railway Foster Wheeler, with Hawker Siddeley, Henry Root, Balfour Beatty, BSC	380	Uncertain	Some elements of project being handled by French and Japanese. Still considerable opportunities for UK. FW planning to bid for Eastern sector - undertaking ODA funded study	Ministerial visits	France, West Germany, Japan	ATP for study. ECGD indicated support	PEP1C
INDONESIA	Forest Industries project at Seoray Parsons and Whittesore Lydon leading consortium	100/200 Implementation	Uncertain	Update of feasibility study to be carried out to fit in with a revised integrated development programme	-	USA, Japan, Canada	Indication lapsed	PEP1C

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 9

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURCE
INDONESIA	Jambu Aye Hydro electric & multipurpose reservoir project, Wendal Williamson, Hydro, Kennedy & Donkin, Sarsac International, Hawker Siddeley Power Engineering	100	Late 1985	Consortium has provided free feasibility study with OPF support. DEI is awaiting results of soft loan negotiations and decisions on ATP budget before running an ATP case which will be needed in the Autumn to support consortium's submission of interest rate proposals.			OPF. ATP will be required for implementation stage. ECGD indicated support on a 'net cost' basis for 85% of UK content over 10 years from final commissioning.	PEP/4
INDONESIA	Sulawesi: Pare Pare: Amnia Urea Plant Davy McKee	100	Uncertain	Indonesian Government has yet to decide nature of development in the area.		USA, West Germany, Japan	OPF \$95,000	PEP/3
INDONESIA	Machine tool factory modernisation Crown Agents in consortium with Mabej and Johnson; 600 Group and several UK machine-tool companies	30	Soon	Commercial discussions continue with client. Crown Agents hopeful of inclusion in final shortlist of three.		Japan, France, FRG	ATP requested.	PEP/3
INDONESIA	Chlorine Caustic Plant VCM/PVC Sin Chem/ICI	85	Uncertain	ICI/Sin Chem/Shroder Wagg finance proposals subject to official review of project and ECGD agreeing "project finance".	MFT has met client and acknowledged their interest in the scheme.	USA, Japan	ATP (TC) requested ECGD indicated support.	PEP/8

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 9

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURC
INDONESIA	Oil Refinery: Balikpapan phase II Foster Wheeler	195	Uncertain	Foster Wheeler expected to be called formally later this year for discussions.	Mentioned by PM during April 1985 visit.		ECGD indication of first come first served basis on 10 year term.	ECGD
INDONESIA	Supply and installation of radio and TV broadcasting equipment. Pye TVT	28	Uncertain	It is expected that the Indonesians will make a decision later this year.		Japanese, German, French, USA	As above.	ECGD
INDONESIA	Supply and installation of radio and TV broadcasting equipment Pye TVT	27	Uncertain	It is expected that the Indonesians will make a decision later this year.		Japan, Germany, France, USA	As above.	ECGD
JAPAN	17 x A300 aircraft plus spares for the Nipon Airways BAe/Airbus Industries	136	Unknown	Early negotiations.		USA		ECGD
MALAYSIA	Rural water supply Bivator Shellbeur, McDonald, Binnie, Watson Hawkinsley	237	late 1985	Final study report presented in December 1984. Malaysians to implement total project whereas previously only part seemed possible. Contract award awaited.			OFF support. £60m ATP offer. ECGD indication given in July 1983. Revised August 1985. Interest rate of 11.2% held until February 1986.	PEP3C
MALAYSIA	Peninsular gas utilization project (gas pipeline) British Pipeline Engineers & Contractors Ltd	200+		British Gas Corporation/Pencol pre-qualified for main engineering consultancy. Construction phase estimated for completion by 1989.		USA, Holland, Canada, Italy, France.	OFF under consideration for British Gas/Pencol.	PEP3D
MALAYSIA	Telecommunications and Computer Network Easams Ltd	205	Uncertain	Competition narrowed to Easams and Hughes (USA). Easams bid 90% compliant; Hughes 70%. Bids submitted by both companies December '85. Negotiations still in progress. Easams have offered enhanced training package in conjunction with Essex University.		USA	ECGD	PEP3A

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 9

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURCE
MALAYSIA	Aluminium Complex Wimpey Major Projects Ltd	170	Uncertain	Free feasibility study (with OFF support) in association with Pechiney of France.		Japan, USA	OFF offered for study. ECGD not approached.	PEP2B
MALAYSIA	Synthetic Protein (SP) Plant ICI/John Brown John Brown Engineers	100	Late 1985	Viability study completed. Client considering financial proposals.	Mr Channon raised during visit to Malaysia.	None	ATP applied for. ECGD indicated support on 8 1/2 year term.	PEP2B
MALAYSIA	East Coast Rail Line and major rehabilitation to existing lines	1,000	Uncertain	Davy/BS with Taylor Woodrow, Wimpey etc have formed a group to pursue; free feasibility study jointly by this group and BMO presented to Malaysians September further presentation to Malaysian PM possible in November.	Ministerial visits by Prime Minister and MPT	France, Japan	OFF provided for study. ATP almost certainly needed for implementation. Preliminary discussions with ECGD.	PEP1C
MALAYSIA	11 A300/A310 spares for Malaysian Airlines BAe/Airbus Industrie	125	Uncertain	Order postponed until late 1985 at earliest.		Boeing (USA)		ECGD
MALAYSIA	Waste paper recycling and newsprint manufacturing plant Beloit Walsley	38	Uncertain	Tender submitted July 1985.		Japan, Austria, Brazil, Canada, France, S Korea, W Germany	ECGD indicated support on 8 1/2 year term.	ECGD
PHILIPPINES	Iligan Steel Plant Expansion Stage 2 Davy McKee (Iron & Steel)	124	Uncertain	Philippines economic problems have put project officially on back burner.	Considerable. Last involvement MPT letter in support of Davy.	Potentially West Germany, USA, Japan, Sweden, if Davy's negotiations fail.	\$25.5m ATP offer and ECGD cover suspended due to Philippines debt problems.	PEP2B
PAPUA NEW GUINEA	OK Tedi Gold and Copper mine development Davy McKee	Stage 2: 170	Uncertain	Future of project uncertain although Davy McKee are well placed to maximise their involvement.	Lady Young hosted a luncheon for an OZML team which came to London in 1984. In April 1985 PM and Foreign Secretary saw PNG's PM and Foreign Minister and emphasized UK interest in phase 2.			PEP2C

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 9

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURC
SINGAPORE	Expansion/modernisation of oil refinery Bechtel (UK)	753	Uncertain	Bid in preparation.			No approach to EOGD.	
SOUTH KOREA	2 x BAe 746-300 aircraft for Korean Air Lines British Aerospace	24	mid 1986	Buyer delegation recently visited UK to discuss possible purchase. Negotiations continue.		Holland	EOGD supported indicated.	EOGD
TAIWAN	Taipei Metro GEC (Baker Siddley, Balfour Beatty, Met Chem are also interested). Freeman Fox leading the British Mass Transit Consultancy Group.	100+	Tenders may be issued 1986.	Initial design study has been carried out by UK bidding for hardware contracts (agreement to this reached between Melrotec a group of main interested UK firms).		France, USA, Japan, West Germany	CAF support to consultants being provided.	PEP'C
TAIWAN	2 x 950 MW Turbine Generators for nuclear units 7 and 8 for Taiwan Power Company. NEI Parsons	117		Contract signed in May 1982, but ratification by Taiwan authorities was withheld. Strong internal pressure to abandon project and it is unlikely to be revived in the near future. Contract could be awarded to US to redress large trade imbalance. Possibility that coal-fired stations may be built as an alternative.	Direct Ministerial involvement not possible, but MPT provided NEI with letter indicating support. BOTB Chairman visited Taiwan in August 1984 and also indicated support for NEI.	USA	EOGD's original interest rate offer (7.1%) still open.	NEKAS
THAILAND	Laem Chabang Port Pauling with Felixstowe Port Tender with Swedish firm Fairclough	Up to 85	1986	Thai Cabinet approval given but current situation confused. Development may now be much reduced in size and implementation delayed.	PM and MPT have raised with Thai Ministers during recent visits.	Japan, Holland, West Germany.	ATV case rejected by ODA.	PEP'D

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 9

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SCOUR
THAILAND	National Fertiliser Complex Davy, Kellog, Lurgi, Klockner, Costain, P&H	Up to 80	Uncertain	Davy McKee and Klockner shortlisted. Likelihood that all packages will be awarded to Japanese with limited UK content.		Japan, France, West Germany, Italy, Austria, Spain.	£20.0m ATP conditional matching offer reduced to £7.5m. ECOD seek satisfactory guarantees from Thai Government.	PEPCB
THAILAND	Petro Chemical Complex (Management Contract) Trichem/Lurgi	25	Uncertain	Letter of intent signed by Trichem/Lurgi Consortium.			ECOD indication given.	PEPCB
THAILAND	Bangkok Metro Hawker Siddeley (leading Metrotec) Davy/BR with BREL	200	Uncertain	Proposals under revision following lack of success of offer and operating concession. BS have expressed interest and will be leading Metrotec for this project. Lack of funds means project unlikely to go ahead in near future.	MIT raised with Thai Ministers. Foreign and Commonwealth Secretary visited in Jan/Feb 1980 accompanied by 8 leading businessmen.	Japan, France, West Germany		PEPIC
THAILAND	Bangkok Bus Supply Leyland Bus	80	Uncertain	Under consideration by Thai Government.		Japan, France, West Germany, Italy, Austria, Spain	£20.0m ATP conditional matching offer made. ECOD seek satisfactory guarantees from Thai Govt.	PEPIC
THAILAND	2 x 300 mw combined cycle gas turbine station (north east and south Thailand)	80	Uncertain	A free feasibility study being carried out by Babcock Power.			Probable ATP support.	MEB4F

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 9

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURCE
INDIA INDIAN SUB-CONT: ENT	Bodhghat Hydroelectric Plant GEC, Bovinge	75	1985/88		None.	Austria, France, Italy, Japan	World Bank	PEP/C
INDIA	Elektris Turbines GEC	92	Uncertain	GEC seeking sub- contracts from Elektris for STPC. Following change in scope and sub- mission of revised bids, JBE have dropped to third place.	None.	Poland		PEP/C
INDIA	Damodar Valley Corporation (DVC) John Brown Engineering	20	Imminent		None.	France, USA	ATP agreed \$6.4m.	PEP/C
INDIA	Durgapur Steel Plant (Modernisation) BSC (OS)	395	Uncertain	UK seeking negotiated contract UK aid pro- posals submitted August 1983. Formal response awaited. PB approved and Cabinet approved. Indians have gone for international bidding but BSC may be awarded consultancy. Re-statement of UK finance position to encourage GOI to depart from full International tender under consideration.	Mr Parkinson and Mr Channon met Indian Minister of Steel and mines July 1983. Mr Baker visited plant September 1983. Project raised by PM at meeting with Mrs Gandhi at CHOCM and later in letter from PM. Mr Tebbit and Mr Raison have raised it with Indian Ministers.	Many countries would be interested if contract goes to international tender.	Aid Package	PEP/S
INDIA	Gujarat State Sarder Saronar (Narmada Dam) Wimpey International	100	Uncertain	Wimpey have pro- qualified. Discussions take place between State and Central Government and the World Bank about phasing and financing on various parts of the work. Progress very slow.				PEP/C

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 9

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INDIA	Bazira to Jaipur Gas Pipeline GEC/Rustons Ingersoll Rand, INEG SHAMPRO- GETTI (UK). Lamas Crest UK	25-140	1986	While UK not in contention for main pipeline construction, UK companies interested in supplying compressors on sub-contract basis.		Not Known	ATP agreed for GEC/RUSTONS. Other applications under consideration.	PEP30
INDIA	Khava Sheva Port Portraint) training Crown Agents) element	50+	1985/86	Main civil works contract won by Japanese consortium but other contracts still to be let eg bulk handling facilities, container facility, building, training programme, mobile equipment and power distribution.	Raised during SoS Transport visit April 1985.	Korea, Italy, Japan, Holland, USA, France, West Germany.		PEP3B
INDIA	Equipment supply for Bombay Airport UK Airport Group led by IAL	25	1986	Initial proposals submitted by group in September 1985.	-	France, West Germany, USA, Holland	-	
INDIA	Bombay - UAE submarine cable Standard Telephone & Cables	60	early 1986	Technical approval given. Consultants appointed.		Japan, France	ATP to be requested shortly.	PEP3A
INDIA	Digital microwave transmission network (Golden Quadrilateral) links between Delhi/Bombay/Madras/Calcutta GEC	65	1986	Project included in forthcoming 7th 5 year plan. Technical discussions proceed with GEC.	Mr Baker handed over letters to Indian Minister of Communication during visits to Delhi and London in September and October 1985.	France, Japan	ATP to be requested.	PEP3A
INDIA	Rural Telephone Exchange Collaboration (GEC Telecommunications Ltd)	100	late 1985/early 1986	GEC bid in August 1985.	-	France, Japan	ATP requested. ECGD indication given.	PEP3A
INDIA	Karna Power Station GEC Gas Turbines	67	Uncertain	Preliminary tender May 1984. Feasibility report to GOI June 1985. Likely to involve World Bank funding.		USA, Germany	ECGD	PEP3C

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 9

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INDIA	Muzdnagar Power Station 1. GEC 2. Babcocks (Boilers only)	400	85/86	Possible World Bank/ UK co-financing. Babcock may sub- contract to Fresch.		France	Aid and export credit sought. ECGD indication given.	PEPCC
INDIA	Chandrapur Power Station Extension GEC	318	Unknown	ECGD indication given.		France, West Germany, Japan, USA, Switzerland	ECGD	PEPCC
INDIA	Hindmatan Zinc i. Mine Development ii. Smelter iii. Captive Power Station Lurgi/Davy	i. 40 ii. 93 iii. 60	Uncertain	Project delayed until 7th plan, but GCI now said to be keen to pursue project although possibly with major private sector involvement.		Japan		PEPCC
INDIA	Helicopters for ONGC etc Westland Helicopters Ltd	65	Uncertain	GCI decided in principle in 1984 in favour of Westland for contract award subject to evidence of full CAA certification and satisfactory demonstration. Contract appeared to be lost May 1985 but Indians re-opened negotiations in July 1985. These continue.	Was to be raised during Mr Gandhi's visit to the UK.	France	\$50m aid package.	PEPCC
INDIA	Major Hydro electric project (previously Bhauliganga) Balfour Beatty Engineering Wispey	230		BB submitted outline proposals based on Bhauliganga. They are still to find a suitable hydro project. No formal aid request from GCI has been received. Project virtually dormant.			Aid will be required. ODF assistance withdrawn due to lack of progress. Indication given to Balfour Beatty.	PEPCC

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 9

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURCE
INDIA	V2500 Engines (Rolls Royce share 30%) for 1983-80	45	Uncertain	US formal complaint to Indian Govt. on lines of Boeing contract, counter bidding still proceeding.	Was to be raised with Mr Gandhi in October	USA		RAK 16
INDIA	Rihand/Delhi Electricity Transmission Scheme GEC/BEI	120	Uncertain	Indians have applied for World Bank finance for project.		Sweden, USA, W Germany		PEPOC
INDIA	Karnal Refinery Hydrocracker Foster Wheeler Energy Ltd	85	Uncertain	Client re-evaluating bids following approval for project go ahead by PIB. Progress likely to be slow.		Brazil, GFR, Japan, Finland	ECGD indication given.	ECGD
INDIA	Petrochemical Complex at Salemur Foster Wheeler	86	Uncertain	Consortium with Japanese and German partners.		France	ECGD indication given.	ECGD
INDIA	23 x A320 aircraft plus spares for Indian Airlines BAe/Airbus Industrie	206		Financing arrangement in negotiation.		USA		ECGD
SRI LANKA	Sasansalawewa Hydroelectric Scheme Balfour Beatty GEC Sir Alexander Gibb	57	Possible end 1985	A feasibility study prepared by the UK group with GPF support submitted to the Sri Lankan authorities in April 1984. The group formed a consortium with Japanese & French partners to pursue the contract each with a 1/3 split on the project. The Govt has confirmed project as priority. Following decision to offer ATP, decision by France & Japan on their share of finance awaited. Commercial negotiations due to start in October.			Ministers agreed ATP of £14.4m with balance from ECGD supported finance with risk sharing.	PEPCA

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 9

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURCE
MIDDLE EAST								
EGYPT	Naghara Coal Mine Babcock Morgan Grenfell	50	Late 1985	Feasibility re-habilitation study complete and accepted by client. Project will be financed under Cockfield package. Initial aid offer made January 1984. Draft Aid agreement Signed September 1985	Prime Minister present at signing of aid agreement in Cairo September 1985.		£12.5m aid and \$37.5m export credit agreed subject to certain conditions.	PEP20
EGYPT	Ayoun Mousa Power Station NEI International Combustion Ltd Balfour Beatty Ltd	100-150	March 1986 for a negotiated contract	ATP case before SCAT	Correspondence between Minister for Trade and Minister for Overseas Development and between Secretary of State for Trade and Industry and Foreign Secretary on Aid Policy to the Egyptian power sector. Not raised during PM's visit in Sept 1985.		ATP and buyer credit	MKEAF
EGYPT	El Dabas 1000 MW nuclear power station. Babcock Power Limited as subcontractors to Westinghouse BS.	Possible 55	Timing of decision uncertain.	The Egyptians completed their technical review of the bids at the end of last year and are currently evaluating them.	Exchange of correspondence between SuS (T&I) and SoS (Energy) on support for Babcooka.	Germany, France/Italy, US/Japan.	ECGD approached and have agreed to consider support of £20-30m.	MKEAF
EGYPT	Cairo Metro 'Fixed System' contracts (signalling, power, etc) Hawker Siddeley (STAGE 1) BREL (CARS)	30 Stage 1 60 cars	1985	HS submitted tender for El Marg section of metro April 1985. Decision still awaited. Contract likely to be lost because of scale of aid available from French.		France, Italy	ECGD matching French terms. GPY - HS ATP - BREL	ECGD
EGYPT	Greater Cairo Wastewater Project. Phase I divided into 11 contracts. 8 awarded and being contracted; 2 letters of intent issued; tendered all to various UK contractors, some in consortia.	295	1985	Final contract to be awarded on phase I. £26m extra funds required. No UK funds allocated for phase II	Prime Minister unveiled commemoration stone to inaugurate project during visit to Cairo in September 1985.		£185m ECGD support linked to £50m ODA grant.	OT4/10
	Phase II divided into 8 independent contracts	500	1987/8 earliest estimate				US aid considering offering \$400m grant aid for part of phase II	

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 9

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURCE
IRAQ	Printing and minting complex John Laing International Wispey and Taylor Woodrow	73	Uncertain	Unlikely to be any developments until end 1986	-	Sweden, Germany, France, Yugoslavia, Japan, Korea.	OFF to John Laing refused as other UK firms are now bidding	FEPSB
IRAQ	Oil Pipeline (Aqaba pipeline) Iraq - Jordan British Pipeline Engineers and Contractors Ltd British Steel Corporation	300 +	Uncertain	Unlikely to proceed quickly in view of other Iraqi pipeline priorities and the insistence on special guarantees from the international lending agencies against the possibility of Israeli disruption to oil flows.	-	France, Germany, Japan, Italy		FEPSB
IRAQ	Diwaniya-Nasriya Expressway John Laing International	80	Late 85	Bid appraisal October 1985	-	Yugoslavia, Brazil, Bulgaria, China	ECOD indication CPJ	FEPSB
IRAQ	Expansion of telecommunications network Phase 1: GEC Telecommunications	100	Uncertain	First stage of project delayed	Possible invite for P&T team to visit UK	France, Sweden	Possible OFF	FEPSB
IRAQ	Baghdad Metro Group of UK consultants led by Freeman Fox overseeing contract. GEC, Hawker Siddeley, Metro Cammell, working together in pursuit of contract. Scott Wilson Kirkpatrick bidding for further design work.	400 +	Uncertain	Civil construction and hardware tenders put back because of economic consequences of Iraq/Iran war, although design contracts continue to be awarded	No recent contact	FRG, USA	OFF support to consultants. OFF agreed for EMM bidders	FEPLC
IRAQ	Subair oil development Lamus Crest	70	1985	negotiations stage				ECOD
IRAQ	Baira Waterworks Snasprogetti	20	1985	Business subject to negotiations				ECOD
JORDAN	Yarmouk University George Wispey International	50	Uncertain	Business shelved. Subject to Jordanian negotiations.		Belgium, West Germany		ECOD

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 9

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURCE
KUWAIT	Highway Surveillance and control system	approx 25	1986	Funds being sought pre-qualification bids by suppliers under consideration. Consultants: Maunsell Consultants (ME) Ltd Installation planned for 1985-89 but likely to slip at least one year.				OT4/1A
OMAN	Design and Construction of sewerage treatment system at Salsalah George Wispey Taylor Woodrow	53	Uncertain	Negotiations proceeding but unlikely to be any developments until early 1986	-	-	-	PEP3C
OMAN	Sohar General Hospital Wispey International		Late 1985	Wispey have received letter of intent which empowers them to proceed with design. It is a major step forward in efforts to secure contract for construction.	-	West Germany, USA, Sweden	OFF support	PEP3C
OMAN	Dam Construction Pauling (ME) plc	55	Uncertain	Awaiting decision on inclusion in development plan				ECGD
OMAN	Rusail II power station John Brown Engineering	50	Uncertain	Tenders being submitted		GFR, USA, France, Italy, Japan, Norway, Holland		ECGD
QATAR	Development of North Gasfield and management of proposed LNG plant. Shell and BP	Could be very large	Unknown	BP and GFF (France) invited to form consortium 5.2.83. Final agreement now reached on joint venture with Qataris. Agreement signed June 1984.	FM supported BP's interests during her visit to Qatar, Easter 1981. SoS D/Na also visited Qatar.	France, FRG, USA	-	PEP3D
	Phase 1 development: Worley Engineering	100	Early 1986	Worley/Parsons (US) pre-qualified for managing consultancy but Parsons have recently withdrawn. Worley seeking alternative partner.			OFF applied for	PEP3D

CONFIDENTIAL

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 9

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURCE
SAUDI ARABIA	Multi Products pipeline and underground storage installation. British Pipeline Engineers and Contractors Ltd BPE BPA	450	-	Saudi NGA fact finding mission visited UK in Nov/Dec 1985. Awaiting decision to proceed. Swedes now look to be front-runners.		France, West Germany, Sweden	-	PEP 50
SAUDI ARABIA	King Fahd (formerly Eastern Province) new international airport	Not Known	1985/86	Laings lost contract for control towers, mosque and parking areas which was won by Samsung Construction (Korea). Runways, taxiways and aprons also won by Korean firm (Daelin Industrial). UK companies could still win outstanding contracts		Taiwan, Japan, Korea, Turkey, France, Germany, Greece		PEP18
SAUDI ARABIA	Jeddah/Mecca Railway Transmark Freeman Fox Kennedy and Donkin/Balcrow Fox	Several hundred	Uncertain	Transmark presented a study of a link between Jeddah and Mecca to Saudi Ministry of Communication in February 1982. Implementation in short term unlikely, but a further and more comprehensive study is being considered for which Transmark were asked to bid.		Japan, USA	OFF support for original study	PEP10
SAUDI ARABIA	Gulf Railway Transmark	Several hundred	Uncertain	Transmark proposed a study of a Gulf railway linking Iraq via Kuwait and Saudi Arabia with the Gulf states. Such a railway is amongst plans of Gulf Cooperation Council but unlikely to go ahead unless Saudis decide in favour of railway solution.	No recent contact			PEP 10

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 9

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SAUDI ARABIA	To provide 2 internet 'A' stations	50 +	Uncertain	CEW invited to tender; NEC (Japan) as sub-contractors. Mitsubishi in competition with Marconi as sub-contractors		Japan		PKP3A
SAUDI ARABIA	Oil Pollution Control BP/Powell Duffryn	100	Uncertain	Phase 1 proposal submitted. Consortium awaiting Saudi definition before submitting phase 2	SoS (T & L) written in support.			
LIBYA	Sweidien Power Station John Brown Engineering	5	Uncertain					
UNITED ARAB EMIRATES (ABU DHABI)	Al Ain Airport Scott Wilson Kirkpatrick (SWK)	Not known but could be substantial (total project 135)	To be let progressively over next two years	Overall consultancy won by SWK apart from terminal and Royal Pavilion which went to Aeroports de Paris. UK firms still have opportunity to win implementation contracts.	MFT raised this project with President and Abu Dhabi Airport Department during visit September 1981. Nothing promised by Abu Dhabi but there was an apparent understanding that UK could expect to win substantial business if competitive.	West Germany, France, USA, Italy, Holland		PKP1B
YEMEN ARAB REPUBLIC	Oil Products Storage Facilities Technip (UK) in consortium with Zakheh (UK) and Pencil Engineering Consultants.	30-35	Late 1985	UK consortium shortlisted with French Japanese rivals for contract. However further modifications to scope of project have led World Bank to withdraw from project financing in view of continuing delays.		Japan/France	ATP (£6.8m) agreed	PKP3D

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 9

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURC
EUROPE								
BULGARIA	Biotechnology plant for the mass production of enzymes to be used in pharmaceutical and food manufacture. John Brown Engineering in association with other UK and foreign companies.	Currently unknown but plant estimated to cost between 20 and 50.	Not yet established.	Contract negotiated for project design and engineering package. This will help determine the precise definition of the product and source of technology. It will also enable JBE to prepare and submit a technical and commercial offer for the main contract.	Minister for Trade raised JBE's interest with Bulgarian Foreign Trade Minister Christov during visit to UK in April 1985. Christov also had talks with JBE.	Not known. US technology could be included in JBE's offer.		013/50
BULGARIA	Supply of grain store and malting plant at Yambol. Hedler conveyors Ltd.	27	Possibly 1985	Agreement initialled by Hedler but two competitors may be in some position.	Minister for Trade raised Hedler's interest with Bulgarian foreign trade Minister Christov during visit to UK: April 1985.	West German, Finland	ECGD support indicated.	013/50 ECGD
BULGARIA	Local manufacture of photocopiers (Bux Xerox).	80	Possibly 1985	BX have submitted proposals. Awaiting decision but possibility of project being scaled down.	Minister for Trade raised contract during visit to Bulgaria: July 1984.	Japan		013/50
CYPRUS	Southern Conveyor Project Water supply. Costain, Balfour Beatty, Shepherd Hill, Lehane, McKensie Shand and others.	84	Some contracts have been let.	Project to be let in 15 separate contracts. Minor success on valve and pipe supply contracts. Decision on pipe laying contract awaited.	Ministers agreed to make cover available outside existing market limits.	France, West Germany, Brazil, Austria and others.	ATP matching offer still open. ECGD support for pipe supply probably not needed.	FEB/80

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MAJOR CIVIL OVERSEAS SALES PROJECTS - REPORT NO 9

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURCE
CYPRUS	Development of Larnaca airport. UK airport group led by BEC.	18	Late 85	Detailed proposals submitted by Group in September 1985.	-	Italy France West Germany USA Switzerland	ATP use being considered.	R&I 8
CYPRUS	4 X A320 aircraft plus spares for Cyprus Airways. BAe/Airbus Industrie	30	Uncertain	Now possible contract will go to open tender Purchase agreement signed September 1984. Finance arrangements being negotiated.		USA		ECGD
GER	Flue gas desulphurization plant at Himmelsburg. Davy McKee (London) in consortium with Davy McKee Environmental Ltd.	35	Expected early 1986.	Still under discussion - initial bid submitted.	Discussed by MTF during his visit to Leipzig in March and by S of S (PCD) in April. Letter of further support issued by MTF, 1 August.	9 competitors including: France, Austria, Switzerland, FRG X 2 and Denmark.	OFF support agreed for precontractual expenses. ECGD cover available outside S2 limit on a first come - first served basis.	DCI/58
GER	Ammonia plant at Piesteritz Klockner (UK)/ICI in consortium with URSI (UK). (Civil engineering company to be appointed.)	60 (plus extra for refurbishment of 2 similar plants)	Not before mid 1986	Original technical proposals well received. Complete Commercial proposals submitted early August. GEM have since asked all competitors to submit tenders by end-1985 for a broader scope project, ie refurbishment of 2 similar plants, savings on running these to contribute to cutting running costs of Piesteritz plant. Refurbishment work and new plant to be awarded to same contractor.	Discussed by MTF during his visit to Leipzig in March and by S of S (PCD) in April. Letter of further support issued by MTF, 1 August.	Japan, Austria, Italy.	ECGD cover available outside S2 limit on a first come first served basis.	Ot 3/58
HUNGARY	8 BAe 146 aircraft for MALEV airline.	About 48; aircraft likely to be leased by MALEV	Uncertain	Discussions continuing. No decision yet to purchase non Soviet aircraft. UK export license necessary as well as HU re-export licences for some components.				

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 9

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURCE
GREECE	Construction of 2 hospitals George Wimpey.	100	Uncertain	Tenders submitted September 1984.			ECGD indication given 28.9.84	ECGD
POLAND	20 B&w 1416 aircraft for LOT airlines.	About 120 aircraft likely to be leased by LOT.	Uncertain	Discussions continuing. No decision yet by Poles to purchase non- Soviet aircraft. UK export licence necessary as well as UK re-export licences for some components.		Soviet Union TU154M	Poland in off ECGD cover	OT/30
PORTUGAL	Nuclear Power Project George Wimpey International	Possible 150	Not before 1985	GWI have formed a joint venture with Atomic Energy of Canada (AEC) offering a CANDU reactor. OPF of £150k has been granted to undertake a study jointly with Portuguese Government representatives to identify possibilities of using CANDU and Portuguese participation in such a project.	Exchange of letters between SOS (T & I) and Canadian Energy Minister; meeting between SOS(T & I) and Mr Mulrooney, Canadian Prime Minister, in April 1985	France, Germany USA, Spain.	OPF of £150k ECGD support to be agreed.	NEE43
SWEDEN	30 X A320 aircraft plus spare for SAS. B&w/Airbus Industrie.	404	Uncertain	Problems in securing obtaining adequate security for business.		USA		ECGD

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURCE
TURKEY	Nuclear Power Project at Akkuyu. NEI Parsons	30	1986.	NEI Parsons are bidding as part of the Atomic Energy of Canada Ltd (AECL) bid for the Akkuyu nuclear power station offering a CANDU reactor. AECL and the Turkish government are engaged in discussing the application of the Oxal formula where AECL would build-operate and sell power from the station for a fixed period, finally handing the plant over to the Turks. NEI and AECL received letter of intent in August.	Meeting and subsequent exchange of letters between SoS (TBI) and the Canadian Minister of Regional Industrial Expansion - February-March 1985.	Germany, USA Italy	ECGD loan	ME288
USSR	Photocopier Production Plant Knox Xerox Ltd.	87	Mid-1986	Tenders submitted October 1985	-	Japan, Holland.	OFF support	PE210
USSR	Gas Condensate Complex Chaganak. 1. Drilling/Field Treatment IMEC in consortium with UK and French companies.	350-400	Early-1986	Technical discussions continuing with client Financial Bids required by end of November.	-	W Germany, Italy France, Canada	OFF under consideration	PE210
	2. Process Plant Babcock Contractors/IMEC	300-400	1986	Technical specifications still awaited.		W Germany, Italy France, Canada.		
	3. Compression Stations [UK involv... uncertain]	Up to 26						
USSR	Programmable Logic Controllers (Simon Chyven/OEC Controls)	1.0	January 1986.	Bids submitted Letter of intent may be signed at Joint Commission in Oct/Nov. Export licensing position under consideration.	-	Italy France	OFF	PE216

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 5

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SCORE
USSR	Sakhalin Island: design and construction of a fabrication yard for offshore platforms plus supply of one or more finished platforms. Davy.	90+	1986-90	Davy submitted a full quotation in April 1984. McDermott Engineering have also submitted proposals. Other UK companies have an interest in competing foreign bids: John Brown (as part of a West German consortium); Taylor Woodrow (with Japanese partners). No development likely until 1986.	MPT spoke in support of UK involvement in this project at May 1984 Joint Commission; Deputy Chairman of Davy was a member of the UK delegation in 1984 and will be again in 1985.	West Germany, Japan, France, USA.	ECGD cover approved in principle. Davy application for OPF assistance refused because of UK competition.	ECGD
USSR	Pulp and Paper Mill (Vybore) John Brown.	20	Imminent	John Brown now in final stages of negotiations with client		West Germany, France.		ECGD
USSR	Acrylic Fibre Factories at Novopolotok, Saratov and Nevoi. Courtaulds.	50+	1985-90	Discussions taking place on modernisation and expansion of three factories. Company currently carrying out feasibility study. Expected to be in Five Year Plan 1986/90.	MPT gave general support at meeting with Soviet Chemical Minister in August 1985.			OT/5
USSR	Manufacture under license of British Aerospace ATP (Advanced Turbo-Prop) civil airliner.	100+	1986-88	Discussions continuing with Soviet Ministry of Aviation about possible co-production of up to 1000 aircraft. Russians may also require a technical collaboration agreement. Export licensing position under consideration.	Ministerial support not possible until export license position determined.			OT/5

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 9

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	STATUS
USSR	Polyester Complex Davy McKee/ICI	350	Late 1985 Early 1986	}Projects of this }size and interest }rate requested by }Soviets create }serious problems }for ECOD. }Cosmetic buyer - }credit - waiving of }US embargoes }provisions - special }TTC arrangements }being considered.	} Mr Gorbachev raised these } projects with Ministers } during December 84 visit. } } Minister Listov met, } MPT August 1985	FRG Japan	OFF	PEP2b
USSR	Polyolefins Complex John Brown in Consortium with Lurgi.	300	Late 1985 Early 1986			FRG Italy Japan	OFF	PEP2b
USSR	Caustic Soda/Chlorine PVC/VCM complex Sin Chem	204	Mid 1986			FRG Japan	OFF	PEP2b
USSR	Pesticides Complex John Brown	100	Early/late 1986			FRG Japan	OFF	PEP2b
USSR	Pipeline Inspection Project. British Gas.	80-100	1986-90			British Gas have submitted proposals to supply equipment for oil and gas pipeline inspec- tion and mainte- nance together with support facilities over a ten-twelve year period. Oil and Gas Ministries have expressed interest in co-operation.	MPT spoke in support of project at May 1984 Joint Commission.	

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 5

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURCE
AFRICA								
ALGERIA	Military Barracks Balfour Beatty	60	late 1985	Algerians require re-pricing to take account of revised requirements.	-	-	OFF Refused on additional grounds	PEP3C
ALGERIA	Transfer of Clasp Building System technology Tarmac/Clasp International	41	Uncertain	Discussions continuing with a view to final agreement	-	-	OFF support	PEP3C
ALGERIA	Construction of two Military hospitals Tarmac Overseas Ltd	84	Uncertain	Closing date for receipt of bids was October 1985. Moratorium on hospital building has slowed down progress and decision on bids.	-	not known	-	PEP3C
ALGERIA	460 bed Constantine military hospital Tarmac Overseas	102	Uncertain	Closing date for bids was 14 February 1984. Moratorium on hospital building has slowed down progress and decision on bids.	-	not known	OFF support	PEP3C
ALGERIA	Urbanisation of Fraie Vallon Area - pilot area housing of 1000 units Costain International	34	Uncertain	Progress slow. Company still pursuing. Awaiting Algerian reaction to study proposals.	-	not known	-	PEP3C
ALGERIA	Jijel Steelworks (i) Davy McKee (Sheffield)	220	late 1986	Prequalification due November 1985	-	Japan France FRG Austria Italy USSR	(i) ATP application expected	PEP2b
	(ii) W S Atkins	16	Late 1985	Bids submitted 17 September	-		(ii) ATP applied for	
ALGERIA	Ain M'Lila & M'Sila Rolling Mills. Davy McKee (Sheffield)	68	late 1986	Prequalification October 1985.	-	Japan FRG Italy	OFF application:	PEP2c
ALGERIA	Housing and New Town Planning 20,000 housing units Wimpey) Cementation)British McAlpine)Construction Douglas)Group	100	Uncertain	Contract for design of 2,248 units signed and proceeding smoothly. Construction contract worth around 100m under negotiation.	MFT visited Algiers 9-11 October 1981 to sign MOC. Minister for Housing and Construction visited Algeria and October 1982 inter-alia to head official negotiations. MFT visited 24-27 March 1984.		ECCE backed loan. Increased market limit agreed by ECCE. OFF support.	PEP3C

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO. 9

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURCE
ALGERIA	4 x BAe 146 aircraft and spares. British Aerospace	50+	Uncertain	Early stage of negotiations. BAe hopeful that contract will be awarded in 1986.	-	Holland		ECGD
ALGERIA	Construction work for the expansion of Bon Ferik air base M W Kellogg	75	Uncertain	Tender issued July 1985. No consideration of bids as yet	-	Italy Yugoslavia	ECGD indication given.	ECGD
ALGERIA	119 mobile radio relay stations GEC Marconi	25	Late 1985	Two linked contracts. Technical details accepted.			ECGD commitment given	ECGD
ALGERIA	90 mobile radio relay stations GEC Marconi	19	Late 1985				ECGD commitment given.	
CAMEROON	Yaounde II International Airport Fleissy Airports	70	1986	Cameroon authorities awaiting completion of Italian study. Fleissy hope to lead British/Canadian consortium	-	France Italy W Germany	-	MEP/IB
CAMEROON	Kribi Port CWT (Coastal Wimpey Termac)	unknown total value 80	uncertain	Awaiting results of studies by World Bank and French.	-		OPF under consideration	FOI
KENYA	Airbus Purchase by Kenya Airways of two A310-300 Airbus aircraft and spares. Total contract price estimated at US \$ 150m; UK has 20% share. Airbus Industrie/BAe.	35-45 (depending on whether lease or sale)	ECGD cover understood to have been signed 18 July.	Awaiting approval by Kenya Parliament of sessional paper on Govt credit guarantee.	-	USA (Boeing)	ECGD cover granted 07/4/80 for UK content (Coface & German covering French & German content) US \$ 100m loan package arranged by consortium of European banks. Remainder raised by Kenyans.	

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ALGERIA	90 mobile radio relay stations GEC Marconi	19	Late 1985				ECGD commitment given.	
CAMEROON	Yaounde II International Airport Fleissy Airports	70	1986	Cameroon authorities awaiting completion of Italian study. Fleissy hope to lead British/Canadian consortium	-	France Italy W Germany	-	PEP1B
CAMEROON	Kiribi Port CWT (Contain Wimpey Tarmac)	unknown total value 80	uncertain	Awaiting results of studies by World Bank and French.	-		OPF under consideration	FCO
KENYA	Airbus Purchase by Kenya Airways of two A310-300 Airbus aircraft and spares. Total contract price estimated at US \$ 150m; UK has 20% share. Airbus Industrie/BAe.	35-45 (depending on whether lease or sale)	ECGD cover understood to have been signed 18 July.	Awaiting approval by Kenya Parliament of sessional paper on Govt credit guarantee.	-	USA (Boeing)	ECGD cover granted for UK content (Coface & Herweg covering French & German content) US \$ 100m loan package arranged by consortium of European banks. Remainder raised by Kenyans.	OP4/3C

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 9

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURCE
KENYA	Gas turbines for Kipevu power station John Brown Engineering GEC - Rolls Royce	Approx 8	None met	Both UK companies have been seeking to negotiate with Kenya Power & Light before tenders are called for, in an attempt to forestall international competition, latest indications are that GEC are making our involvement in this project conditional upon provision of ECED support for a UK consultancy to supervise the French contractors on the Kipevu Gas (a project we lost)	None	Worldwide	Pre-emptive ATP requested at 25.1% by both companies.	OT4/30
LIBYA	Siwa Aluminium Smelter	80		Widely awarded letter of intent for put and linked contract. ECED cover unlikely for some time.		West Germany Italy	Libyans seeking credit	PEP25
NIGERIA*	(Oil) Products pipeline and depot Pell Frischmann Offshore	110		Economic & Technical studies to be completed shortly, which IF hope will help them win detailed engineering design & construction supervision contracts. Very slow moving.				PEP30
NIGERIA*	Ekorovan to Lagos Gas pipeline International Management & Engineering Group Ltd in consortium with Mannesmann (West Germany)	350	Uncertain	Bids still being evaluated lot of 3 part contract awarded to Italian consortium. UK/FMG consortium awarded letter of intent for gas gathering system		France, West Germany, Holland, Italy, Japan, USA		PEP30
NIGERIA*	Port Harcourt Oil Refinery Kellogg Lummus (with Dutch company)	up to 200	Uncertain	Priority project in 1984 budget but no decision yet taken on go-ahead		Japan, Italy, France		PEP30
NIGERIA*	National Assembly Building at Abuja. Taylor Woodrow International	80-115	Uncertain	Although project is of a high priority tenders are unlikely to be issued in the near future.	PM sent letter to President Shagari of Nigeria handed over by Minister for Housing (DOE) who also supported project during own visit.	France	OFF assistance provided for Taylor Woodrow £44,800. Consideration of ECED support suspended pending resolution of short term debt	PEP30

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 9

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURCE
NIGERIA*	Open University of Nigeria Possible UK consortium of De-Beant Joyce, British Council, BNC, Peat and Open University UK	500 potential	Uncertain	De Beant and Peat Marwick leading feasibility study with contribution from other possible consortium members. UK's lead in distance learning techniques puts in a strong position for subsequent contracts. Initial operation design study has been submitted. As there has been a sharp cut- back in all Govt. spending it is considered unlikely that BNC would allocate resources to an open University		USA, FRANCE.	Initial ODF assistance offered £3000.	BNP36
SOUTH AFRICA	Lechwe Power Station Turbo, boiler cooling equipment and associated auxiliary plant for 5 x 600 MW series of power stations. Babcock Power - boilers GEC - turbines	700	Uncertain	Following review of budget estimates to 1988, ESCOM, have reduced capital expenditure programme and work on turbine not expected much before end of decade. While (Toshiba) Japan has a letter of intent for the turbine generators, the postponement may improve GEC's chances of securing the contract at a later date.		Japan, FRG, USA	ECGD	MEE4
SOUTH AFRICA	4 x A300 aircraft Spares for South Africa Airways.	38	Uncertain	Early negotiations		USA		ECGD
<p>*Please note the new administration's examination of all major projects and the outcome of their discussions with the IMF (which will affect the availability of ECDF's support) raise doubts about the timing and implementation of these projects.</p>								

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 2

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURCE
TANZANIA	Kilnson Fertiliser Project Aswaha/Urea plant turnkey project based on natural gas feedstock. Kelllogg (HSA)/Balfour Beatty	Up to 180	Uncertain	ECGD cover sought on a non-recourse basis. SBC paper expected. Finance being sought on basis of feasibility study. Difficult ATP case expected.	MPT met Tanzanian Minister of Water and Energy	Belgium, Germany France, Japan USA	Under considera- tion by ECGD. Preliminary ATP in process.	ECGD HSA/BB
TUNISIA	SARNO: Joint Tunisia - Algerian assembly plant for low powered diesel engines. Hawker Siddeley (Petersen - Lister).	62	Imminent	Uncertain: award date has passed and tenders been opened. Tunisians still considering revised offers from all 3 bidders. Hatz believes they have won.	Prime Ministerial letter of support.	West Germany (Hatz), Italy	Conditional watching ATP offer 176.5 m made.	OPV/IC
TUNISIA	2 x Bae 196 aircraft and spares. British Aerospace	37	Uncertain	Early stages of negotiation.		Holland		ECGD
TUNISIA	6 x A320 aircraft plus spares for Tunis Air Bae/Airbus Industrie	53	Uncertain	Tunis Air have agreed to purchase aircraft but participation by the Tunisian International Committee is awaited. Financial arrangements in negotiation.		USA		ECGD
UGANDA	rehabilitation of Owen Falls Hydroelectric Power Station	11 (Tied bilateral aid). Unable at this point to estimate UK content of CDC/IBRD credit as this will be subject to international tender.	Not signed yet.	Coup in Uganda has halted progress. Amendments to ODA draft agreement being prepared in UK.	Minister for Overseas Development.	International (Tenders have not been sought yet).	1) ODA £11.0 m 2) CDC £11.0 m 3) IBRD £28.8 m 1) is tied to UK goods. 2) & 3) will be subject to international tender.	OPV/IC
ZIMBABWE	Chimbanje Irrigation Taylor Woodrow International	60	Uncertain	Co-operation agree- ment signed. Problem with finance. Company pursuing.		Worldwide	OPV refused. ECGD approached.	WPT/IC
ZIMBABWE	Harare/Beira Mainline Railway electrifica- tion Stage II GEC, Hawker Siddeley, Balfour Beatty Extension to Kariba South	24	Decision to proceed awaited.	No prospect of early commencement although UK group who secured Phase 1 fixed system continue to pursue.	Lord Carrington pressed UK interests during visit in February 1982.		Aid will be necessary. ECGD approached.	ECGD

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 9

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURCE
ZIMBABWE	Hydroelectric Power Station. Balfour Beatty GEC Bovings Sir Alexander Gibb	65	Uncertain	Disagreement between Zimbabwe and Zambia on future of project has caused considerable delay and several attempts in the past to secure a negotiated contract for UK have been unsuccessful. It is possible that calls for tender for the new power station will be issued in 1985.		France, Canada Sweden, FRG	OPF refused for earlier pre-emptive bid	PRPCA
ZIMBABWE	Sisco Development Programme which includes Sinter Plant, casting plants to a Rolling Mill. Davy/Distington Engineering Contracting.	30	Uncertain	Development plan approved, finance being sought.		Austria, FRG	Initial approach to EOGD	EOGD
ZIMBABWE	Development of Harare International Airport	25	86-87	Gibb have won contract for Master Plan. Further opportunities for UK companies at implementation stage		Japan, Holland, Sweden, France, Canada	ATP for study.	PRPCA

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MAJOR CIVIL OVERSEAS SALES PROJECTS - REPORT NO 9

COUNTRY CENTRAL AND SOUTH AMERICA	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURCE
CHILE	Ammonia/Urea Complex Luzmar Cruce Ltd	86	Uncertain	Negotiations continuing over purchase of gas. Decision to proceed with project expected late 1985/86			ECGD approached but limited cover available	PEP2B
CHILE	Development of open pit copper mine Davy McKee (Stockton) Ltd	90	end 1985	Negotiations continuing between lenders, off takers, & project sponsors regarding security.		negotiated contract expected	ECGD given preliminary indication regarding \$3% loan	ECGD
COLOMBIA	Bogota Mass Transit Hawker Siddalay, GEC and Met Cam	50+	Uncertain	Colombian Government decision awaited on speed of implementa- tion French/Spanish feasibility study completed. Work unlikely to go ahead at present.		France, West Germany, Belgium, USA, Japan.	OFF sought for feasibility study for BS. No application for ECGD support.	PEP1C
PERU	Development of 4 sugar estates and refineries in Selva region. Tate & Lyle Agri Business	140	Uncertain	Feasibility study postponed due to terrorist activity. Situation to be reviewed end 1985	MET negotiated with the then PM of Peru, Ulla, terms of UK assis- tance during his visit to Lima in July 1981 nominating Tate & Lyle as the company to undertake FS - confirmed by letter. MOU between Peruvian and UK Govts signed on 4.2.83 to comply with Peruvian regulat- ions.		OFF for FS assistance of £200k. All Peruvian cases are in abeyance due to debt rescheduling, non availability of ECGD M/LT cover.	PEP1C
TRINIDAD AND TOBAGO	Methanol Plant Davy	40	Late 1985	Toyo recommended as contractor by ICI	Mr Debbitt mentioned to Trinidad PM during recent visit	Japan	OFF ECGD - non recourse finance	PEP2B
TRINIDAD AND TOBAGO	Methanol II Davy McKee	50	Imminent	Despite ICI co- sponsorship and CMC investment Toyo now recommended by ICI as contractor on basis of more compe- titive offer. Decision of Trinidad Government awaited. No apparent scope for action to retrieve.		Japan	ECGD	PEP2B

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 9

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURCE
TRINIDAD AND TOBAGO	Tringen II Ammonia Plant Kier Ruck & Throckmors Liquid Gas Equipment Ltd	approx 20	Uncertain	Finance being sought			ECGD considering cover	ECGD
VENEZUELA	Corpoven Gas Pipeline British Pipeline Engineers & Contractors Ltd Prime IMEG GEC British Gas	Uncertain	Uncertain	Project definition stage completed 1984. Construction expected to commence in 1986 but opportunities for foreign involve- ment may be limited to supply of compressors and other equipment and services not avail- able in Venezuela.		Canada, France, USA, Germany, Spain	ECGD cover suspended at present	OT4/75
VENEZUELA	Bauxites-bauxite Project Balfour Beatty Construction /Anderson Strathclyde and Cable Bett (with West Germany consortium)	50	Uncertain	Tenders for conveyor /transportation system for bauxite expected imminently		Canada, France, US, Germany, Spain	ECGD medium term cover sus- pended at present	OT4/75 PEPCC

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 9

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURCE
NORTH AMERICA								
CANADA	Mojave Desert GSO Thermal Energy Development (up to 125 MW)	approx 60	Uncertain	Contract negotiations still in progress				
USA	Coal Gasification Slagging Gasifier Consortium- Babcock Woodall Duckham British Gas BOC	200	Uncertain	Consortium preparing second bid and seeking new US sponsor customer. Changes in Synfuel Corp will delay.		USA	CAF	PEP28
USA	New Energy Waste Fired Energy Project Balfour Beatty	60	Uncertain	Still finalising proposals to client.			OPF	MZE4F
USA	Wind Turbine Generators To California	120	1987	Active		Denmark	OPF	MZE4C
USA	James Howden Ltd Military Cabins for housing control centre/signal equipment	80	Uncertain	Preliminary indication given by ECGC.				ECGD
USA	Mobile Subscriber Equipment Programme	648 in total but dependent upon securing initial contract (approx £20m)	September 1985	Preliminary indication given by ECGC.	Ministers informed			ECGD
USA	HF Transmitters for "Voice of America" (Marconi communication Systems)	75 million	1986	Marconi have prequalified, providing a trial transmitter for evaluation.		USA Switzerland France	OPF	DEP3A

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 9

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/ CREDIT	SOURCE
NEW ZEALAND								
NEW ZEALAND	Huntly Longwall Mine BSC	26 over 5 years	Imminent 1985	Tender issued Dec 84 to supply 45,000 tonnes of mine arches and supports. Counterpurchase element caused much discussion. Fresh call for tenders has been issued on limited basis to the Poles, a Japanese bidder and BSC.	MFT raised matter with NZ Minister for Overseas Trade in June.	Poland Japan	Terms of payment yet to be decided but likely ECSD will support with 8 year credit term.	OT2/20

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FILE

R07

10 DOWNING STREET

From the Private Secretary

28 February, 1984

MAJOR PROJECT REPORT

The Prime Minister has noted the contents
of your letter of 24 February.

A. J. COLES,

Miss R. Thompson,
Department of Trade and Industry

2



JF5788

Secretary of State for Trade and Industry

DEPARTMENT OF TRADE AND INDUSTRY
1-19 VICTORIA STREET
LONDON SW1H 0ET

Telephone (Direct dialling) 01-215 5422
GTN 215
(Switchboard) 215 7877

24 February 1984

John Coles Esq
Private Secretary to the
Prime Minister
10 Downing Street
LONDON
SW1

Prime Minister

M 27.
2

Dear John,

MAJOR PROJECT REPORT

I attach the Seventh EX(0) Report to the Prime Minister on prospects for major contracts (those with a potential UK value of £50m or more) in the civil overseas projects field. The Report reflects the position in January.

2 Major successes reported since the Sixth EX(0) Report include:

<u>Project</u>	<u>UK Contractors</u>	<u>Status</u>	<u>UK Value £m</u>
Mass Rapid Transit System (Signals, Platform Screens and Doors) <u>Singapore</u> (previously reported as Project No 71 in EX(0) list No 6)	Westinghouse Brake and Signals Co Ltd	Contract Awarded	20
Railway Electrification (Locomotives and Telecommunications) <u>New Zealand</u> (previously reported as Project No 66 in EX(0) list No 6)	Westinghouse Signal Co Ltd Brush Electrical Machines Ltd	Contracts Awarded	23
Blast Furnace for Posco 2nd integrated Steel Works <u>South Korea</u> (previously reported to Project No 74 in EX(0) list No 6)	<u>Davy McKee</u>	Letter of intent Contract due to be signed 7 March 1984	25
<u>USA - Europe</u> optical fibre submarine cable (previously reported as Project No 172 in EX(0) list No 6)	STC	Contract awarded	30+



<u>Project</u>	<u>UK Contractors</u>	<u>Status</u>	<u>UK Value £m</u>
Sewage Treatment Scheme, Oman	Taylor Woodrow International Ltd	Contract awarded	53
Order for 20 civil airliners USA	British Aerospace	Contract awarded	200

3 On the other side of the ledger, the following project opportunities listed in the Sixth EX(O) Report have been reported as lost to competition:

<u>Project</u>	<u>Successful Bidder</u>	<u>Reasons for failure (if known)</u>
Aluminium Rolling Mill Bahrain	Kobe Steel Japan	Japanese offered best price.
Ramagundam Power Station (Boilers) India	BHEL India	(i) Babcock's initially high price <u>from which they never really recovered</u> despite subsequent price reductions. (ii) 15% advantage to BHEL in evaluation formula under World Bank tendering rules. (iii) Strong lobbying within India that BHEL should be awarded the contract.
Bombay to Hazira Gas Pipeline India	Italian firm	Competitor's preferred capability
Flat Steel Plant New Zealand	IHI Ltd Japan	Japanese offered best price
Lamma Power Station Hong Kong	Japanese/Hong Kong interests	Not known
6 x A310 or A300 aircraft and spares Japanese Airlines Japan	Boeing USA	Japanese involvement in manufacturing some parts for the Boeing 767 may have been significant
Up to 6 A310 aircraft for Qantas Airlines Australia	Boeing USA	UK Aircraft technically comparable but Boeing offered significantly better commercial terms.



4 There is in this instance no clear pattern indicating why these projects were lost: in three cases price was clearly the deciding factor, but the others are a mixed bag.

5 I am copying this letter to the Private Secretaries of ministers whose Departments are regular participants in EX(O) and to Richard Hatfield, (Cabinet Office).

Yours sincerely,

Ruth

RUTH THOMPSON
Private Secretary

MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 7 JANUARY 1984

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT EM	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
<u>MIDDLE EAST</u>							
BAHRAIN	1 Flat Steel Plant. Davy McKee. (Iron & Steel)	Feasibility study £900,000 Project - 450	Uncertain	Drop in oil price has affected confidence resulting in a delay in decision on this project.	-	Kobe (Japan) Germany, Austria, France.	OFF for study.
	2 Arabian Gulf University Shepherd Robson	Unknown but 300-400 (1981 prices)	Prequalification for construction of first stage closed on 24.10.83. Director will invite tenders early in '84	Shepherd Robson have completed the master Plan. First design phase - WS Atkins and Partners (UK); Main Academic Building - (Consultancy) Kenzo Tange (Japan); architectural design - YHM International (UK); Quantity Surveying - Langdon and Every (UK).	PM briefed to raise during visit 9.81.	France	-
EGYPT	3 Dekheila Port Wispey.	50	1983/1984	Prequalifications under way. Dekheila is priority in Egyptian Port Programme. IBRD Loan of \$132m available. Egyptians putting in \$118.2m.	-	Canada and others	-
	4 Cairo Metro 'Fixed Systems' contracts (signalling power etc) Hawker Siddeley	60 - 70 overall; 30 stage 1	Early 1984	BS bid April 1983, decision is still awaited, following extensions to bid.	Overseas Ministerial visit.	France, Italy	ECGD matching French financial terms. OFF for precontractual
	5 Greater Cairo Sewerage. Various consortia bidding for UK - funded contracts.	150	Decision on 1st stage contracts expected early 1984 following publication of bids.	Massive cost escalation on one of the aid funded contracts. A number of problems have arisen in relation to the evaluation of tenders.	GDA Ministry has recently written to Egyptian Minister concerned.	-	£100m ECGD support linked to £50m GDA grant. Egypt seeking further aid and credit for last stages of schemes and for cost escalation.
	6 Helwan Wastewater Fairclough International	50	March 1984	OPF application currently under consideration	-	Germany, France, Italy	-
	7 Naghara Coal Mine Babcock Morgan Grenfell	50	Management services contract imminent	Feasibility re-habilitation study complete and accepted by client. Project will be financed under Cockfield package.	-	-	ATF under consideration.
IRAQ	8 Float Glass Plant Klockner Ima Industrial Plants Limited. Babcock Woodall-Duckham Ltd	55	Uncertain	Bids being evaluated. Proposed proliferation of such plants in Middle East indicate project might not proceed.	-	France, West Germany, USA	OFF application rejected.
	9 Erbil Airport Scott Wilson Kirkpatrick	Not yet known Project value £300m	Unknown - no provision in 1983 budget for construction costs.	The design study by S&K is 85% complete and should be finished in February 1984. Client is in no hurry to press ahead with implementation and it is unknown when prequalification of contractors might take place.	-	Not yet known but expected from France, West Germany and Brazil.	-

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT EM	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
IRAQ	10 Baghdad Metro. Group of UK consultants led by Freeman Fox overseeing project. GEC, Hawker Siddeley, Metro Cassell working together in pursuit of contract. Ove Arup & Matt Hay and Anderson have bid for further design work.	400 potential on equipment (including railcars) - UK potential on civils not known.	Uncertain	Civil construction and hardware tenders put back because of economic consequences of Iran/Iraq war. Project looking increasingly likely to suffer long term postponement.	EUC(T) discussed during Joint Commission in Baghdad. Inward mission to UK. Letter of support	Intensive but not known yet.	OFF support to consultants being provided. OFF agreed for E&M bidders.
	11 Main Line Railway Development. GEC, Hawker Siddeley and other UK railway industry.	Several hundred million	Tenders issued. Bids 9.82.	Main bid by UK consortium of firms formed by EGCI effectively lost. Wispey considered joining W Germany and France to pursue jointly. However, Wispey have now withdrawn from the bidding altogether. Equipment supply still a possibility.	Ministers agreed to make credit available for 1st time to Iraq. Overseas visit. Inward missions.	W Germany, Greece, Korea, Brazil, USA, France.	OFF
	12 Printing and Misting Complex John Laing International	75	End 1984	Project currently being upgraded in Iraqi priority list.	-	Sweden, Germany, France, Yugoslavia, Japan, Korea.	-
	13 Oil Pipeline transversing Saudi Arabia to Red Sea. British Pipeline Engineers and Contractors Ltd leading consortium comprising USA, French and Dutch companies.	500	Uncertain	Much depends on Iraqi decisions as to whether to negotiate a turnkey contract with the UK led international consortium, or go for international tenders on discrete packages.	-	West Germany	EGGD cover by no means certain.
	14 Al Munsila 4 x 300mw Babcock Power Ltd	82	-	Hyundai of South Korea has letter of intent for contract subject to satisfactory financing. BEI and GEC bidding for subcontracts against Westinghouse Ltd, which favoured by Hyundai subject to satisfactory US finance.	-	Japan, France, W Germany, Italy	UK subcontracts possible candidates under £250m UK line of credit if nominated by Iraq.
	15 Dual Fired Boilers for Al Madain 4 x 300mw. Babcock Power Ltd	82	Uncertain	Babcock bid in joint venture with Thyssen/Brown Boveri. Contract under evaluation.	-	France, Japan, W Germany, Italy	Max OFF support
16 Reinforced concrete Reservoirs project. Anglo-Overseas Construction Corporation Ltd in joint venture with Lehane McKenzie and Shand Ltd, JMJ (Ireland) Ltd and Lilly Construction.	55-155	Uncertain	Project may be phased over 2-3 years. Bonding is a problem. Iraqis treating as low priority; no progress expected until 1984.	-	W Germany, France, Japan, India, Korea	More information required before formal submissions could be made.	
KUWAIT	17 Mirqab Transportation Centre WS Atkins	100	End 83/Early 1984	WS Atkins designing centre. Negotiations on financial matters continuing.	-	Unknown	-
LEBANON	18 Beirut Hospital	55	Uncertain	Lack of EGGD cover. Leings are attempting to raise finance.	None	-	-
	19 5 x A310 (Airbus) Aircraft and spares for MEA (Middle East Airlines) British Aerospace Airbus Industrie	56 (885)	November 1984	Discussion still centres on financial security - EGGD's aim being to exclude the risk on Lebanon since cover is not available on this market.	-	USA	Normal terms (EGGD)

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT EM	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
LEBANON	20 Supply of 2 x 165mw generators for power station. HEI Parsons.	50	Uncertain	Award of contracts unlikely until political situation clearer.	-	France	Partial initial ECGB support provisionally agreed.
OMAN	21 Tank Storage compound Contain Int Ltd	60	Uncertain	Indicated 22.4.83, awaiting further information from supplier	Treasury approval obtained to indicate in view of the anticipated increase market.	-	-
QATAR	22 Development of North Gasfield and management of proposed LNG plant. Shell and BP.	Could be very large	-	BP and CFP (France) invited to form consortium 6.2.83. Formalities being completed. MOU signed July 1983. Substantive negotiations follow. Tender invitations awaited for feasibility study for piping gas to Bahrain, Kuwait and Saudi Arabia.	PM supported BP's interests during her visit to Qatar, Easter 1981. SOG D/En also visited Qatar	France, FRG, USA.	-
United Arab Emirates (Abu Dhabi)	23 Al Ain Airport Scott Wilson Kirkpatrick (SWK), Sir Alexander Gibb	Not known but could be substantial (total project 135)	To be let progressively over next two years.	EMK undertook master plan and preliminary design and will be involved in tender evaluations. First contract earthworks - awarded to local company. Contract 2 - electrical and mechanical subject to some delay pending result of a competition to design the terminal building. SWK, Gibb and 9 other firms have been invited to submit designs. Prequalifiers are being considered and the contract is likely to go to tender in 6 months time.	MOS I raised this project with President and Abu Dhabi Airport Department during visit 9.81. Nothing promised by Abu Dhabi but there was an apparent understanding that UK could expect to win substantial business if competitive.	Earthworks West Germany - France, Cyprus. Design - West Germany, France, USA, Italy, Holland.	-
	24 Airport/Town Rail link Transmark	Substantial	Uncertain	Transmark have proposed a 25km high speed rail link between Abu Dhabi, and its International airport in competition with French TGV. No decision to proceed yet taken.	-	France	-
	25 LPG/WTBE Plant Davy McKee	65	Uncertain	Davy are pursuing a negotiated contract. Government decision to proceed with project awaited. Emphasis now switched to LPG plant.	-	Japan	OFF offer accepted.
	26 WTBE Ammonia Plant Davy McKee, Buephraye and Glasgow, Capital Plant International, Wispeys	Not yet known	Uncertain	POet has learnt that interest has now been shown in an ammonia plant instead of an LPG plant as the latter may have proved too expensive, several UK companies have been informed.	-	-	-
SAUDI ARABIA	27 Gulf Railway Transmark	Several hundred	Uncertain	Transmark proposed a study of a Gulf railway linking Iraq via Kuwait and Saudi Arabia with the Gulf States. Such a railway is amongst plans of the Gulf Co-operation Council (GCC) but unlikely to go ahead unless Saudis decide in favour of railway solution. Transmark have recently been commissioned by the GCC to undertake further work.	The Prime Minister briefed to raise during her 1981 visit to Kuwait and Bahrain	-	-

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
SAUDI ARABIA	28 Jeddah/Mecca Railway Transmark, Freeman Fox/ Kennedy and Donkin/Halcrow Fox	Several hundred	-	Transmark presented a study of a link between Jeddah and Mecca to Saudi Ministry of Communications in February 1982. Implementation in short term unlikely, but a further and more comprehensive study is being considered for which Trans- mark were asked to bid; award is however not now thought likely until 1985.	-	Japan, USA	OFF support for original study.
	29 Security Systems Shorrocks Security Systems	51	April 1984	Shorrocks have submitted design and plan for project (not a detailed bid) to Saudi for security for 6 airfields. Company has been included in shortlist and invited to bid for first airfield site; if successful Shorrocks will be well placed for remaining work.	-	Germany, USA	OFF
	30 Jubail: Jubah Oil Refinery. George Wimpey ME and CO Ltd	75	Tender issue awaited	Project's status uncertain; probably abandoned by Saudi.	-	-	-
	31 Multi Products Pipeline and Underground Storage installa- tion British Pipeline Engineers and Contractors Ltd BPE	200 - 300	-	Saudi MODA fact findings mission visited UK in Nov/Dec. They now have to make a report and await decision about implementation of major strategic oil product storages	-	-	-
	32 PVC/WCM Chemical Complex Sin Chen Ltd	75	Unknown	Bid in preparation. Saudi traditionally pay cash but have requested credit which has been agreed following consultation with OCI's	-	USA, Japan, Germany, South Korea	EGGD assistance sought
	33 Nine General Hospitals Taylor Woodrow leading consortium	85	Uncertain	Bids for 9 separate tenders (in 3 packages)	-	Worldwide?	-
	34 To provide 2 internat 'A' Stations Cable & Wireless	possibly 50+	Award date deferred possibly some time in 1985.	C&W Mitsubishi on short list in competition. Marconi subcontracted in Mitsubishi group.	-	Japan (with Marconi as subcontractor)	-
	35 Oil Pollution Control British Petroleum/Fowell Daffrins	100	Uncertain	Phase 1 proposal submitted. Consortium awaiting Saudi definition if needed before submitting phase 2 proposals.	GS(I) written in support of UK bid. HMG has offered advice experts, training etc	None	-
	36 Electrification of Central Queensland Coalfields Railway Network GEC Transportation Projects, Hawker Siddeley Brush, Vickers	75.8 Total project value approx 365 (in 4 stages)	1st stage 1984	<u>ASIA, FAR EAST, AUSTRALASIA</u> Detailed design studies already completed. Queensland Government has approved proposals to go ahead immediately with 1st stage (value approx 165m)	-	Several countries likely to bid includ- ing Japan, (Mitsui and Hitachi)	preliminary enquiry to EGGD
AUSTRALIA	37 Submarine Cable System between Australia, Indonesia and Singapore/STC PLC	133 (approx)	Uncertain	Tender evaluation awaited STC in strong position.	-	Worldwide	EGGD support indicated

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
BURMA	38 Hydro Project Balfour Beatty Construction Ltd	50	Project at early stage	BB submitted proposal to Burmese Minister on 1 June 1951. No response was received and BB understood that an offer of UK aid is required before Burmese will even begin discussions	-	-	ATF application received mid-December and is under consideration ECGD not approached
CHINA	39 Port Handling Equipment Sison Correo	50	Contract worth £1m awarded to SC - company still pursuing remaining contracts	Sison Correo hosted visit of Chinese delegation in December 1982 and signed an MOU with Chinese.	-	Switzerland, Sweden Japan W Germany	OPF
	40 Guangxi Aluminium Smelter Project Winpey Major Projects Ltd	225	Uncertain	Preliminary feasibility study submitted March '83. Awaiting discussions on power availability and finance	-	Canada, France, Japan	OPF
	41 Panxie Coal Mine Anhui Province Dowly Neco Davy McKee	260	-	Project at an early stage	-	-	OPF being sought
	42 Fingshao Coal Mine Shangxi Province Occidental Petroleum Morgan Grenfell Bank of America	£135	-	A joint venture contract has been signed with China National Coal Development Corp. There are believed to be problems over the financing arrangements	-	-	-
43 Guangdong Nuclear Power Project (GEC Turbine Generators)	500	June 1984	MOU signed 26.3.83 in Peking. SOS (TI) has been invited to minute PM on further agreement signed on 7.12.83. Likely suppliers Framatome (nuclear island) GEC (conventional island) Discussions continue	Ministers, including PM, have been informed of all significant developments. PM wrote to Lord Sadoorie on 1.12.83 declining to put equity in project. FCO Ministers mentioned the importance we attach to this project during the Chinese Ambassador's introductory calls mid 1983.	France	ECGD support agreed if UK involvement confirmed	
44 100 Shearer Loaders for Coal Mining Anderson Strathclyde	77	Uncertain	Precontract decisions to be taken	-	France, GFR	ECGD indication given.	
CHINA/ HONG KONG	45 Hong Kong to Guangzhou Highway BSC; British Shipbuilders Winpey, Cleveland Redpath	60 Stage 1	1984	Stage 1 involving ferries, road building and minor bridge works may go ahead in 1984. Later stages would involve major bridge works. Chinese appear keen for UK to be involved and have given go ahead for project.	-	Japan	OPF under consideration

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK COMMITMENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
HONG KONG	46 Lye Mun Bridge Trafalgar House (Cleveland Redpath) Mott Hay and Anderson, Taylor Woodrow	60-70	Uncertain	Hong Kong Government may invite proposals for box girder bridge across the Channel at Lye Mun. Problem of interference with airport navigation system. Increasingly likely project will be abandoned in favour of an additional road tunnels.		Japan, France and others	
	47 Tuen Mun Light Rail System Several UK firms interested	50+	Summer 1984	Met Cam interested in conjunction with German firms. Balfour Beatty Hawker Siddeley, GEC and other UK firms also likely to be contenders. Go-ahead given by Executive Council, Kowloon/Condon railway authority have been invited to build and operate system	Ministerial visit	Australia, Belgium, Canada, West Germany, France	OFF. Common line of credit terms agreed by ECOD with Consensus members
INDONESIA	48 Balikpapan Airport	50	Unknown	Proposals were submitted May 1983. Priorities have changed several times but the latest information indicates that this project will go ahead early 1984.	-	France, Japan, West Germany	\$12.3m ATP offer lapsed but is being reactivated. OFF support of up to \$100,000. ECOD agreed in principle - 85% UK content over 8 years at 10%.
	49 Jabotabek Railway Foster Wheeler, with Hawker Siddeley, Henry Soot, Balfour Beatty, ESC	300	1984	Some elements of project being handled by French and Japanese. Still considerable opportunities for UK. FW planning to bid for Eastern sector. Indonesia's are interested in UK undertaking study as first stage of involvement.	Ministerial visit	France, West Germany, Japan	ATP for study being considered. ECOD has indicated support on let case let served basis subject to cover limit.
	50 Jambu Aye Hydro Electric and Multi-purpose reservoir project. Bendel Williamson Hydro, Kennedy and Donkin, Tarmac International, Hawker Siddeley Power Engineering	50	Late 1984	Consortium is providing free feasibility study with OFF support under guise of Government to Government technical co-operation. Study will be completed in mid '84 when detailed proposals and finance package will be submitted	-	-	OFF. ATP will be required for implementation stage. ECOD not approached.
	51 Wrica Hydroelectric Project Balfour Beatty Boving (in consortium with Asea and Skanska of Sweden)	128		Contract halted in May 1983 as part of Indonesia rescheduling exercise. Revised finance proposals have been submitted to meet perceived Indonesia requirement but it remains to be seen whether Indonesians will decide to restart the project. If not, contractors will be forced into formal termination of contract.	MFT closely involved.	-	ATP (\$12m). ECOD support (incl 12 year terms, 7% interest rate, partial capitalisation of interest).

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT %	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
INDONESIA	52	Sumatra: Pare Pare: Ammonia Urea Plant Davy McKee (London) Ltd	100	Uncertain	Indonesian Government has yet to decide nature of development in the area	-	USA, West Germany, Japan OFF £93,000 ECGB not approached
	53	Suralaya 2 x 400mw Thermal Power Station Extension a) Boilers b) Turbine Generators a) Babcock Power Combination Engineering b) NEI	a) Approx 55- b) Approx 58	-	Now subject to World Bank financing. New tenders invited; closing date early 1984.	-	America, Canada, Japan ATP £14.5m max and buyer credit. CDA agree to be limited to ECGB buyer credit. ECGB issued on a let come let served basis.
	54	Palton 2 x 400mw Thermal Power Station Klockner Ins Ltd/NEI Ltd	250	-	Very early stage. Possible interest of GEC has for present ruled out pre-emptive negotiated contract, which could be revived if GEC incorporated into UK bid	-	ECGB not approached.
	55	Diesel Generators a) 5 x 6 mw sets Baker Siddaley b) 2.5-3mw sets Ruston Diesel (GEC)	70 max 80 max	-	Consideration being given to matching ATP offers for smaller contracts	-	France, Germany, Italy ATP £18m maximum still on offer ECGB, indication issued on let come let served basis.
	56	Creation of an integrated forestry pulp and viscose fibre industry. Costsolds Engineering International	50-100	-	Implementation likely to be delayed until next financial year. Study must now await next dry season.	FCO Sec visited in January/February 1982 with 8 leading businessmen	Austria, USA OFF for FS assistance of 45% of net cost of the study up to a maximum of £58,700. ECGB not approached.
	57	Chlorine Caustic Plant VCM/PVC Sin Chen/ICI in competition with Badgers	85	Uncertain	ICI/Sin Chen have an inclusive negotiation position. Project has escaped recent general cutbacks but scope is under review.	MPT has met client and written in support.	- ECGB indicated support on let come let served basis.
	58	Forest Industries Project at Sessyop Parens and Whittmore Lyddon leading consortium	100/200 (implementation)	Contract award expected early 1984	Outcome of feasibility study awaited before considering OFF on bid for implementation.	-	USA, Japan, Canada OFF under consideration. ECGB indicated support on let come let served basis.
	59	Integrated seamless tube plant Davy McKee	97 overall 135	-	Bid in preparation	-	- Preliminary enquiry ECGB - indication on a let come let served basis.
MALAYSIA	60	East Coast Rail Line Taylor Woodrow/BSC	£1bn	Decision expected 1984	Taylor Woodrow forming UK consortium with BSC and others to pursue this major opportunity.	-	ATP will be sought.

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT EM	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
MALAYSIA (Cont'd)	61 Paper Hydroelectric and multi-purpose reservoir project. Bendel Williamson Hydro Hawker Siddaley Power Eng Tarmac International BEI	60	Uncertain	Consortium have offered to carry out free feasibility study as first step towards negotiated contract. They are now preparing terms of reference for such a study for submission to client.	-	-	OFF application under consideration.
	62 Telecommunications and and Computer Network. Kasama Ltd	205	-	Competition narrowed to Kasama and Hughes (USA). Kasama bid 90% compliant. Hughes 70%. Re-bids submitted from both companies mid December. Negotiations still in progress. Kasama are to offer enhanced training package in conjunction with Essex University.	-	USA	Buyer credit agreed.
	63 Rural water and electricity supply Biswater Shellabear Helfour Beatty McDonald Higgins, Watson Hawkeley	105	Early 1984	Study awarded to Biswater Shellabear.	-	-	OFF
	64 Petronas 120,000 bpd oil refinery Davy McKee	666	Uncertain	Bid in preparation.	-	-	Contract in abeyance. Malaysian government is re-assessing its oil programme.
PHILIPPINES	65 San Roque Hydroelectric Scheme George Wispey International	150	Uncertain	Not clear whether project will go ahead but, if so, likely to be on basis of Japanese OECF funds. Wispey are discussing collaboration with Marubeni but 3 other Japanese. Companies also interested in the project.	SCS(T) raised with Filipino Minister of energy during latter's visit in November 1982.	Sweden, Japan	ECGD support withdrawn.
	66 Iligan Steel Plant Expansion Stage 2 Davy McKee (Iron and Steel)	124	Uncertain	Philippines economic problems have resulted in postponement of project but informal negotiations continue.	FOU(SEC) visited in Jan/Feb 82 accompanied by 8 leading businessmen. Messages and meetings with Mr Rees.	Potentially w Germany USA, Japan, Sweden. If Davy's negotiations fail.	£25.2m ATP agreed. Cover suspended due to Philippines debt problem.
PAPUA NEW GUINEA	67 UK Tedi Mine Development Davy McKee	Stage 2 \$320m	Spring 1984	Davy McKee has been awarded a design/engineering study for Stage II of the project in association with BHP Australia. The study will be presented in January 84. The Directors of OPNI will decide on the basis of the study whether to go for a negotiated turnkey project for Stage II or go out to international tender. Davy believe they are well placed to secure business. DTI are investigating the possibility of using ATP to support Davy.	-	-	ATP may be required and a special arrangement re ECGD cover. Application submitted to ECGD.

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
SINGAPORE	68 Singapore Metro Mass Transit Met Cam, GEC, Hawker Siddeley, and others including civil engineers Nuttalls, Marples Ridgeway/Fairclough, Cementation.	500 (approx)		UK firms prequalified for Stage 1 E&M contracts. Westinghouse for Signals contract; GEC subcontractors for signals contract; Met Cam for rolling stock. Some civil contracts awarded to Japanese and French. Nuttalls and Kier/Lilley have still to bid.	Foreign Sec visited in Jan/Feb 82. SOS/Transport raised during visit Jan 1983. Minister for Industry visited Jan 84.	Japan, France, USA, Canada.	-
	69 Expansion/modernisation of oil refinery. Bechtel (UK)	133 (\$200)	Uncertain	Bid in preparation	-	-	No approach to ECGD.
	70 Submarine Cable System between Singapore, Hong Kong and Taiwan. STC PLC	175 approx	Uncertain	Tender evaluation awaited	-	USA, France, Japan	ECGD support indicat
	71 >30KV and 66KV Super-tension Cables BICC Super-tension Cables Ltd	75	Imminent	BICC expect to be awarded the contract.	-	USA, France, Japan	ECGD support indicat
	72 Teleview Aragon International Ltd	100	Decision on trial. Public Service 2 years.	Singapore (TAS) have suspended negotiations with French competitor. Aragon have signed MOU.	Naised by Sim Kee Hoon in meeting with Mr Baker	France	OFF
SCOUTS KOREA	73 Second Integrated Steel Mill. Davy McKee, Babcock, British Steel Corporation. (Overseas Services Consultancy).	approx 60	Several contracts- December 1983 to mid-1984	Davy have letter of intent for iron and steel making contract. Babcocks bidding for materials handling contract Award early 1984. Air products invited to bid for oxygen plant.	Mentioned by LPS and SOS(T) in visits to Korea in Jan/Feb 82 and also by MOG(1) in visit to Korea in June 1982. Also raised by SOS (Transport) in visit in Jan 1983. Letter from SOS(T) to Commerce Minister, December 1983	Japan, US and W Germany bidding against Davy. Competition on other contracts not known but likely to include Japan.	OFF to Davy
	74 Seoul Sewage Treatment Plant Amec Croxson Babcock Siron Bertley John Taylor Watson Hewkley	67	March 1984	UK chosen instrument proposed to the Koreans.	-	France, Japan	-
TAIWAN	75 Taipei Metro GEC; Hawker Siddeley; Balfour Beatty and Met Cam are all interested. Freeman Fox leading the British Mass Transit	100+	Tenders likely to be issued 1984 following elections.	Initial design study has been carried out by UK consultants. GEC, BS, Met Cam, hope to bid for hardware contracts in long term.	-	France	OFF support to consultants being provided.
	76 2 x 950kw Turbine Generators for nuclear units 7 and 8 for Taiwan Power Company. NRI Parsons	79	Construction Group	Contract signed in May 1982, but approval of Taiwan authorities was withheld. Project might be revived next year.	-	-	ECGD buyer credit cover agreed and maintained pending Govt approval.
THAILAND	77 Laeb, Chaleng Port Pauling Tarmac with Swedish firm	150 (Stage 1:57)	1983	Thai Cabinet approval given. Thais have sought bids from UK (Paulings) and Germans. Japanese offering aid for project and expected to make strong bids. Tarmac (UK) have also expressed interest in project.	PM and MPT have raised with Thai Ministers during recent visits. Foreign and Commonwealth - Sec visited in Jan/Feb 82 accompanied by businessmen. FUSE (Transport) raised in visit Nov 82.	Japan, Holland, West Germany.	OFF, ATP support to match Germany and Japan under consideration in CGA ECGD indicated suppo let come let served basis July 1983.

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT EM	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
THAILAND (Cont'd)	78 Bangkok Metro Metro Cassell Baker Siddeley GEC, Kier, Costain	200	1983/84	Prequalifying application on basis of concession operation called for. BS have expressed interest albeit not for operating concession.	RFT raised with Thai Ministers. Foreign and Commonwealth Sec visited in Jan/Feb 82, accompanied by 8 leading businessmen.	Japan, France, W Germany	-
	79 Don Muang Airport Tarmac	95 Phases I & II	Unknown	Extension of the existing airport at Don Muang is now being considered as more feasible alternative to the new Cobra Swamp Airport.	Mr Baker met the Thai Communications Minister in November 1983	-	-
	80 Extension to Oil Refinery at Srilachon Joint venture: Davy McKee and Technip, France Stirechs	300	-	Contract signed April 1982 subject to arrangement of finance. Following protracted and inconclusive negotiations with the banks, Thai Govt withdrew their mandate and stated it intended to go out to international tender. In an effort to encourage the Thais to continue and save the contracts ATP offer made to Thais in concert with French offer of sized credit.	Ministers have agreed initiating mixed credit.	Strong international competition if thrown open to tendering. In such event little prospect of UK retaining the business.	ATP offer. ECGD indication issued May 1982
	81 300 mw combined cycle gas turbine station (north east Thailand)	80	-	JBE are attempting to obtain a negotiated contract with EGAT. A free feasibility study is being carried out by Axbank Preece.	-	-	ECGD of ATP likely to be required
	82 National Fertiliser Complex Davy McKee/Humphreys and Glasgow	140	Mid 1984	Outcome of pre-qualification awaited. Both Davy and BMG propose to bid in consortium with Japanese and Spanish suppliers. Competition is likely to be intense.	-	Japan, France	ECGD preliminary indication given on first come, first served basis
<u>INDIAN SUB-CONTINENT</u>							
INDIA	83 Nhava Sheva Port UK consortia led by:- 1) Pauling/Wispey 2) Taylor Woodrow	250	1983	Taylor Woodrow and Pauling short-listed for civil works March 1983. Project to build 6 new berths unofficially approved by World Bank. Contracts to go out to tender shortly.	Raised during Mrs Gandhi's discussions with PM in March 1982. CDOOM Nov 83 IBEC discussions Jan 1984	Korea, Italy, Japan, Netherlands, USA, France, W Germany	ECGD has given a preliminary indication. Partly World Bank financed
	84 Helicopters for ONGC etc Westland Helicopters Ltd	65	Early 1984	India has requested aid for 21 helicopters for ONGC. Treasury/ODA considering in light of complicating factors - eg role of India Air Force. Negotiations continuing.	CDOOM Nov 83	France, USA	Indians seeking aid under regular programme for a proportion A UK appraisal mission likely to visit India Dec 83
	85 Major Hydroelectric Project (previously Dhauliganga) Balfour Beatty Engineering Limited GEC Lazard Brothers Boving and Company	250	Possibly Mid-1984	BE submitted outline proposals based on Dhauliganga scheme but Indian client (NHPC) has now indicated a desire to negotiate a contract on the Kowl Kero hydro-electric project.	-	-	OPF. Aid and NTA and ECGD cover required for implementation stage

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
INDIA (Continued)	86 Durgapur Steel Plant (Modernisation) RSC(OS)	295	1984	UK proposals submitted August 1983. Formal response awaited. Indians still undecided about scope of project.	Mr Parkinson and Mr Channon met Indian Minister of Steel and Mines July 1983. Mr Baker visited plant September 1983. Project raised by PM at meeting with Mrs Gandhi at CROCM and later in letter from PM.	Japan and others interested but Indians have given UK first refusal	Aid package
	87 Hindustan zinc (i) Mine Development (ii) Smelter (iii) Captive Power Station Lurgi/Davy	(i) 40 (ii) 43 (iii) 60	Decision delayed	At Indo/UK Aid Talks in July, GCI asked for 100% bilateral aid for UK imported content of smelter and power station. Lurgi/Davy are front runners for smelter. Power Station would probably be open tender in the UK. GCI have indicated that they wish Canadians to fund the mine.	-	Japan, Australia	Bilateral aid and KTA
	88 Khadia Opencast Coalmine British Mining Consultants	80	-	Khadia is being developed to provide coal for ANPASA B. Contract for ANPASA B still not signed.	-	USA/Morrison Knudsen)	Bilateral aid and Retrospective Terms of Adjustment are available. Preliminary enquiry to EOGD
	89 Nalco Captive Power Plant GEC	140	By 11/3/84	GEC seeking negotiated contract.	PM has written to Mrs Gandhi.	BHEL, India	Aid and EOGD cover offered
	90 Delhi Electricity Master Plan Development GEC/BEI	100	Consultancy imminent	BEI are front runners to win the consultancy contract for the proposed improvement of Delhi's electricity.	-	France, Sweden, Leyteyer (Germany)	OFF agreed in principle
	91 Rihand/Delhi Electricity Transmission Scheme GEC/BEI	120	-	Client NTPC have asked UK to submit a complete package for this 1000 mw DC link and parallel 500 mw AC link at 400 kv. A letter suggesting a meeting to discuss the project (between BEI and client) has been sent to NTPC.	-	USSR	Financial package including aid and EOGD credits
	92 Bombay - UAE Submarine Cable Standard Telephone and Cables	50	delayed	Consultancy phase likely to follow Consultancy and Maintenance Agreement. Technical approval given.	Included at aid talks.	Japan, France	Bilateral aid suggested to Indian
	93 Digital Transmission Studies and Equipment Supply GEC BT	50 first phase 250 potential	Mid 1984 (for studies)	Two part consultancy study by GEC and BT offered to Indians, to be followed by equipment supply including Bombay-Madras digital microwave link (11.5m).	Mr Baker handed over letters to Indian Minister of Communications during visits to Delhi and London in September and October 1983.	France, Japan	Part 1 study £400k. 50% OFF support agreed. Part 2 study £1.6m to be funded from bilateral aid programme (ODA agreement in principle given)

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
INDIA (Continued)	94 Gujarat State Sardar Sarovar (Narsada Dam) Wisepey International	100	Uncertain	Confirmation of Wisepey pre-qualification awaited.	-	-	-
	95 Karnal Refinery Hydrocracker Foster Wheeler Energy Limited	150	-	Project in abeyance pending re-scheduling of major projects.	-	-	-
	96 State of Maharashtra Newsprint Plant Beloit Walsley	50	Mid 1984	-	-	Brazil, USSR, Japan, Finland	ECGD preliminary indication given
	97 Offshore Platforms for Oil and Natural Gas Commission Redpath Norman Long	137		RNL have tendered.	RNL reported to be seeking a meeting at high (possibly Ministerial) level.	Japan, Korea, Italy	To comply with OMCU tender conditions ECGD letter of intent given on 10 year term. Letter of intent extended to 31.12.85
	98 Hazira to Jaipur Gas Pipeline British Steel Corporation British Pipeline Engineers and Contractors Limited	Up to 250	Uncertain	Prequalification bids expected to be invited shortly. SEC intend to bid independently or in collaboration with Canadians or others to supply pipe. A consortium of UK enterprises led by BPEC intend bidding to design and construct the pipeline and are watching closely developments.	-	usual	Aid likely to be sought
PAKISTAN	99 Electrification of Khanewal to Karachi railway line Transmark, GEC, Balfour Beatty	150	1984	Transmark secured feasibility study in 1982. World Bank will need to be involved in implementation. UK involvement will depend on bilateral aid.	-	Italy, Japan, W Germany	Aid and World Bank involvement essential to further progress
SRI LANKA	100 Sasanalawa Hydroelectric Scheme Balfour Beatty GEC Sir Alexander Gibb	188	Mid 1984	SB have almost completed a free appraisal/review study (with CFF support) which is due to be submitted to Sri Lankan authorities in January 1984. SB wish to submit proposals for implementation and finance at the same time but there are major problems about availability of UK export credit.	-	Russia, Japan	UPF Aid (ATP or Bilateral) plus export credits support required for implementation

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
SRI LANKA (Continued)	101 120mw Coal Fired Power Station (Tricomabee) GEC, NEI	70	-	Consideration being given to negotiated contract approach: award unlikely before late 1984. AIP and/or BA may be required. BC for remainder. Free feasibility study offered to Sri Lanka.	-	-	OFF. No approach to EGD, but cover for a project this size will be a problem.
	102 Submarine Cable System Standard Telephones and Cables	80	Uncertain	ETOM represents the Sri Lankan share of 2 sections of the proposed SEA MEWE Cable System. The project evaluation committee have sent out a tender questionnaire. <u>AFRICA</u>	-	France, Japan, USA	EGD preliminary indication given on basis of guarantees from non-Sri Lankan sources.
ALGERIA	103 Bellara (formerly Djel) Engineering and Project Management 1) W S Atkins 2) Davy McKee	50-70 split into phases	Unknown	Project put in abeyance for 9 months since now Bellara; 1st phase ETOM, July 1983.	Included in MPT's brief on visit in September 1981	France	OFF \$50,000
	104 Housing and New Town Planning 20,000 housing units Wimpey) Cementation) British Douglas) Construction McAlpine) Group	600-700	Uncertain	Contract for design of 2,000 units signed and proceeding smoothly. Construction contract worth around 100m for this under negotiation with signature expected late 1983/early 1984.	MPT visited Algiers 9-11 October 1981 to sign MOU. Minister for Housing and Construction visited Algeria end October 1982 inter-alia to head official negotiations.	Worldwide negotiated contract likely	EGD backed loan. Increased market limit agreed by EGD.
ANGOLA	105 Takala Offshore Oilfield development Operator: Galf Oil	US \$125m	Uncertain	Awaiting call for tenders	-	USA, France, FRG	In principle agreement to EGD backing
	106 Construction of 300 bed hotel in Luanda Costain International	67	Uncertain	Costain have presented proposals. No reaction as yet, and no progress.	-	France	Initial approach to EGD.
CAMEROON	107 LNG Project Davy McKee	Several hundred million	Uncertain	Status uncertain	-	France	-
GABON	108 Feeder roads project connecting Libreville and Port Gentil to Trans Gabonese Railway. Taylor Woodrow/Wimpey	80-100	Uncertain	Proposals submitted March 1983 under evaluation.	Gabonese Minister for Transportation invited to UK.	-	OFF support
IVORY COAST	109 Abidjan International Airport Fleacey Airports.	80 (Stage II)	Not yet known	Fleacey were awarded Stage I contract value £26m and Stage II studies for design of terminal building. It is expected that a total package will be required to complete the development but time- scale dependent on improved economic situation. President Houphouet Boigny told the PM on 27 July that the new airport be British built.	-	France	OFF support for first time contract.

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
LIBYA	110 Civil International Airport The Anglo/Swedish Construction Co Ltd.	71	Not known	Tenders under consideration.	-	-	Joint venture with Ab Skanska of Sweden.
LIBYA	111 Tripoli Airport - aircraft maintenance hangars. Fairclough International	150	Uncertain	Project a priority but implementation delayed due to Libyan economic problems. Project may begin to move again 2nd quarter 1984 when new development budgets approved.	-	W Germany and Netherlands.	OPF supported
	112 Broadcasting Stations Network. Marconi Communications Systems.	210	Uncertain	MCS have submitted a turnkey bid. Evaluation repeatedly postponed due to Libyan economic difficulties.	-		
	113 Zweru Aluminium Smelter. George Wimpey Int	60	1983/84	US firm Kaiser Engineering have won main contract but Wimpey seeking contracts for engineering works and construction of pot lines. Lord Selodon is trying to enlarge the UK scope of the project.	-	West Germany, Italy	Credit now requested by Libya.
	114 Misrata Steelworks Consultancy BSC(OS) Ltd. Possibly Ingersoll	85	Expected early 1984.	SSG letter of intent September 1982 sent to BSC(OS) Ltd. CV \$25m. Letter of intent extended to February 1984. Ingersoll have a \$5.2m sub-contract with Krupp (GFE). Cover being considered under	-	Italy	BSC awarded OPF as Ingersoll still unsure whether they would bid cover being considered under a SSG.
NIGERIA	115 National Assembly Building at Abuja. Taylor Woodrow International.	80-115	Uncertain	Although project is of a high priority tenders are unlikely to be issued in the near future.	PM sent letter to President Shagari of Nigeria handed over by Minister for Housing (DOE) who also supported project during own visit.	France	OPF assistance provided for Taylor Woodrow \$44,800, \$300m line of credit offered back by ECGB.
	116 (Oil) Products Pipeline and Depots. Fell Frischmann Offshore	110	-	Economic and technical studies to be completed shortly, which FF hope will help them to win detailed engineering design and construction supervision contracts. Matters very slow moving.	-	-	ECGB cover position under review.
	117 Escravos to Lagos Gas Pipeline. British Pipeline Engineers and Contractors Ltd. International Management and Engineering Group Ltd in consortium with Russian and West German firms.	350	Early 1984	Bids still being evaluated 1st of 3 part contract awarded to Italian consortium.	-	France, West Germany, Netherlands, Italy, Japan, USA.	ECGB cover position under review.

COUNTRY	PROJECT/UK INVOLVEMENT	UK COMMENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
118	Port Harcourt Oil Refinery Foster Wheeler Energy Ltd M W Kellog Ltd Klockner Industrial Plants Ltd in J/V with two Japanese firms. Lawson UK Ltd.	Up to 200	Uncertain	Uncertain	-	Japan, USA, Netherlands Italy, France	EGGD cover position under review.
119	Oji River 2x60 mw Power Station and associated coal mine development.	556	-	Consortium and Nigerians now considering fresh approach.	1981 MPT delivered. Aide Memoire 1982 PUSC Department of Energy signed MOU with Nigerians. Mr Baker letters 25/2/83 and June 83 to Nigerian Minister of Mines and Power.	-	OPF EGGD cover.
120	Open University of Nigeria. Possible UK consortium of De-Brant Joyce, British Council, BBC Post and Open University UK.	500 potential	F.S Commercial 10.81 May lead to management/ design Warwick contracts in 83.	De Brant and Pent Marwick leading feasibility study with contribution from other possible consortium members. UK's lead in distance learning techniques puts in a strong position for subsequent contracts. Initial operation design study has been submitted.	May be required later.	USA, France	Initial OPF assistance offered £9,000
121	Flata Steel Plant Davy McKee	500-800	Uncertain	Nigerians have yet to take a final decision on whether or not to proceed with the project. Davy forming a consortium with Kobe Steel Japan.	-	Not Known	-
122	Aluminium Smelter BSCL	400-500	Uncertain	W S Atkins (UK) have submitted a feasibility study. BSCL interested in main contract but Nigerians still to decide whether to proceed.	-	Kaiser (USA or UK)	-
123	New Mint, Abuja and associated complex (ie generating plant and housing units) De la Rue	Potential 155-145	Uncertain	No further movement	-	-	-
124	Shopping Centre at Abuja. Morgan Greenfell (Bankers) Norman Roche (consultancy) Taylor Woodrow International.	100	Uncertain	New Nigerian priority project list expected shortly.	-	-	OPF assistance provided for Taylor Woodrow £44,810.
125	Hotel Office Block and Market. Aprofim.	80	Uncertain	Bid submitted.	-	France, Switzerland	EGGD under consideration.
126	Petrochemical Complex Phase II Davy McKee, Sin Chem, Babcock Woodall-Deckham JBE Co Ltd.	Substantial	Uncertain	Foster Wheeler (UK) awarded project management contract. First contract for ethylene Plant likely to be awarded early 1984. UK companies are in the running for other plants.	-	World wide Japanese keenly interested.	-

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
	127 Water supply scheme in Kano, state. Hawker Siddeley	60	-	BE Water Engineering signed a contract with Kano state Government in June 1983 for water supply to 84 villages. The signed contract is worth £18m and became effective on 30 June 1983. The remainder of the project to supply water to a further 191 villages is expected in the near future bringing overall value to £71m	-	Not known	OPF support
SOUTH AFRICA	128 Leche Power Station Turbines, boilers, cooling equipment and associate auxiliary plant for 6x600kw series of power stations. Babcock Power Ltd - Boilers. GEC ; Turbines.	700	Uncertain.	Tenders expected soon	-	Japan, FRG, USA	ECGD indication given without commitment subject to cover being available..
SUDAN	129 Jonglei Canal Cementation International.	50	Uncertain.	Awaiting outcome of possible EDF support. OPF and ATP under consideration.	None	-	
TUNISIA	130 Sulphuric, Phosphoric Acid Plants at La Sghira. Sin Chem.	70	End 1983	Final bid evaluation taking place. Strong competition from France, Japan. Decision imminent.	Mr Rees discussed project during his visit in December 1982. Minister of State FCO lobbied during visit to Tunisia April 1983.	Japan, France.	ATP agreed OPF agreed.
ZIMBABWE	131 Salisbury/Gwelo Mainline Railway Electrification Stage II GEC, Hawker Siddeley, Helfour Beatty	100	Decision to proceed awaited.	Although UK group hoped to negotiate contract international tendering now seems likely. Prospect of early commencement unlikely. No developments since October 1982.	Lord Carrington pressed UK interests during visit in February 1982.	50 cycle group (European), USA, Canada.	Aid will be necessary.
	132 Extension to Kariba South Hydroelectric Power Station. Helfour Beatty GEC Bovings Sir Alexander Gibb.	65	Uncertain.	Disagreement between Zimbabwe and Zambia on future of project has caused considerable delay and several attempts to secure a negotiated contract for UK have been unsuccessful. Project may be implemented in 3-4 years. Post and BE are monitoring developments.	-	France, Canada, Sweden, FRG.	OPF refused for earlier preemptive bid. ECGD indication given priority.
	133 Chisusbanje Irrigation Taylor Woodrow International	60	June 1984	Discussions being held between Taylor Woodrow and Zimbabwe Government.	-	Romania	-
	134 Air Zimbabwe Viscount Replacement. British Aerospace, Holle Royce.	80	-	BAC have been informed of terms. ECGD would be prepared to consider, but have been warned that limit on cover for this market is limited. Unlikely to be sufficient to accommodate this prospect.	-	Boeing, Fokker.	-

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
ZIMBABWE Contd.	135 Zimco Development Programme which includes Sinter Plant, casting plants to a Rolling Mill.	67-84	Uncertain	Draft development plan being prepared for approval by the Government. No development since 1982. LATIN AMERICA, CARIBBEAN	-	Austria, FRG.	-
BRAZIL	136 Coal Gasification Babcock Woodell Duckham.	Possibly up to 120.	-		-	Germany.	OPF.
CHILE	137 Tacopilla Power Station new or second-hand (depending on negotiations with customer). British Electrical International, Northern Engineering Industries.	50-55	Probably April 1984.	Tender submitted March 1983 for second-hand station. BEL/NEL discussing whether to submit bid for new power station.	-	-	Original EOGD indicating has lapse due to review of Chilean economic outlook.
COLOMBIA	138 Bogota Mass Transit Hawker Siddeley, GEC and Met Cas	50+	Uncertain but possibly 1984.	Colombian Government decision awaited on speed of implementation. French/Spanish feasibility study completed.	-	France, Spain, Colombia, West Germany, Belgium, USA.	OPF sought for feasibility study by HS. No application for EOGD support.
	139 Medellin Mass Transit GEC/Met Cas/Italy/West Germany; Hawker Siddeley/Canada (consortia)	250	Tender issue end February 1983 Award Jan 1984.	Joint GEC/Met Cas bid, GEC with Met Cas, HS (Canada) with HS (UK), have prequalified. ATP granted for GEC. ATP available to HS UK if Canadians offered aid. Contract award to Spanish - West Germany group likely. GEC are considering whether to take further action over certain aspects of the adjudication process.	MPT visited head of Metro Authority September 1983.	France and others, West Germany, Belgium, Canada, Spain, Italy, Brazil.	ATP agreed to match competition.
MEXICO	140 High speed (100 mph) suburban railway link from Toluca Necaxtlan to link with Mexico City Metro GEC	90	Unknown.	GEC engaged to undertake feasibility study August 1982. Study now completed and being discussed by Mexican authorities.	-	Japan, West Germany, France.	OPF, for feasibility study.
PANAMA	141 Coal Gasification/Methanol complex at Chiriqui, Granada Humphreys and Glasgow.	Study 1950,000	Uncertain.	Humphreys and Glasgow evaluating GEC slagging gasifier as part of a larger study. Project not likely to proceed until finance raised.	-	-	OPF agreed to H&G to part finance part of study.
PERU II	142 Development of 4 sugar estates and Refineries in Selva Region Tate and Lyle - Agri business.	140	Imminent	Feasibility study to commence shortly. Site has been agreed.	MPT negotiated with the PM Ulica the terms of UK assistance during his visit to Lima 7.81 nominating T&L as the company to undertake the FS - confirmed by letter. Memorandum of Understanding between Peruvian and UK Governments signed on 4 February 1983 to comply with Peruvian regulation.	-	OPF for FS assistance of £150,000. All Peruvian cases are in abeyance due to debt re-scheduling non availability of EOGD M/LT cover.

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT EM	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
PERU Contd.	143 Los Olmos Hydro Electricity and Irrigation Scheme in Northern Peru. Tarmac International Wispay International.	140	Timescale under discussion.	There have been no developments on the project for sometime. Wispay International and Tarmac Overseas (in competition) were on list of prequalified bidders published in May 1983.	Tarmac accompanied Mr Parkinson on his visit to Peru when project was discussed with Ministers.	Negotiated contract is hoped for.	Probably credit from Sweden, UK, Brazil and USSR. All Peruvian cases are in abeyance due to debt re-schedule non-availability of ECGB M/LT cover.
	144 Montana Sheque Water Supply and Hydro Projects Binnie and Partners	100	Uncertain	Binnie and Partners leading international consortium for final design and tender stages. Bechtel of USA hope to win management consultancy opportunities in equipment supply. Committee set up end 1982 to determine if project still necessary. Tender design work continues independent of committee investigations.	-	Complementary rather than competitive bids.	All Peruvian cases are in abeyance due to debt re-schedule non-availability of ECGB M/LT cover.
URUGUAY	145 Combined Cycle Thermal Power Station John Brown Engineering	Total Content approx US\$100m	Not known	As application for ECGB cover on national interest grounds was turned down by the Treasury but it is possible JSE will challenge this decision.	-	-	-
VENEZUELA	146 Orinoco River Bridge Cleveland Redpath Mabey and Johnson Thos Storey	50	Unknown	No early decision to proceed likely	-	Japan, West Germany	ECGB cover suspended.
	147 Bauxite Conveyor System Cable Belt Hobcock Dowty Menz Strathclyde Anderson	70	Uncertain	Four UK companies have submitted pre-qualification bids. Cable Belt are front runners. Project now on ice until finance available.	-	Italy, France, West Germany, Japan USA, Canada	ECGB cover suspended.
	148 Corpoven Gas Pipeline British Pipeline Engineers and Contractors Ltd, Primes, IPRI, GEC, Morgan Grenfell	Could be very large	Uncertain	Despite possibility that projects initial development could be financed from Corpoven's internal resources it remains doubtful that it will go ahead given Venezuela's current external debt problems.	-	France	ECGB cover suspended.
TRINIDAD AND TOBAGO	149 Eastern Main Road Sewerage Scheme Bivater Shellbear	120	Sometime in 1984	Has been mooted since 1981	-	-	ECGB support indicated when discussions began in 1981. A fresh application would now have to be made to determine what assistance may be available.

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
				<u>NORTH AMERICA</u>			
Canada	150 6 X A310 Aircraft for Westair British Aerospace (Airbus Industrie)	66	25 March 1981	Deferred delivery to 1985-87. EOGD cover agreed, but there are problems on loan security.	-	USA	Normal terms.
USA	151 Coal Gasification Slagging Gasifier Consortium Babcock Woodhall Luckham British Gas and BGC.	200	Bid submission March 1984	Consortium has reached off take agreement with Georgia Pacific Corporation. Consortium now preparing bid to put to US Synthetic Fuels Corporation.	-	USA	EOGD not approached for support.
	152 Mojave Desert OED thermal Energy Development (Up to 125 Mw).	60 approx	Possibly 1984	-	-	-	OPF
	153 New Jersey Waste Fired Energy Project Balfour Beatty.	60	Possibly 1984	-	-	-	OPF
	154 Development and Manufacture of Engine Nozzelles and Turbine Assemblies for New Gulfstream IV Corporate jet. Lucas Aerospace.	74	2-3 months	Lucas have been shortlisted with 2 or 3 other companies from USA.	-	-	EOGD support indicated.
	155 Design and Construction of office accommodation Boris International.	80	-	-	-	-	EOGD support indicated.
				<u>EUROPE</u>			
GREECE	156 Railway Modernisation A number of UK companies.	120	Tender Issue 1983	Attempted negotiation by a UK group at an earlier stage. Project proceeding slowly in stages.	Minister of State FCO supported during visit to Athens - January 1983.	European	OPF for feasibility study
	157 Megalopolis Power Station Unit IV (1X300 MW lignite fire) NEI GEC, Babcock Power.	375 approx	-	Tender invitation stage due in November 1983 award likely spring 1984.	-	-	-
HUNGARY	158 Trans-Hungarian Gas Pipeline M W Kellogg Ltd (leading) in consortium with Couper Hold Ltd and Willbros (Overseas) Ltd.	240	Uncertain	Revised bids (submitted on 30 June 1983) evaluation delayed because contract dependent upon end use agreement with Italians over purchase of gas.	UK firm's bid supported by MFI during visit to Hungary in October 1982 and by the Foreign Sec during his visit in September 1983.	FRG, France, Italy Japan, Netherlands USA, Austria	OPF £67,000

COUNTRY	PROJECT/UK INVOLVEMENT?	UK CONTENT EM	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
ITALY	159 7 X A300 Airbus Aircraft and spares for Alitalia British Aerospace (Airbus Industrie)	65	Unknown	ECGD cover agreed. Negotiations continuing slowly.	-	USA	Normal terms.
LUXEMBOURG	160 Two Satellites for direct broadcast TV system.	54	-	On short list	-	France, USA	Normal terms.
PORTUGAL	161 Extension to Lisbon Metro Howden/Laing/URS led UK consortium	60	Early 1984	Metropolitans working with UK group on proposals	SOE(T) raised October 1982	France, West Germany	OPF
	162 Digital Exchange Project System X Flesney	20	-	Several systems (including System X) have been recommended by CCT to Ministers as technically suitable. Award of contract will be made on attractiveness of politico-economic package offered. No invitations to tender have been issued but Flesney have been included in group of companies invited to supply trial exchanges for evaluation.			
SWITZERLAND	163 8 X A300/310 Airbus Aircraft for Swissair British Aerospace (Airbus Industrie)	55	15 March 1979	Four aircraft have been delivered since March 1983 when support agreement was signed - balance will be delivered end January 1986.	-	USA	Normal terms.
TURKEY	164 Ataturk Dam (Civil Works) Wimpey (in joint venture with Hochtief of West Germany)	367	Uncertain	Because of financing problems, the link with Wimpey/Hochtief as chosen contractor for the dam construction was severed by an official decree in August 1972. This is now open to international and local bidders. Wimpey have prequalified, contracts for tunnelling etc are underway.	-	Not known	OPF ECGD cover limited. ATP not feasible.
USSR	165 Tropic Gas Treatment Plant Davy McKee (London) Ltd	176-266	March 1984	Bid submitted April 1983. Commercial discussions being held.	MPT referred to British interest in this project at 10th British Soviet Joint Commission September 1983 company represented on UK delegation at 11th Session May 1983.	France, Italy, FRG, Japan	OPF £187,000 ECGD credit offered.
	166 Synthetic Protein Plant John Brown Engineers and Constructors Ltd (Using ICI licence)	100 including licence fee	early 1985	Full fixed price proposals submitted by company in April 1983. Negotiations continuing	MPT support for John Brown/ICI project during meeting with Soviet Deputy Prime Minister in October 1983. Company represented at 11th British Soviet Joint Commission, May 1983.	Not specified.	ECGD cover approved in principle.



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Trade

10 DOWNING STREET

From the Private Secretary

17 October 1983

The Prime Minister has noted the contents of your letter of 10 October with which you enclosed the Sixth EX(O) Report on prospects for major contracts in the civil overseas projects field.

A. J. COLES

Miss Ruth Thompson,
Department of Trade and Industry.

HL



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✓ CC NO

JP4451

PSecretary of State for Trade and Industry

10 October 1983

John Coles Esq
Private Secretary to the
Prime Minister
10 Downing Street
LONDON
SW1

Prime Minister

To be aware.

[Handwritten signature]

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Dear John,

MAJOR PROJECT REPORT

... I attach the Sixth EX(O) Report to the Prime Minister on prospects for major contracts (those with a potential UK value of £50m or more) in the civil overseas projects field. The Report reflects the position in August.

2 Major successes reported since the Fifth EX(O) Report include:

<u>Project</u>	<u>UK Contractors</u>	<u>Basis of success claimed</u>	<u>UK Value £m</u>
<u>Civil Hospital Qnan</u>	<u>Wimpey International</u> in consortium with UK firms.	Omani Government has issued Letter of Intent	60 at least (could be considerably more)
<u>Pulau Seraya Power Station, Singapore</u>	<u>NEI Parsons</u>	Contract signed August 1983	70
<u>Gongola Water Supply Scheme, Nigeria</u>	Contract assigned to Aprofim (UK) with a main sub-contract to Patterson Candy International	Contract	55
			<u>185</u>



3 On the other side of the ledger, the following project opportunities listed in the Fifth EX(O) Report have been reported as lost to competition:

<u>Project</u>	<u>Successful Bidder</u>	<u>Reasons for failure, (if known)</u>
4x350mw Turbo Generators for Stanwell Power Station, Queensland, Australia	Japanese firm	Japanese offered <u>best price.</u>
Busan Metro South Korea	Japanese firm	Japanese offered <u>best price</u>
System X Project India	French firm	<u>Indians preferred the French package</u>
Rod Mill for Visakhapatnam steel project, India	Schloemann-Siemag W Germany	<u>Germans offered best price</u>
Power Station C (Khutala), South Africa Dry cooling equipment.	D B Thermal of South Africa	<u>South Africans offered best price</u>
Equipment for potash mine at Soligorsh, USSR	W German firm	<u>W Germans offered best price</u>

4 As you will note, the majority of these overseas projects has been lost on the issue of pricing. However, in several cases - notably the Stanwell Power Station (Australia) and the Soligorsh Potash Mine (USSR) - we have it on good authority that some form of covert concessionary financial support was used to help clinch these contracts. This is a growing feature of the increasingly fierce competition for overseas projects which is intensified by deteriorating trading conditions, particularly in developing markets. The cancellation or postponement of some 20 projects since the last EX(O) report reflects the financial difficulties currently being experienced by a number of developing countries.

5 I am copying this letter to the Private Secretaries of Ministers whose Departments are regular participants in EX(O) and to Richard Hatfield, (Cabinet Office).

Yours sincerely,
Ruth Thompson
RUTH THOMPSON
Private Secretary

MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 6, SEPTEMBER 1985

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT %	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
				MIDDLE EAST			
Bahrain	1 Flat Steel Plant. Davy McKee. (Iron and Steel)	Feasibility Study - £900,000 Project - 450	Uncertain	Drop in oil price has affected confidence resulting in a delay in decision on this project.	-	Kobe (Japan) Germany, Austria, France.	OPF for study.
	2 Aluminium Rolling Mill. Loezy Robertson Davy McKee	50	1983/1984	The client has issued a letter of intent to a compromise candidate, (Kobe of Japan). Davy are hoping (so far in vain) to collaborate with Kobe.	Prime Minister sent message to Bahrain PM January 1985	IMI (Japan)	Preliminary enquiry to ECOD. Normal buyer credit.
	3 Arabian Gulf University Shepherd Robson	Unknown but 300-400 (1981 prices)	Contract to be phased in stages. Invitation for construction contracts will go out towards the end of 1985.	Shepherd Robson have completed the master plan. First design phase - WS Atkins and Partners (UK); Main Academic Building - (Consultancy) Kenzo Tsuge (Japan); Architectural design - TRM International (UK); Quantity Surveying - Langdon and Every (UK).	PM briefed to raise during visit 9.81.	France	
Egypt	4 Dakhla Port Wimpey.	50	1983/1984	Prequalifications under way. Dakhla is priority in Egyptian Port Programme. IBRD Loan of \$ 150m available Egyptians putting in \$ 110.2m.	-	Canada and others	-
	5 Cairo Metro "Fixed Systems" contracts (signalling power etc) Baker Siddeley, Cleveland Wedpath	60 - 70 overall; 30 stage I	September 1985	BE bid April 1983, decision still awaited. CB pursuing associated bridging contracts	Overseas Ministerial visit	France	ECOD watching French financial terms. OPF for precontractual
	6 Float Glass Plant Klockner Ind Industrial Plants Ltd	55	Uncertain.	Commercial and technical proposals submitted May 1985; the latter are currently being evaluated. Project unlikely to be won without aid, which UK not in a position to offer.	-	France, W Germany, USA	OPF Application rejected
	7 Ordnance Storage warehouse (200,000m structure) International Military Services Ltd. Sub-Contractors are Dexon Ltd and Cementation Ltd.	65	Uncertain	Project postponed due to Iraq/Iran war (Negotiated contract opportunity)	-	-	ECOD deferred consideration until Iraq/Iran hostilities cease.
	8 Greater Cairo Sewage. Various consortia bidding for UK - funded contracts.	150	Consultants Taylor/Hinsie are completing prequalification.	Sanctification of £100m ECOD-backed loan expected shortly. Tenders under consideration.	All Ministers visiting Egypt have been briefed to raise.	-	£100m ECOD support linked to £5m ODA grant.

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTRACT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Iraq	9 ATC System Marconi Radar	50	Decision thought to be imminent.	Marconi have submitted proposals and discussions with the client are continuing. Project has priority and is being actively studied by a committee.		Elenis (Italy) Thomson CSF (France) Telefunken (W Germany)	OFF support of £160,000
	10 Erbil Airport Scott Wilson Kirkpatrick	Not yet known Project value £120m	Unknown. No provision in 1983 budget for construction costs.	Scott Wilson Kirkpatrick are undertaking design and preparation of contract documents. Client is in no hurry to press ahead with implementation and it is unknown when prequalification of contractors might take place.	-	Not yet known but expected from France, West Germany and Brazil.	-
	11 Baghdad Metro. Group of UK consultants lead by Freeman Fox overseeing project. GEC, Hawker Siddeley, Metro Cammell working together in pursuit of contract. Ove Arup; Mott Hay and Anderson have bid for further design work.	400 potential on equipment (including railcars) - UK potential on civils not known.	Uncertain probably 1984 at earliest	Civil construction and hardware tenders put back at least one year because of Iran/Iraq war and consequent lack of finance. Project looking increasingly likely to suffer long term postponement.	SOS(T) discussed during Joint Commission in Baghdad. Inward mission to UK. Letter of support.	Extensive but not known yet.	OFF support to consultants being provided. OFF agreed for EEM bidders.
	12 Main Line Railway Development. GEC, Hawker Siddeley and other UK railway industry.	Several hundred million	Tenders issued. Bid 9.82.	Main bid by UK consortium of firms forced by BMTI effectively lost. Wimpey may join W Germany and France to pursue jointly. Considerable opportunities for equipment supply. Signalling could be worth £80m.	Ministers agreed to make credit available for let time to Iraq. Overseas visit. Inward mission.	W Germany, Greece, Korea, Brazil, USA, Italy, France	OFF
	13 Oil Pipeline traversing Saudi Arabia to Red Sea. British Pipeline Engineers and Contractors Ltd leading consortium comprising US, French and Dutch companies.	500	Uncertain	Under (Iraqi) political consideration. Saudi attitude remains to be classified.	-	W Germany, Sweden.	-
	14 Dual Fired Boilers for Al Madain 4 x 300mw. Babcock Power Ltd.	82	Uncertain	Babcock bid in joint venture with Thyssen/Brown Boveri. Contract under evaluation.	-	France, Japan, W Germany, Italy.	Max OFF support.
	15 Al Musaiib 4 x 300mw. Dual Fired Power Station GEC - TG NEI - ICL	76	Uncertain	Bid date 1.9.83; UK presence in foreign led consortia: Babcock/Thyssen NEI (ICL) and GEC Contract under evaluation.	-	Japan, France, W Germany, Italy.	Normal EGED buyer credit. Indication given. EUGE support for sub-contract under consideration.
	16 Reinforced concrete. Reservoirs project. Anglo-Overseas Construction Corporation Ltd in joint venture with Lehane McKennie and Shand Ltd, JMW (Ireland) Ltd and Lilley Construction.	55 - 155	Uncertain	Project may be phased over 2-5 years. Bidding is a problem. Iraqis treating as low priority; no progress expected until 1984.		W Germany, France, Japan, India, Korea.	More information required before formal submissions could be made.
Kuwait	17 Mirqab Transportation Centre WS Atkins	100	End 1983	WS Atkins designing Centre. Negotiations on financial matters continuing.	-	Unknown	-

CONFIDENTIAL

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Lebanon	18 Beirut Hospital John Laing.	55	October/November 1983	Lack of ECOD cover. Laings are attempting to raise finance.	None	-	OFF Application Received.
	19 5 x A310 (Airbus) Aircraft and spares for MEA (Middle Eastern Airlines) British Aerospace Airbus Industrie.	76 (£ 85)	-	Discussion still centres on financial security - ECOD's aim being to exclude the risk on Lebanon since cover is not available on this market.	-	USA	Normal terms (ECOD)
	20 Supply of 2 x 165mw generators for power station NEI Parsons.	50	Uncertain.	Award of contracts unlikely until political situation clearer	-	France	Partial initial ECOD support provisionally agreed.
Oman	21 Tank Storage Compound Costain Int Ltd	60	Uncertain.	Indicated 22.4.83 awaiting further information from supplier	Treasury approval obtained to indicate in view of the anticipated increase market limit.	-	-
	22 Design and Construction of Sewage Treatment System at Salalah. George Wimpey Int Ltd.	53	Uncertain.	Support under consideration.	-	-	-
	23 Hotel and Conference Centre. George Wimpey Int.	65	Uncertain.	Indicated 8.7.83	Treasury approval obtained to indicate in view of the anticipated increase in the market limit.	-	-
Qatar	24 Development of North Gas Field and management of proposed LNG Plant. Shell and BP.	Could be very large.	-	BP and CFP (France) invited to form consortium 6.2.83. Formalities being completed. MOU signed July 1983. Substantive negotiations follow.	PM supported BP's interests during her visit to Qatar, Easter 1981. SOS D/En also visited Qatar.	France, FRG and USA.	-
United Arab Emirates (Abu Dhabi)	25 Al Ain Airport Scott Wilson, Kirkpatrick (SWE), Sir Alexander Gibb	Not known but could be substantial (total project 135)	To be let progressively over next two years.	SWE undertook master plan and preliminary design and will be involved in tender evaluations. First contract earthworks - awarded to local company. Contract 2 - electrical and mechanical subject to some delay pending result of a competition to design the terminal building. SWE, Gibb and 9 other firms have been invited to submit designs. Prequalification exercise being undertaken for contract 3 - pavement and services. Closing date for applications 4 August 1983.	MOG I raised this project with President and Abu Dhabi Airport Department during visit 9.81. Nothing promised by Abu Dhabi but there was an apparent understanding that UK could expect to win substantial business if competitive.	Earthworks West Germany France, USA, Italy, Holland.	-
	26 Sadyat Bridge. Wimpey, Fairclough, Cementation Costain.	50	1983	Prequalification October 1982. 12 on final shortlist. UK not included but further 8 bidders now sought.	-	Unknown.	-

CONFIDENTIAL

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT %	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
United Arab Emirates (Abu Dhabi) (Gash'd)	27 Airport/Town Rail Link Transmark	Substantial	Uncertain	Transmark have proposed a 35km high speed rail link between Abu Dhabi, and its International airport in competition with French TGV. No decision to proceed yet taken.	-	France	-
	28 LPG/MIBE Plant Davy McKee	65	Uncertain	Davy are pursuing a negotiated contract. Government decision to proceed with project awaited. emphasis now switched to LPG plant.	-	Japan	OFF offer accepted.
United Arab Emirates (Ghajah)	29 MIBE/Ammonia Plant Davy McKee, Humphreys and Glasgow, Capital Plant International, Wispeys	Not yet known	Uncertain	Foot has learnt that interest has now been shown in an ammonia plant instead of an LPG plant as the latter may have proved too expensive. Several UK companies have been informed.	-	-	-
Saudi Arabia	30 Gulf Railway Transmark	Several hundred	Uncertain	Transmark have proposed a study of a Gulf railway linking Iraq via Kuwait and Saudi Arabia with the Gulf States. Such a railway is amongst plans of the Gulf Co-operation Council but unlikely to go ahead unless Saudis decide in favour of railway solution.	The Prime Minister briefed to raise during her 1981 visit to Kuwait and Bahrain.	-	-
	31 Jeddah/Mecca Railway Transmark, Freeman Fox/Kennedy and Demkin/Halcrow Fox	Several hundred	-	Transmark presented a study of a link between Jeddah and Mecca to Saudi Ministry of Communications in February 1982. Implementation in short term unlikely. Transmark out of favour with new Saudi Ministry and have not been invited to bid for fresh study but other UK group has.	-	Japan, USA	OFF support for study.
	32 Nine General Hospitals Taylor Woodrow leading consortium.	85	Uncertain	Bids for 9 separate tenders (in 3 packages)	-	Worldwide	-
	33 Makkah Sewage Treatment Works (Amco Crooks) Babcock	85	September/October 1983	Tender documents have still not been issued.	-	France, Japan, West Germany, Finland, Sweden, Saudi Arabia, South Korea, Holland	OFF assistance of £86,890
	34 To provide 2 Intelnet 'A' Stations Cable and Wireless (C&W)	Possibly 50+	Award date deferred Possibly some time in 1985	C&W and Mitsubishi on short list in competition. Marconi subcontracted in Mitsubishi group.	-	Japan (with Marconi as sub-contractor)	-
	35 Security Systems Shorrocks Security Systems	51	Closing date not known	Shorrocks have submitted design and plan for project (not a detailed bid) to Saudis for security for 6 airfields. Company well placed.	-	Germany, USA	OFF
	36 Lube Oil Refinery - Jubail George Wimpey, ME and Co Ltd	75	Tender issue delayed and still awaited.	Project's future uncertain pending Saudi rationalisation of all major projects.	-	-	-

CONFIDENTIAL

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK COMPLET %	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Saudi Arabia (Cont'd)	37 PVC/VCM Chemical Complex Sis Chem Ltd	75	Unknown	Bid in preparation. Saudis traditionally pay cash but have requested credit which is being considered by ECGD who are checking what OCTs are prepared to do.	-	USA, Japan, Germany, South Korea	ECGD assistance sought
	38 Oil Pollution Control British Petroleum/Powell Duffryn	100	Uncertain	Phase 1 proposal submitted. Consortium awaiting Saudi definition of needs before submitting phase 2 proposals.	SOS(?) written in support of UK bid. HMS has offered advice, experts, training etc.	None	-
	<u>ASIA, FAR EAST, AUSTRALASIA</u>						
Australia	39 Up to 6 A310 Airbus Aircraft for Qantas British Aerospace (Airbus Industrie)	73 £100	Mid 1984	Slow moving. ECGD cover agreed April 1983. Renewed June 1983.	-	USA	Normal terms
Burma	40 Hydro Project Balfour Beatty Construction Ltd	50	Project at early stage	BB have submitted a proposal for a hydro project to Minister on 1 June 1983. GEC also interested and have submitted a document on various hydro projects.	-	-	-
China	41 Port Handling Equipment Simon Carves	50	Project at early stage	Simon Carves hosted visit of Chinese delegation in December 1982 and signed an MOU with Chinese. 2 Contracts worth £14m awarded to SC - company pursuing remaining contracts.	-	Switzerland, Sweden, Japan, West Germany	OFF
	42 Guangdong Nuclear Power Project GEC (in concert with Framatome)	500	1983/4	MOU signed 26.3.83 in Peking. Likely suppliers Framatome (nuclear) GEC (conventional). Discussions continue.	Ministers including PM have been informed of all significant developments. PM visited China in September 1982 SOS(I) in January 1983. Government to Government discussions in progress.	France, possibly others	ECGD support agreed if UK involvement confirmed.
	43 Guangxi Aluminium Smelter Project British Smelter Construction Limited	225	Uncertain	Pre-feasibility study submitted early 1983	-	Canada, France, Japan	Normal ECGD buyer credit indication given
	44 100 Shearer Loaders for Coal Mining Anderson Strathclyde	77	Uncertain	Pre-Contract decisions	-	France, GFR	ECGD indication given
China/Hong Kong	45 Hong Kong to Guangzhou Highway BSC, British Shipbuilders, Wispey, Cleveland Redpath	60 (stage 1)	1984	Stage 1 involving ferries, road building and minor bridgeworks may go ahead in 1984. Later stages would involve major bridgeworks. Chinese appear keen for UK to be involved.	-	Japan	-

CONFIDENTIAL

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT EM	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Hong Kong	46 Lye Mun Bridge Trafalgar House (Cleveland Roadpath) Mott Hay and Anderson, Taylor Woodrow	60-70	Tenders probable in 1984	Hong Kong Government may invite proposals for box girder bridge across the Channel at Lye Mun. Problem of interference with airport navigation system under study. Report due in mid 1984.	-	Japan, France and others	-
	47 Tuen Mun Light Rail System Several UK firms interested	50+	Decision on project by end 1983 - possible	Met Con interested in conjunction with German firm. Balfour Beatty Hawker Siddeley, GEC and other UK firms also likely to be contenders.	Ministerial visit	Australia, Belgium, Japan, Canada, West Germany, France	OFF. Common line of credit terms agreed by ECOD with Consensus members
	48 Lamia Power Station. Several UK firms interested.	78	Uncertain	Tender bids submitted.	-	Japan	ECOD indication issued.
Indonesia	49 Jabotabek Railway Foster Wheeler, with Hawker Siddeley, Henry Boot, Balfour Beatty, BSC	380	1984	Some elements of project being handled by French and Japanese. Still considerable opportunities for UK. PW planning to bid for Eastern sector.	-	France, West Germany, Japan	OFF agreed. ATP being sought. ECOD has indicated support on a 1st come 1st served basis subject to their being sufficient under Section 2 limit.
	50 Chlorine Caustic Plant/VCM/PVC Sin Chem/ICI in competition with Badgers	85	Uncertain	ICI/Sin Chem have an exclusive negotiative position. Project has escaped recent general outbacks but scope is under review.	MP has met client and written in support.	-	Application received 23/11/82. Under review. ECOD indicated support on 1st come 1st served basis, subject to acceptable security.
	51 Jambu Aye Hydro Electric and Multi-purpose reservoir project. Rendel Williamson Hydro, Kennedy and Donkin, Rendel Parkson, Tereac International, Hawker Siddeley Engineering Power	50	-	Rendel Williamson Hydro and Embassy submitting proposals for free feasibility study on Government to Government basis. Indonesians have accepted in principle but formal approval still awaited.	-	-	OFF. ATP will be required for implementation stage.
	52 Creation of an integrated forestry pulp and viscose fibre industry. Courtaulds Engineering International	50-100	-	Implementation likely to be delayed until next financial year. Study must now await next dry season.	FOO Sec visited in January/February 1982 with 8 leading businessmen.	Austria, USA	OFF for FE assistance of 45% of net cost of the study up to a maximum of £38,700.
	53 Forest Industries Project at Sesejop Parsons and Whittemore Lydden leading consortium	100/200 (implementation)	Contract award expected early 1984	Outcomes of feasibility study awaited before considering OFF on bid for implementation	-	USA, Japan, Canada	OFF under consideration. ECOD indicated support on 1st come 1st served basis.
	54 Mini Oil Refinery Project Davy McKee (London) Limited	125	Uncertain	Delayed because of foreign exchange problems	-	-	-
	55 Sulawesi Pure Pate; Ammonia/Urea Plant Davy McKee (London) Limited	100	Uncertain	Study presented May 1983. Project likely to be affected by Indonesian rescheduling of all capital projects	-	USA, West Germany, Japan	OFF £95,000

CONFIDENTIAL

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Indonesia 56 (Cont'd)	Buralaya 2 x 400mw Thermal Power Station Extension: a) Boilers b) Turbine Generators a) Babcock Power Combination Engineering b) NEI	a) 0 55+ b) 0 58	-	AIP being considered on an "either/or" conditional matching basis of >50% UK content. Indication (ECGD) issued on let case let served basis.	-	America, Canada	AIP £14.5m max and buyer credit. OMA agree to be limited to ECGD buyer credit.
57	Patton 2 x 400mw Thermal Power Station. Klockner Ins Ltd/NEI Ltd	250	-	Very early stages: preliminary discussions with company on possibility of pre-emptive negotiated contract approach.	-	-	-
58	Diesel Generators: a) 5 & 6mw sets Hawker Siddeley. b) 2.5 - 3mw sets Ruston Diesel (GEC) c) 0.5mw sets BS;Pethow Ltd	70 max 80 max 30 max	-	Tenders were under adjudication when these elements were postponed indefinitely; companies now attempting smaller pre-emptive negotiated contracts with possibly slightly improved bid offer. Consideration being given to extending AIP offer for other groups to this contract: award unlikely before 1984.	-	-	AIP £18m maximum
59	Integrated Seamless Tube Plant Davy McKee.	97 overall 135	-	Bid in preparation.	-	-	Preliminary enquiry ECGD - Indication on a let case let served basis.
Japan 60	Sale of BAe 146 Aircraft to TOA. Domestic Airways and further sales to other airlines. British Aerospace	50	Uncertain.	BAe have submitted proposals for commencement of deliveries 83.	SCS(T) mentioned 146 in letter to Mr Shinkawa IPE and SCS(T) raised in visits earlier this year. PM raised via Japanese PM (Zenko Suzuki) on his visit 10.82. No progress since then.	USA	Initial approach to ECGD.
61	6 x A310 or A300 Aircraft and spares Japan airlines. British Aerospace.	78 (UK c/vd 118)	In early negotiations.	Application received/October 1982 ECGD cover agreed November 1982. No further developments.	-	USA	Revised indications by ECGD 1983. Bids still being considered.
Malaysia 62	East Coast Rail Line Taylor Woodrow/BSC.	£1bn.	Decision expected 1984.	Taylor Woodrow forming UK consortium to pursue this major opportunity.	-	-	AIP will be sought.
63	Rural Water and Electricity Supply. Eimster Shellbear, Balfour Beatty, McDonald, Minnie, Watson Hawkeley.	105	Early 1984.	ECGD indicated willingness to support on buyer credit basis in mid-July. UK party currently negotiating with Malaysian Govt.	-	Japan	OSY and ATP cases currently under consideration. BE a'long Japanese Aid and Trade development loan.
64	Petronas 120,000 bpd Oil Refinery. Davy McKee.	566	Uncertain.	Bid in preparation.	-	-	Contract in abeyance; Malaysian Government is re-assessing its oil programs.

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT %	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Malaysia 65 (Cont'd)	Telecommunications and Computer Network. Esans Ltd	190	mid 83	Competition narrowed to Esans and Hughes (USA). Esans' bid 90% compliant, Hughes 70%. Re-bids submitted from both companies mid December. No developments.	-	USA	Buyer Credit sought. OPF agreed.
New Zealand 66	North Island Main Line Electrification. GEC, Hawker Siddalay, M I Engineering.	50	1983	Registration took place in December 1982. GEC, HS bidding separately. Tenders due 18 August 1983. Contract award late 1983. HS and GEC may agree to co-operate on joint package if NZR want this having evaluated bids.	-	Japan, Sweden, USA, France.	Terms agreed with ECED.
67	Tarukey hot and cold Flat Steel Products Plant. Davy McKee.	Offshore content 140-160	Autumn 1983	Davy have put in a bid which is being evaluated. Tenders closed on 4 July 1983.	-	Japan, W Germany.	ECGD have agreed to an 8 1/2 year credit package.
Philippines 68	Iligan Steel Plant Expansion, Stage 2 Davy McKee (Iron and Steel)	124	Imminent	Contractors have a letter of intent for steel-making phase and are negotiating a draft contract. Final negotiations on several aspects. Very active.	FOO(SEC) visited in Jan/Feb 83 accompanied by 8 leading businessmen. Messages and meetings with Mr Rees.	Potentially W Germany, USA, Japan, Sweden, if Davy's negotiations fail.	Total ATP assistance of \$25.2m agreed. Buyer credit support for a loan repayable over 12 years. Cover reserved.
69	San Roque Hydro-Electric Scheme for the National Power Corporation. George Wimpey.	150	Uncertain	Wimpey are actively negotiating. Wimpey are discussing collaboration with the Japanese company Marubeni, but three other Japanese companies also interested in the project. Project delays 6-8 months while fresh studies are made into its feasibility.	Sus(?) raised with Filipino Minister of Energy during latter's visit November 1982.	Sweden, Japan.	ECGD support has been withdrawn because reservation of cover for Davy McKee for the steel-making plant of the Iligan Steel works has meant there is no longer sufficient cover available under Section 2 for this market for other projects.
Papua New Guinea 70	OK Tedi Mine Development Davy McKee	Stage 2 \$400m	Late August	Davy have submitted a proposal for an engineering study of stage II and this project to OTML. Negotiations are going well.	-	-	ATP may be required and a special arrangement re ECGD cover. Preliminary enquiry to ECGD.
Singapore 71	Singapore Metro Mass Transit Met Cam, GEC, Hawker Siddalay, and others including civil engineers Nuttalls, Marples Ridgeway/Fairclough, Cementation.	500	1983	UK firms prequalified for Stage 1 ERM contracts. Westinghouse Signals contract; GSI subcontractors for signals contract; Met Cam for rolling stock. Civil contracts Nuttalls, M Ridgeway, Fairclough, Cementation. Possibly local currency transaction.	Foreign Sec visited in Jan/Feb 82. SOE/Transport raised during visit Jan 1983.	Japan, France, USA, Canada.	-
72	Expansion/Modernisation and oil refinery. Bechtel (UK)	155 (\$700)	Uncertain	Bid in preparation	-	-	Preliminary enquiry to ECGD.

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Singapore (Cont'd) 73	Television Aragon International Ltd	100	Decision on trial imminent. Public service 2 years.	Singapore (TAS) have suspended negotiations with French competitor. Aragon have signed MOU which should lead to field trials early 83.	Raised by Sir Kee Boon in meeting with Mr Baker.	France	OFF
South Korea 74	Second Integrated Steel Mill. Davy McKee, Babcock, British Steel Corporation. (Overseas Services Consultancy).	400	Mid 1984	Still awaiting issue of tenders now expected shortly.	Mentioned by LPS and SOS(T) in visits to Korea in Jan/Feb 82 and also by MGS(I) in visit to Korea in June 1982. Also raised by SOS (Transport) in visit in Jan 1983.	Not known, but probably Japan, USA.	OFF requested by Davy McKee.
75	Seoul Sewage Treatment Plant. Babcock International.	Uncertain likely to be excess of \$50m.	Phase 1 - 1982-7 Phase 2 - 1984-8	Discussions between the UK interested parties are continuing in respect of Phase 2. Possibility of UK chosen instrument status.	-	France, Japan.	ECGD or ATP assistance.
76	6000 HPED grass roots. Petroleum refining facilities for the Hukdong Oil Co Ltd. Badger Ltd	67	Uncertain	Awaiting outcome of tendered bids. The French are supporting 10 years. ECGD are awaiting information from Japanese on terms. Japan and France have supported 10 years in the past. Japan stated recently that 8 1/2 years would be applied if contract signed after 2.7.83.	-	France, Japan.	ELD supporting 80% of the UK, EEC and foreign elements of the project, repayable over 8 years from commissioning. ECGD also indicating support for Yen financing at 5.9% rate.
77	2 x 100mw Turbine Generators for nuclear units 788 for Taiwan Power Company. MKI Parsons	79	May 82	Although contract has been signed Government approval is still awaited in order to make it effective. Approval is now expected by September 1983.	-	-	ECGD buyer credit cover agreed and maintained pending Government approval.
Taiwan 78	Taipei Metro GEC; Hawker Siddeley; Balfour Beatty and Met Con are all interested. Freesan Fox leading the British Mass Transit Consultants Group.	100+	Tenders likely to be issued 1984.	Initial design study has been carried out by UK consultants. GEC, HS, Met Con, hope to bid for hardware contracts in long term.	-	France	OFF support to consultants being provided.
Thailand 79	Laem Chabang Port Pauling Tarmac with Swedish firm	150 (Stage 1:57)	1983	Thai Cabinet approval given. Thais have sought bids from UK (Paulings) and German. Japanese offering aid for project and expected to make strong bids. Tarmac (UK) have also expressed interest in project.	PM and MPT have raised with Thai Ministers during recent visits. Foreign and Commonwealth - Sec visited in Jan/Feb 82 accompanied by businessmen. FGSS (Transport) raised in visit Nov 82.	Japan, Holland, West Germany.	OFF, ATP support to match Germany and Japan applied for. ECGD indicated support but some let served basis July 1983
80	Bangkok Metro Metro Cammell, Hawker Siddeley, GEC, Kier, Costain	200	1983/4	Prequalifying applications on basis of concession operation called for. HS have expressed interest albeit not on an operating concession basis.	MPT raised with Thai Ministers. Foreign and Commonwealth Sec visited in Jan/Feb 83, accompanied by 8 leading businessmen.	Japan, France, W Germany.	-

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT %	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Thailand (Cont'd)	81 300mw combined Cycle Gas Turbine Station (NE Thailand) John Brown Engineering Ltd.	80	-	JBE are attempting to obtain a negotiated contract with EGAT. Offered feasibility study has been accepted and should begin shortly.	-	-	EGAT ATP likely to be required. JBE have applied for OFF assistance of £164,000.
	82 Nong Sga Hoo (Cobra Swamp) airport. GSE/UKAG	170	Unknown	Consultancy awarded to Dutch February 83. Subsequently announced May 83 project will be implemented urgently on turnkey basis. Not yet known when invitations to bid will issue.	FCO Sec visited in Jan/Feb 82 accompanied by 8 leading businessmen. Briefing also provided for all recent Ministerial visitors.	-	OFF support for consultancy stage.
	83 Extension to Oil Refinery at Suiyacha Joint Venture: Davy McKee and Technip, France.	300	-	Contract was signed in April 1982, but Thai Government has so far not ratified it. Ratification is expected in September 1983, but Thais may be having second thoughts about the contract.	-	-	Financial arrangement to be settled.
India	84 Nhava Sheva Port UK consortium led by 1) Pauling/Wispey 2) Taylor Woodrow	250	1983	<u>INDIAN SUBCONTINENT</u> Taylor Woodrow and Pauling short-listed for civil works March 83. Project to build 3 new berths unofficially approved by World Bank but work delayed until economic situation improves.	Revised during Mrs Gandhi's discussions with PM in March 82.	Korea, Italy, Japan, Netherlands, USA, France, & Germany.	Kleinwort Benson has approached EGAT on behalf of Paulings. EGAT has given a preliminary indication
	85 Baitari (Orissa) Steel Plant. BSC (OS) leading Babcock, Cleveland, Redpath, Davy, GEC.	650	End 1983	Project now unlikely to go ahead in foreseeable future due to Indian resource problems.	Revised during PM's meeting with Mrs Gandhi in September 1983. Mr Seen hosted lunch for Indian team. Mr Parkinson and Mr Channon met India Minister for Steel and Mines July 1983.	Germany, Japan	Special aid agreed.
	86 Durgapur Steel Plant (Modernisation) BSC(OS) leading Babcock, Cleveland, Redpath, Davy, GEC.	410	End 1983	Project now live. UK to make proposals to Indians by end August 1983	Mr Parkinson and Mr Channon met India Minister for Steel and Mines July 1983.	Japan and others interested but Indians have given UK first refusal.	Aid package under consideration.
	87 Boilers for Ramagundam Power Station Babcock Power Ltd	126	By end 1983	On basis of World Bank finance, Babcock are highest bidder on price but they have now submitted a revised bid. Babcock now expect to be invited for contract negotiations with client NTPC on a commercial basis. Some UK aid input may be considered to help financing problems. It is believed that export finance will be required if Babcocks are successful - credit insurance will be sought.	-	USA, Italy and Indian local contractor	Mixed credit input under consideration if necessary.

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
India (Cont'd)	88 Bandhav Thermal Power Station and Coal Mine. GEC and Ewbank.	700	-	Ewbank have completed pre-feasibility study. Proposals presented to Indians Sept 1982.	-	-	-
	89 Ebanliganga Hydro-Electric Scheme Balfour Beatty	250	Uncertain	Central Government project identified by BB last October. BB have submitted outline proposals to Indian authorities who are now considering them.	-	-	OPF. Possibly Bilateral aid or ATP assistance.
	90 Hindustan Zinc i) Mine Development ii) Smelter iii) Captive Power Plant Lurgi/Davy	i) 40 ii) 45 iii) 60	Decision on project expected by 1985	At Indo/UK Aid Talks in July GOI asked for 100% bilateral aid for UK imported content of smelter and power station. Lurgi/Davy are front runners for smelter. Power Station would probably be open tender in the UK. GOI have indicated that they wish Canadians to fund the mine.	-	Japan, Australia	Bilateral aid and ETA.
	91 Khadia Opencast Coalmine British Mining Consultants	80	-	Khodia is being developed to provide coal for ANPARA B. No decision has yet been taken on the project timetable.	-	USA (Morrison Knudsen)	Bilateral aid and Retrospective Terms of Adjustment are available.
	92 Bombay to Hazira Gas Pipeline Kleinwort Benson Ltd, British Pipeline Engineers and Contractors Ltd and British Steel Corporation in consortium	60	Uncertain	Awaiting decision to proceed by Indians	Included at aid talks	France, Italy, Japan, W Germany, Sth Korea, Brazil	-
	93 Karnal Refinery Hydrocracker Foster Wheeler Energy Ltd	150	End 1983	Proposals submitted for hydrogen plant and prequalification documents submitted (June 1983) for hydrocracker. GOI expected to approve project by Sept 83 and client to select technology by Oct 83	-	9 bidders, Foster Wheeler being only UK representative	Soft loan/aid likely to be sought. ECGD preliminary indication given.
	94 Helicopters for ONGC etc Westland Helicopters Ltd	60	End 1983	Revised bids to be submitted by 5 August 1983	-	France, USA	After further assessments Indians may seek aid under regular programme.
	95 Equipment for Power Station at Korba GEC	140	Uncertain	GEC seeking negotiated contract	-	-	Aid requested. ECGD preliminary indication given.
	96 Offshore Platforms for Oil and Natural Gas Commission Bedpath Dorman Long	137	By November 1983	RDL have tendered	RDL reported to be seeking a meeting at high (possibly Ministerial) level	Japan, Korea, Italy	To comply with ONGC tender conditions, ECGD letter of intent given on 10 year term.
	97 Aromatics Complex Procon Ltd.	150	Uncertain	Preliminary negotiations. Procon may bid in consortium with Technip, France	-	Japan, W Germany, Italy, France	Morgan Grenfell on behalf of Procon. Barclays on behalf of Foster Wheeler, have approached ECGD, who have given a preliminary indication.

COUNTRY	PROJECT/UK INVOLVEMENT	UK COMMITMENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
India (Cont'd)	98 Hire and Operation of up to 6 land based Oil and Gas drilling rigs. Will Broc (Overseas) Ltd Keating Drilling Services Ltd	100	Late 83	Adjudication of tenders. World Bank finance may be available for two rigs	-	USA, Canada, France, W Germany, Singapore, Korea	-
	99 Bombay - UAE Submarine Cable. Standard Telephones and Cables	50	1983	Consultancy phase likely to follow Consultancy and Maintenance Agreement which is currently being negotiated	Included at aid talks	Japan, France	Bilateral aid suggested to Indians.
	100 Bellara (formerly Jijal) Engineering and Project Management Consultancy 1) W S Atkins 2) Davy McKee	50-70 (split into 8 phases)	Unknown	Project put in abeyance for 9 months - site now Bellara, let phase £20m, July 1983	Included in MPT's brief on visit in September 1981	France	OFF £50,000.
Pakistan	101 Electrification of Khanawal to Karachi railway line. Transmark, GEC, Balfour Beatty	150	1984	Transmark secured feasibility study in 1982. World Bank will need to be involved in implementation. UK involvement will depend on bilateral aid.	-	Italy, Japan, W Germany	Aid to be sought.
Sri Lanka	102 Semanalawewa Hydro-Electric Project. Balfour Beatty, GEC and Sir Alexander Gibb	105	-	WB have offered free appraisal/review study (with OFF support) and Sri Lanka's President has accepted.	-	-	OFF. ECGD cover for a project this size will be a problem.
	103 120 mw Coal Fired Power Station (Tricommates) GEC, NEI	70	-	Consideration being given to negotiated contract approach: award unlikely before late 1984. ATP and/or BA may be required, EC for remainder. Free Feasibility Study offered to Sri Lankans.	-	-	OFF
	104 Submarine Cable System Standard Telephones and Cables	70	Uncertain	£70m represents the Sri Lankan share of 2 sections of the proposed SEA ME WE Cable System. The project evaluation committee have sent out a tender questionnaire.	-	France, Japan, USA	ECGD preliminary indication given.

COUNTRY	PROJECT/UK INVOLVEMENT	UK COMPANY \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
				<u>AFRICA</u>			
Algeria	105 Dry Dock, Mers El Kebir Costain and W S Atkins	86	Uncertain but probably 1985	Tenders under evaluation. However project is likely to be re-defined by Algerians	-	i) Japan ii) Spanish/Belgian consortium	AIF rejected by ODA.
	106 3-5 Teaching Hospitals Zarnar Overseas	Approx 50 per hospital	May/June 1983	OPF offer in principle made 1.6.83. Further information from company awaited	-	France, Belgium	OPF Application under consideration.
	107 3 x 3100 DWT Coasters 2 Ro-Ro vessels 1 x 55000 DWT Bulk Carriers British Shipbuilders	-	-	Tender submitted by BS	-	GFR, France	ECGD support available on OGD Terms. Indication issued.
	108 Bellara (formerly Jijel) Engineering and Project Management Consultancy 1) W S Atkins 2) Davy McKee	50-70 split into 8 phases	Unknown	Project put in abeyance for 9 months, site now Bellara; let phase #20s, July 1981	Included in MPT's brief on visit in September 1981	France	OPF \$50,000
	109 Housing and New Town Planning 20,000 housing units Wispey Cementation } Douglas } British McAlpine } Construction Group	600-700	Uncertain	Contract for design of 2,000 units signed and proceeding smoothly. Construction contract worth around 100m for this under negotiation with signature expected late 1983/early 1984	MPT visited Algiers 9-11 Oct 81 to sign MOU. Minister for Housing and Construction visited Algeria end Oct 82 inter-alia to appear head official negotiations.	Worldwide negotiated contracts likely.	ECGD backed loan. Increased market limit agreed by EOC. OPF \$431,250.
Angola	110 Construction of 300 bed hotel in Luanda Costain International	66.6	Uncertain	Costain have presented proposals. No reaction as yet.		France	Initial approach to EOGD
Cameroon	111 Construction of 4 major roads George Wispey	100	Uncertain	Early stage. Cameroon Govt thought to view this as a high priority	-	-	-
	112 Kribi: LNG Plant Davy McKee (London) Ltd	500	Uncertain	Technical definition contract lost to French. Davy actively pursuing implementation contracts	-	France, W Germany, Italy	-
Gabon	113 Feeder roads project. Connecting Dubreville and Port Gentil to Trans Gabonese Railway Taylor Woodrow/Wispey	80-100	Uncertain	Proposals submitted March 1983 under evaluation	-	-	OPF support.
	114 LNG Project Davy McKee	Several Hundred Million	Uncertain	Status uncertain	-	France	-
	115 Kanyo Pulp Plant Balfour Beatty	100 +	Uncertain	Early stage. BS leading a consortium of UK/French/Canadian companies. Each sounding out export credit availability.	-	Canada (Simons)	-

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Ivory Coast	116 Abidjan International Airport Plessey Airports	80 (Stage II)	Not yet known	Plessey were awarded Stage I contract value £66m and Stage II studies for design of terminal building. It is expected that a total package will be required to complete the development but time-scale dependent on improved economic situation. President Houphouet Boigny told the PM on 27 July that the new airport will be British built.		France	OFF support for first time contracts.
Libya	117 Tripoli Airport - aircraft maintenance hangars. Fairclough International	130	Uncertain	Project a priority but implementation delayed due to Libyan economic problems. Project may begin to move again 2nd quarter 1984 when new development budgets approved.		W. Germany and Netherlands	OFF supported.
	118 Misurata Steelworks Consultancy BSC(OG) Ltd possibly Ingerwell	85	1983	Discussions are continuing; award expected early this year.		Italy	BSC awarded OFF as Ingerwell still unsure whether they would bid.
	119 Esra Aluminium Smelter George Wimpey International	60	1983/84	US firm Kaiser Engineering have won main contract but Wimpey seeking contracts for engineering works and construction of pot lines. Lord Selous is trying to enlarge the UK scope of the project.		W. Germany Italy	Credit now requested by Libya.
	120 Broadcasting Stations Network Marconi Communication Systems	210	Uncertain	MCS have submitted a turnkey bid. Evaluation proceeding.		France, USA, Switzerland Germany	OFF MCS insurance indicated.
	121 Civil International Airport Project The Anglo/Swedish Construction Co Ltd	71	Not known	Tenders under consideration.			Joint venture with AB Skanska of Sweden
Nigeria	122 Plate Steel Plant Davy McKee	500-800	Uncertain	Nigerians have yet to take a final decision on whether or not to proceed with the project. Davy forming a consortium with Kobe Steel (Japan)		Not known	
	123 Aluminium Smelter BSCL	400-500	Uncertain	W S Atkins (UK) have submitted feasibility study. BSCL interested in main contract, but Nigerians still to decide whether to proceed.		Kaiser (USA or UK)	
	124 Open University of Nigeria Possible UK Consortium of De-Brent Joyce, British Council, ESC, Post Warwick and Open University, UK	500 potential	F S Commercial 10.81 May lead to management/design contracts in 85	De-Brent and Post Warwick leading feasibility study with contribution from other possible consortium members. UK's lead in distance learning techniques puts in a strong position for subsequent contracts. Initial operation design study has been submitted. Open University Bill is expected to be approved during next Nigerian Parliamentary session (beg. Sept).	May be required later	USA, France	Initial OFF assistance offered £9,000

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Nigeria Govt	125 National Assembly Building at Abuja Taylor Woodrow International	80-115	Uncertain	Post confirms slow progress is being made but contract signing is unlikely before end 1985	PM sent letter to President Shagari of Nigeria which was handed over by Minister for Housing (DOE) who also supported project during own visit	France	OPF assistance provided for Taylor Woodrow \$44,800. £300m line of credit offered, backed by ECDF
	126 New Mill, Abuja and associated complex (ie generating plant and housing units) De La Rue	Potential 135-143	Uncertain	No further movement			
	127 Shopping Centre at Abuja Morgan Grenfell (Bankers) Comran Roche (consultancy) Taylor Woodrow International	100	Uncertain	New Nigerian priority project list expected shortly	-	-	OPF assistance provided for Taylor Woodrow \$44,810
	128 Municipal complex at Abuja Taylor Woodrow Eric Askew & Partners	120	Uncertain	Project not on current Nigerian priority list. No immediate prospect of project proceeding	-	None known	-
	129 1000 Bed Teaching Hospital project at Abuja Consortium-led consortium	108	Has slipped from Dec 82. New date uncertain.	The client is seeking additional information in order to compare offers. Nigerian priorities have been changed.	-	France, Belgium Italy, Brazil	OPF and ECDF Buyer Credit applications under consideration
	130 Water Supply Project for Niger State Bisster Shallabear	117	Uncertain	Negotiations continuing	WPT has been approached for assistance in provision of Eurodollars	-	Normal ECDF support subject to cover being available on market when FHF guarantees are available
	131 Oil Products Pipeline and Depots Pell Frischmann Offshore	110	-	Economic and technical studies to be completed shortly, which IF hope will help them to win detailed engineering design and construction supervision contracts	-	-	-
	132 Escravos to Lagos Gas Pipeline British Pipeline Engineers and Contractors Ltd International Management and Engineering Group Ltd in consortium with Russian and W. German firms	350	Uncertain	Bids being evaluated, IBRD lending \$150m, \$50m of which co-financed with EIB	-	France, W. Germany Netherlands, Italy Japan, USA	Normal ECDF support subject to cover being available on market when FHF guarantees are available
	133 Port Harcourt Oil Refinery Foster Wheeler Energy Ltd M W Kellogg Ltd Klockner Industrial Plants Ltd in joint venture with two Japanese firms. Lumsden UK Ltd Motherwell Bridge	Up to 200	Closing date for tenders extended 2.9.83	Plans well advanced	-	Japan, USA, Netherlands, Italy, France	Normal ECDF support subject to cover being available on market when FHF guarantees are available.

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Nigeria Contd	134 Jji River 2 x 60 mw Power Station and associated coal mine develop- ment Costain/NEI/Babcock/BEI/BNEL	556		Tying up of final details of negotiated package	1981 MFT delivered Aide Memoire. 1982 FUSC D/En signed MOU with Nigerians. Mr Baker letters 25/2/83 and 6/83 to Nigerian Minister of Mines and Power		OFF ECGD cover
	135 Hotel Office Block and Market Aprofira	80	Uncertain	Bid submitted	-	France, Switzerland	ECGD under considera- tion
	136 Petrochemical Complex Phase II Davy McKee Sin Chem Babcock Woodall-Duckham JBE Co Ltd	Substantial	Uncertain	Foster Wheeler (UK) awarded project management contract. First contract for ethylene plant likely to be awarded early 1984. UK companies are in the running for other plants	-	World wide. Japanese keenly interested	
	137 Water Supply Scheme in Kano State Hawker Siddeley	60	-	BE Water Engineering signed a contract with Kano State Government in June 1982 for water supply to 84 villages. The signed contract is worth £18m and became effective on 30 June 1983. The remainder of the project to supply water to a further 191 villages is expected in the near future bringing overall value to £71m.	-	Not known	OFF Support
South Africa	138 Seamless Tube Plant Davy McKee (Pools) Ltd (formerly Head Wrightson)	58	Award expected 1983	Davy have been asked by client to do a thorough evaluation of the project with a view to negotiating a contract	-	Mannesmann (FRG) Innocent (Italy) Valourec (France)	OFF granted
	139 Lecheve Power Station boiler pressure parts and associated auxiliary plant for 6 x 600 mw units Babcock Power Ltd FEC interested in turbines	165	Uncertain	Tenders expected soon	-	Japan	ECGD indicates given without commitment subject to cover being available
Sudan	140 Jonglei Canal Cementation International	50	Uncertain	Awaiting outcome of possible EDF support	None	-	-
Tunisia	141 Tunis Bourghiba new Inter- national Airport British Airports International (BAI)	Not yet known Project value £200m	Uncertain	BAI were awarded the initial study contract on 15 January 1982. Work is now completed. Owing to general recession project is unlikely to go ahead in foreseeable future. BAI should be well placed for detailed design study but this is unlikely to move until end 1983	-	-	OFF assistance to BAI
	142 Sulphuric, Phosphoric Acid Plants at La Skhira Sin Chem	70	end 1983	Final bid evaluation taking place to reduce shortlist to 2; strong competition from France and Japan. Sin Chem bid in DMs.	Mr Beech discussed project during his visit in December 1982. Minister of State FCO lobbied during visit to Tunisia April 1983.	Japan, France, Italy	ATP agreed OFF agreed

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK COMMENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Tunisia Contd	143 MTBE plant - Skhira (Davy McKee)	170	Uncertain	Early Stage; Feasibility Study awaited.	-	-	-
Zimbabwe	144 Salisbury/Gwelo Mainline Railway Electrification Stage II GEC, Hawker Siddeley, Balfour Beatty	100	Decision to proceed awaited	Although UK group hoped to negotiate contract, international tendering now seems likely. Prospect of early commencement unlikely	Lord Carrington pressed UK interests during visit in February 1982	90 cycle group (European), USA, Canada	If a positive decision is reached, the government will probably seek international competitive bidding possibly with World Bank finance
	145 Extension to Kariba South Hydroelectric Power Station Balfour Beatty, GEC, Bovings	65	Uncertain	Disagreement between Zimbabwe and Zimbabweans on future of project so UK consortium attempt to put in a pre-emptive bid at the old interest rate has failed. Balfour Beatty submitted update of offer in December 1982. Major doubts about project going ahead. Post is monitoring developments.	-	France, Canada, Sweden, FRG	OPF refused for pre-emptive consortium bid. ECGD indication given.
	146 Air Zimbabwe Viscount Replacement British Aerospace, Rolls-Royce	80	-	Air Zimbabwe currently evaluating bids	-	Boeing, Fokker	-
	147 Zinc Development Programme which includes Sinter Plant, Casting Plants to a Rolling Mill Davy Hooker Sison Carves	67-84	Uncertain	Draft development plan being prepared for approval by the government	-	Austria FRG	-
				<u>LATIN AMERICA</u>			
Brazil	148 Coal Gasification Babcock Woodall Duckham	Possibly up to 120	-		-	Germany	OPF
	149 9/A310 Airbus Aircraft and spares for VASP British Aerospace (Airbus Industrie)	80 (\$120)	-	ECGD cover agreed but current stumbling block is the Brazilian Government's request for parallel dollar financing. Problems continue. Negotiations likely to drag on until 1984	Chancellor's letter of support November 1982	USA	Normal terms
	190 Steel Tube Mill Santa Caterina Davy McKee	67	Uncertain	Davy submitted revised bid; timescale for project is unclear	-	Germany, Spain	OPF support
Chile	151 Pehuenche Hydro-Electric Project GEC/Torres/Ranzel/Williamson Hydro/Boving/Lazards	150	1983	Client ENDESA is seeking equity partners. UK consortium hope to secure negotiated contracts on equity. No clear indications on what is acceptable to Chileans	Minister for Trade raised during visit to Chile September 1982	-	Possible OPF for appraisal study

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COUNTRY	PROJECT/UK INVOLVEMENT	UK COST/EST. EX	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Chile Costa	152 2 Dams, 4 Tunnels and 190 KM Canal. Balfour Beatty	106	-	Application received 27.1.83. No indication yet given pending review of Chilean economy. Not very active. Balfour Beatty still interested	-	-	ECGD indication has lapsed due to economic outlook in Chile
	153 Secondhand Power Station. (Presently at Dundee) Taylor Woodrow and British Electrical International	50	Unknown	Tender submitted March 1983. Taylor Woodrow's interest waning	-	-	ECGD indication has lapsed due to review of Chilean economic outlook
Colombia	154 Bogota Mass Transit Baker Siddalby, GEC and Met Cam	50+	Uncertain but possibly 1984	Colombian Government decision awaited on speed of implementation French/Spanish feasibility study completed	-	France, Spain, Colombia, West Germany, Belgium, USA	OPF sought for feasibility study by ES
	155 Medellin Mass Transit GEC/Met Cam/Italy/West Germany; Baker Siddalby/Canada (consortia)	250	Tender issue and February 1983 Award December 1983	Joint GEC/Met Cam bid. GEC with Met Cam, BE (Canada) with ES (UK) have prequalified. ATP granted for GEC. ATP available to ES UK if Canadians offer aid.	MPT met head of Metro Authority recently	France and others, West Germany, Belgium, Canada, Spain, Italy, Brazil	ATP now agreed to meet French competition
	156 2 x 144,000 DWT Diesel driven bulk carriers for Granelco Harland and Wolf Ltd	55	Uncertain	Harland and Wolf are enquiring with Northern Ireland Department of Economic Development about the possibility of getting aid	-	Japan	ECGD have indicated normal ECGD terms for ships
Mexico	157 High speed (100 mph) suburban railway link from Toluca Manaulpan to link with Mexico City Metro GEC	90	Unknown	GEC engaged to undertake feasibility study August 1983. Study now completed and being discussed by Mexican authorities	-	Japan, West Germany, France	OPF, for feasibility study
Panama	158 Coal Gasification/Methanol complex at Chiriqui, Granada Humphreys and Glasgow	Study 950,000	Uncertain	Humphreys and Glasgow evaluating BGC slagging gasifier as part of longer study. Project not likely to proceed until finance raised	-	-	OPF agreed to B&G to part finance part of study
Paraguay	159 Electrification of suburban railway and/or construction of new lines to Argentina and/or Brazil GEC and others	150	Uncertain	Depends on Brazilian decision to proceed which is unlikely in current economic climate	MPT raised subject during visit	Japan	-
	160 Aluminium Smelter Methanol Plant British Smelter Construction Ltd (BSCL)	250	End 1983	Formed joint venture with Paraguayan interests to prepare detailed FS for which OPF assistance has been granted	Mr Bees discussed project with Minister for Industry and Commerce in October 1983	USA (Raynolds) Japan	OPF granted for feasibility study
Peru	161 Development of 4 Sugar Estates and Refineries in Selva Region. Tate and Lyle - Agribusiness	140	Uncertain squatters have occupied study site	Feasibility study to commence shortly. Further information from Tate and Lyle is awaited	MPT negotiated with the PM Ulica the terms of UK assistance during his visit to Lima 7.81 nominating T&L as the company to undertake the FS - confirmed by letter	-	OPF for FS assistance of £150,000

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Peru Contd.	162 Los Olmos Hydro Electricity and Irrigation Scheme in Northern Peru. Tarmac International	140	Timescale under discussion	There have been no developments on the project for sometime	Tarmac accompanied Mr Parkinson on his visit to Peru when project was discussed with Ministers	Negotiated contract is hoped for	Probably credit from Sweden, UK, Brazil and USSR. N.B. Size of potential UK participation too large for ECGD limit on Peru
	163 Montara/Shegga Water Supply and Hydro Projects Binnie and Partners	100	Uncertain	Binnie and Partners leading international consortium for final design and tender stages. Bechtel of USA hope to win management consultancy opportunities in equipment supply. Committee set up end 1982 to determine if project still necessary. Tender design work continues independent of committee investigations	-	Complementary rather than competitive bids expected	-
Venezuela	164 Orinoco River Bridge Cleveland Redpath Mabey and Johnson Thom Storey	50	Unknown	No early decision to proceed likely	-	Japan, West Germany	
	165 Bauxite Conveyor System Cable Belt Babcock Davy Neon Anderson Strathclyde	70	Late 1983	Four UK companies have submitted pre-qualification bids. Cable Belt are front runners.	-	Italy France Germany Japan USA Canada	ECGD cover will be required
	166 Various Hotels throughout Venezuela Metal Sections Ltd Gardiner & Theobald Stanley Miller Ltd	60-70 approx	Unknown	Venezuela currently re-scheduling debts	-	France Canada USA	OFF £85,000
	167 Corpuscula Iron and Steel Plant Davy McKee	290-300	Uncertain	Project delayed since 1979. Davy-led consortium been kept together; signs that project may revive shortly but on a reduced scale	Included in briefing for Ministers in past years	West Germany France	OFF provided for Davy

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COUNTRY	PROJECT/UK INVOLVEMENT	UK COMPANY £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
				<u>NOVES AMERICA</u>			
Canada	168 6 X A310 Aircraft for Wardair British Aerospace (Airbus Industrie)	66	Uncertain	Deferred delivery. ECGB cover cover agreed.		USA	Normal terms
USA	169 Coal/Gasification Pre-feasibility Study Phase I Babcock/Woodall/Duckham	200	Uncertain	Potential clients being sought. Georgia Pacific seem most lively choice. Question of equity participation by DGC still unresolved.	-	-	OFF approved 19-8-82. ECGB not approached for support
	170 Mojave Desert Geo-thermal Energy Development (up to 125MW) Balfour Beatty	<60+	Possibly 1984	-	-	-	OFF
	171 New Jersey Waste-Fired Energy Project Balfour Beatty	60	Possibly 1984	-	-	-	OFF
	172 USA-Europe submarine cable TAT8 Standard Telephone and Cables	150-200	Tender called December 1982. Bids are in; the results will be known later this year.	AT and T, as co-owner, well placed to win through subsidiary Western Electric	-	USA (Western Electric) France	No application made to ECGB
	173 Development and Manufacture of Engine Nacelles and Thrust Assemblies for New Gulfstream IV Corporate Jet. Lucas Aerospace.	74	3-5 months	Lucas have been shortlisted with 2 or 3 other companies from USA.	-	-	ECGB support indicated.
	174 Design and Construction of Office Accommodation Bovis International	80	-	-	-	-	ECGB support indicated
				<u>EUROPE</u>			
Greece	175 New Athens Airport BAI	Consultancy 11 follow on work possible 90.	-	1980 BAI awarded consultancy contract which was subsequently cancelled as a result of change in law governing employment of foreign consultants. Decisions on future of project postponed until 1985. BAI continue to monitor position.	Support by FIM, SOE(T) Foreign Secretary talks with Minister for co-ordination.	USA, France, W Germany Italy	OFF £14,492
	176 Railway Modernisation A number of UK companies	120	Tender Issue 1983	Attempted negotiation by a UK group at an earlier stage. Project proceeding slowly in stages.	Minister of State FOD supported during visit to Athens - January 1983	European	OFF for feasibility study
	177 Megalopolis Power Station Unit IV (IX 300MW lignite fire) NEI, GEC, Babcock Power	475	-	Tender invitation stage due in November 1983, award likely spring 1984	-	-	-

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT EM	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Hungary 178	Trans-Hungarian Gas Pipeline M W Kellogg Ltd (leading) in consortium with: Cooper Bells Ltd and Willbrock (Overseas) Ltd	240	Uncertain	Revised bids being prepared but submission delayed because contract dependent upon end use agreement with Italians over purchase of gas.	UK firms' bid supported by MFI during visit to Hungary in October 1982.	FRG, France, Italy, Japan, Netherlands, USA, Austria.	OPF £57,000
Italy 179	7 x A300 Airbus Aircraft and spares for Alitalia British Aerospace (Airbus Industrie)	66 £ 99	Unknown	ECGD cover agreed	-	USA	Normal terms
Luxembourg 180	Two satellites for direct broadcast TV system. British Aerospace	54		On short list.		France, USA.	Normal terms.
Portugal 181	New Lisbon Airport.	Unknown but could be substantial (project value 600-800)	Unknown	Initial study report by US consultants under consideration by clients. Further consultancy will be required but financial constraints make an early commitment to the new airport unlikely.	Pressure on CAA not to join Parsons (US) bid for study.	Not yet known	-
182	Extension to Lisbon Metro Howden/Laing/DEC led UK consortium	60	possibly 1983	Metropolitano working with UK group on proposals.	SOS(T) raised October 1982	France, W Germany	OPF
183	Digital Exchange Project System X (Plessey)	50+	-	Several systems (including System X) have been recommended by OCT to Ministers as technically suitable. Award of contract will be made on attractiveness of politico-economic package offered. No invitations to tender have been issued.	-	Sweden, W Germany, France, Japan, USA/Canada.	ECGD approached.
Switzerland 184	2x A300/310 Airbus Aircraft For Swiss Air British Aerospace. (Airbus Industrie)	55 (£83)	July 1979	First deliveries anticipated March to October 1983.	-	USA	Normal terms
Turkey 185	Ataturk Dam (civil works) Wisepey (in joint venture with Hochtief of W Germany)	367	Uncertain	Because of financing problems, the link with Wisepey/Hochtief as chosen contractors for the dam construction was severed by an official decree published in August. This will now be opened to other bidders, domestic and foreign. Preliminary contracts for tunnelling etc underway (Wisepey have prequalified). Bids for civil works are to be submitted in August.	-	Not known	OPF; ECGD cover limited. AIF not feasible.

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT %	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
USSR	186 Tengis: Gas Treatment Plant Davy McKee (London) Ltd	176-266	End 1983/early 1984	Negotiations at an advanced stage. Following a Soviet suggestion Davy McKee are now considering competing for this contract as a joint venture with Nichimen of Japan.	MPI referred to British interest in this project at 10th British Soviet Joint Commission September 1982. Company rep - presented on UK delegation at 11th session May 1983.	France, FRG, Japan	Off £187,000 ECGB credit offered.
	187 Synthetic (single cell) Protein Plant John Brown (using ICI licence)	80-100	1984	Full fixed price proposal submitted by company in April 1983.	Company represented on UK delegation at 11th session of British Soviet Joint Commission	Not specified	ECGB credit offered.

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File 517
Trade

25 April 1983

The Prime Minister was grateful for the fifth Report by EX(O) on prospects for major contracts which you circulated with your letter of 22 April.

A. J. COLES

John Rhodes, Esq.,
Department of Trade

JB



Prime Minister

A.J.C. 12/4

From the Secretary of State

John Coles Esq
Private Secretary
10 Downing Street
London
SW1

22 April 1983

Dear John,

I attach a fifth EX(O) Report to the Prime Minister on prospects for major contracts, (those with a potential UK value of £50 m or more), in the civil overseas projects field. The report reflects the position in February.

Major successes reported since the fourth EX(O) Report include:

<u>Project</u>	<u>UK Contractors</u>	<u>Basis of Success</u> <u>Claimed</u>	<u>UK Value £m</u>
Majuba Power Station, South Africa	GEC	Contract (previously reported as likely success on basis of a letter of intent)	200
Jacui Power Station, Brazil	Northern Engineering Industries Klockner, Lloyds Bank	Contract	90
Seeb Military Hospital, Oman	John Laing	Contract	48 (estimated at £50 m fourth EX(O) report)
			<u>338</u>

Apart from these individual project successes, for which the Government has provided support in one form or another, Lord Cockfield signed a Memorandum of Understanding in March covering an aid-supported £64 million package of project work for the Egyptian Government, with the aim of signing contracts by the end of this year.



From the Secretary of State

On the other side of the ledger the following opportunities listed in the fourth EX(O) Report have been reported as lost to competition.

<u>Project</u>	<u>Successful Bidder</u>	<u>Reason for Failure (if known)</u>
Jedda Port, Saudi Arabia	Greek firm	
Cobra Swamp Airport, Thailand	Dutch firm	Consultancy lost and Dutch expected to win main contract, while UK's chances now negligible
Methanol Plant Trinidad & Tobago	Japanese firm	
Sulphuric Acid Plant Greece	German firm (but Davy McKee, bidding out of Germany, secured £10m sub contract)	
Steelworks, Yugoslavia	US firm	
Poultry Production Plant, Egypt	Italian firm	
Astrakhan Sour Gas Complex, USSR	German and French firms	UK interest was as sub-contractor to Lurgi (Germany) one of the unsuccessful bidders
Morupule Coal-Fired Station, Botswana	Boiler contract lost to German-Danish consortium, (but the contract for turbine generators worth £17m was won by NEI Parsons)	

I am copying this letter to the Private Secretaries of Ministers whose Departments are regular participants in EX(O) and to Richard Hatfield (Cabinet Office).

Yours sincerely,
John Rhodes
JOHN RHODES
Private Secretary

MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 5, FEBRUARY 1983

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	COMMERCE DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Bahrain	1 Arabian Gulf University Shepherd Robson	Unknown but 300-400 (1981 prices)	Contract to be placed in stages. Invitations for construction contracts will go out towards the end of 1983.	<u>Middle East</u> Shepherd Robson have completed the master plan. First design phase will be carried out by W.S. Atkins and YBM.	Prime Minister briefed to raise during visit 9.81.	Almost certainly France who won Assac Hospital contract.	-
	2 Flat Steel Plant Davy McKee (Iron and Steel)	Feasibility study - 900,000. Project - 450.	Uncertain	Decision on project still awaited from Government.	-	Kobe (Japan) Germany, Austria, France.	- OFF for study.
	3 Aluminium Rolling Mill Loewy Robertson Davy McKee	50	February 1983	Davy in final competition with Japanese where price is 10% lower despite substantial reduction by Davy.	Prime Minister sent message of support to Bahrain PM January 1983.	IHI (Japan)	Preliminary enquiry to ECOD. Normal buyer credit.
Egypt	4 Dekkella Port Winpey	50	1983/84	Prequalifications under way.	-	Canada and others.	-
	5 Cairo Metro 'Fixed System' contracts (signalling, power etc). Hasker Siddalay	60-70 overall 30 stage 1.	September 1983.	SB to bid by 11 April.	-	France	ECOD matching French financial terms.
	6 AIB Development Arab Int Bank i) Consultation International ii) John Laing International	25-50 Project 120	Contract award expected by end April 1983.	Tenders still being evaluated. Consultation believe they are now the sole negotiators and have received a conditional letter of intent.	-	Japan, Korea, USA, France.	ECOD has offered buyer credit facilities to John Laing.
	7 Tyre Factory Dunlop International Projects Ltd	Study 35,000 Project 50	Study contract early 1983 Project timescale unclear.	Study proposal completed August 1982.	-	-	OFF rejected.
	8 Natural Gas Distribution Network, Alexandria and Cairo (West). British Gas Corporation, William Press International Ltd	55	Unknown	British Gas have secured the supervision and consultancy work for Cairo (West) and the consultancy only for Alexandria. William Press lost the contract for the Madia to Alexandria pipeline.	PM discussed this with the late Egyptian President 8.81. Included in \$35(T)'s party which met President Mubarak 11.82.	Netherlands, France, Austria	OFF assistance £500,000 to \$30, £1m ATP offer refused. OFF for Press refused.
	9 Greater Cairo Sewage Various consortia bidding for UK-funded contracts	150	Consultants Taylor/Binnie are completing prequalification.	Rectification of £100m. ECOD - backed loan by president expected shortly	All Ministers visiting Egypt have been briefed to raise.	-	£100m ECOD support linked to £50m ODA grant.
	10 Klockner Ind Industrial Plant Float Glass Plant Pilkingtons	55		Invitation to bid expected March 1983.	-	-	Application received 26/1/83.

CONFIDENTIAL

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT %	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Iran	11 Turnkey Linear Alkylbenzene plant Procon Ltd	Not yet known Project value \$120m	Unknown	Bid date 18.4.83	-	Believed to be two Italian, two Japanese, two German and one Dutch - possibly multi-national sourcing.	Preliminary indication on cash terms requested. Enquiry to ECED under consideration
	12 Baghdad Metro UK consultants currently led by Freeman Fox and Partners, V S Atkins carrying out design work \$34m. GEC, Hawker Siddeley, Metro Cam working together in pursuit of contract.	400 potential on equipment (including railcars) - UK potential on civils not known	Uncertain probably late 1983 at earliest.	Civil construction and hardware tenders put back because of Iraq/Iran war and consequent lack of finance.	SOS(T) discussed during Joint Commission in Baghdad.	Extensive but not known yet.	OPF support to consultants being provided. OPF agreed for E & M bidders.
	13 Main line Railway Development GEC, Hawker Siddeley and other UK railway industry.	Several hundred million	Tenders issued. Bids 9.82.	Main bid by UK consortium of firms formed by BEEI effectively lost. Considerable opportunities for equipment supply still exist. Credit for sub-contracts under consideration.	Ministers agreed to make credit available for first time to	W Germany, Greece, Korea, Brazil.	OPF agreed. ECED credit available.
	14 ATC System Marconi Radar	50	Uncertain Invitations to tender not yet issued.	Marconi have submitted initial proposals and discussions with the client are continuing.	-	Selenia (Italy) Thomson CSF (France) Telefunken (W Germany)	OPF support of \$100,000.
	15 Erbil Airport Scott Wilson Kirkpatrick	Not yet known Project value \$120m	Unknown No provision in 1983 budget for construction costs.	Scott Wilson Kirkpatrick are undertaking design and preparation of contract documents. Client is in no hurry to press ahead with implementation and it is unknown when prequalification of contractors might take place.	-	Not yet known but expected from France, Eastern Europe, W Germany and Brazil.	-
	16 Ordnance Storage Warehouse. (200,000m structure) International Military Services Ltd. Sub-contractors are Dexion Ltd and Cementalis Ltd.	65	Uncertain	Project postponed due to Iraq/Iran war. (Negotiated contract opportunity).	-	-	ECED cover available.
	17 Dual fired boilers for Al Madain Power Station. Babcock Power Ltd	82	-	Babcock powers bid in joint venture with Thyssen/Brown Boveri. Contract under evaluation.	-	Japan, W Germany, France, Italy.	Buyer-credit agreed. Maxisur OPF support.
	18 Al Misaib 4 X 300mw Dual-fired power station. GEC-IG NSI-IGL	78	Possibly 1st quarter 1983.	Bid date 1/9/82; UK presence in foreign-led consortia; Babcock/Thyssen NEI (ICL) and GEC Hyundai. Contract under evaluation.	-	Japan, France, W Germany, Italy.	Buyer credit agreed.

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT %	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Iraq	19 Reinforced concrete reservoir project. Anglo Overseas Construction Corporation Ltd in joint venture with Lehane Mackenzie and Spand Ltd, JMU (Ireland) Ltd and Lilley Construction.	55-155	Uncertain	Project may be phased over 2/3 years. Bonding is a problem. Iraqis treating as low priority; no progress expected until early 1984.	-	W Germany, France, Japan, India, Korea.	-
	20 1,000 Housing Units to serve the new refinery at Baiji. Roy Gurney	60	Unknown	-	-	Unknown	ECGD indication given on cash terms. Iraqis may however require credit.
Kuwait	21 Mirqab Transportation Centre. W S Atkins	100	end 1983	W S Atkins designing centre.	-	Unknown	-
Lebanon	22 5 A310 (Airbus) Aircraft and spares for MEA (Middle East Airbus Industrie (British Aerospace).	56 (285)	Nov 81	Discussion now centres on security - ECGD's aim being to exclude the risk on Lebanon since cover is not available on this market.	-	USA	Normal terms.
Oman	23 500 bed civil hospital. Wispey, Brightside Mechanical and Electrical Services Group Ltd and Percy Thomas Partnership in consortium.	60 approx	Uncertain	Wispey presented bid to Ministry of Health in mid-February. Officials of MHS and DOT accompanied the Wispey team and presented Omanis with "letters of support" from both Secretaries of State.	MPT supported British efforts on his visit to Oman.	W Germany	ECGD supporting 85% of the UK and EC content of project repayable over 5 years approved by the Treasury. OFF assistance agreed.
Qatar	24 Development of North Gas Field and management of proposed LNG plant. Shell and BP	Could be very large.	-	A clear statement of Qatari intention is needed to enable UK firms to make their approach more forceful. BP, Shell, Nat West, Lazard and Samuel N have been active on this project.	Prime Minister supported BP's interests during her visit to Qatar Winter 1981. SOG/Doh has also visited Qatar.	France, FRG, and USA.	-
United Arab Emirates (Abu Dhabi)	25 Sedat Bridge. Wispey, Fairclough, Cementation, Costain	50	1983	Prequalification October 1982. Final shortlist now under consideration.	-	Unknown	-
	26 Airport/Town Rail Link Transmark	Substantial	Uncertain	Transmark have proposed a 35 km high speed rail link between Abu Dhabi and its international airport.	-	France	-
	27 Al Ain Airport Scott Wilson Kirkpatrick (SWK) Wispey Paulings Sir Alexander Gibb	Not known but could be substantial (Total project	To be let progressively over next two years.	SWK have completed the master plan and preliminary design and will be involved in tender evaluations. Ten bids were received for the first contract-earthworks - including bids from Wispey and Paulings, and SWK's recommendations are with the clients. Further tenders subject to some delay pending result of a competition to design the terminal building. SWK, Gibb and 9 other firms have been invited to submit designs	MOS(I) raised this project with President of Abu Dhabi Airport Department during visit 9.81. Nothing promised by Abu Dhabi but there was an apparent understanding that UK could expect to win substantial business if competitive.	Earthworks W Germany, France, Cyprus. Design - W Germany, France, USA, Italy, Holland	-

CONFIDENTIAL

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
United Arab Emirates 28 (Abu Dhabi)	MUSE Plant Davy McKee	65	Uncertain	Davy are pursuing a negotiated contract. Government decision to proceed with project awaited.	-	Japan	OFF offer accepted.
United Arab Emirates 29 (Sharjah)	Methanol MUSE plant Davy McKee	144	Uncertain	Study and design contract for methanol plant awarded to US company. Davy are still discussing possibility of participating in construction stage.	-	-	-
Saudi Arabia 30	Gulf Railway	Several hundred	Uncertain	Transmark have proposed a study of a Gulf railway linking Iraq, via Kuwait and Saudi Arabia with the Gulf States. Such a railway is amongst plans of the Gulf Co-operation Council but unlikely to go ahead unless Saudis decide in favour of railway solution.	The Prime Minister briefed to raise during her 1981 visit to Kuwait and Bahrain.	-	-
31	Jedda/Mecca Railway	Several hundred	-	Transmark presented a study of a link between Jedda and Mecca to Saudi Ministry of Communication in February 1982. Implementation in short term unlikely.	-	-	OFF support for study.
32	Nationwide Air Traffic Control System Marconi Radar, CAA and others	Not known but could be substantial	Uncertain	Saudis' have allocated \$700m over next 5 years for radar navigational and communications equipment. Marconi quoted for a radar system for Riyadh International Airport. Clients subsequently decided to reissue this tender and Marconi declined the offer to rebid.	Saudi Deputy Minister of Defence and Aviation visited the UK in February 1982 at the invitation of Mr Sproat to inspect UK Air Traffic Control facilities. A presentation by Marconi was also included.	USA, Holland	-
33	To provide 2 Intelnet "A" Stations Cable and Wireless (C & W)	Possibly 50+	Award date deferred. Possibly sometime in 1983.	C & W and Mitsubishi on short list in competition. Marconi subcontracted in Mitsubishi group.	-	Japan (with Marconi as sub-contractor)	-
34	Security Systems Shorrocks Security Systems	51	Closing date not known.	Shorrocks have submitted design and plan for project (not a detailed bid) to Saudis for security for 6 airfields. Company well placed.	-	Germany, USA	OFF
35	Loche Oil Refinery George Wispey M E and Co Ltd	75	Tender issue delayed and still awaited.	Timescale for letting contract has slipped. Tender docs still not issued - Wispey still chasing \$200m contract.	-	-	-
36	Nine General Hospitals Taylor Woodrow Leading consortium	85	1983	Bids for 9 separate tenders (in three packages) to be submitted.	-	Worldwide	-
37	Makkah Sewage treatment works (Asea Crosta) Babcock	85	Sept/Oct 83	Bid in preparation	-	France, Japan, W Germany, Finland, Sweden, Holland, Saudi Arabia, South Korea.	OFF assistance of \$36,890

CONFIDENTIAL

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT EM	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Saudi Arabia 38	Oil Pollution control. British Petroleum/Powell Duffryn.	100	Uncertain	Phase 1 proposal submitted. Consentation awaiting Saudi definition of needs before submitting phase two proposals	SOG(T) written in support of UK bid. HMJ has offered advice, experts, training etc.	None	-
Australia 39	Four 350kw Turbo Generators for Stanwell Power Station - Queensland. NEI Parsons Ltd	62	Uncertain	NEI have been shortlisted and have been asked to firm up on price.	-	Italy, Japan, Belgium, USA, Canada, Switzerland, France	EGGD have indicated support.
	40 Up to 6 A310 Airbus Aircraft for Quantas Airbus Industrie (British Aerospace)	75 (£110)	In early negotiation	Slow moving - EGGD cover agreed April 1982.	-	USA	Normal terms.
Burma 41	Hydro Project Balfour Beatty Construction Ltd	50	Project at early stage	BB are seeking a negotiated contract. Some potential sites have been identified.	-		
	42 Soda Ash Plant John Brown Engineers and Constructors Ltd	50 approx	1983	Project postponed.	-	France, Japan	ATP under consideration.
China 43	Port Handling Equipment Simon Carves	50	1983	Simon Carves hosted visit of Chinese delegations in December 1982 and signed an MOU with Chinese. Visit to China planned shortly.	-	-	OFF
	44 Guangdong Nuclear Power Station GEC	900	1983/84	Chinese Minister visited UK Nov 82 for technical and financial talks. UK team visiting China and Hong Kong in March 1983 for detailed negotiations.	Ministers including PM have been informed of all significant developments. PM visited China in Sept 82. SOG(I) in Jan 83.	France	EGGD support agreed if UK involvement confirmed.
Hong Kong 45	Lye Mun Bridge Trofaigar House, (Cleveland Roadpath)	60-70	Tenders probable by mid 1983	Hong Kong Government expected to invite proposals for box girder bridge across the Channel at Lye Mun quite soon.	-	Japan, France and others	-
	46 Tuen Mun Light Rail System Several UK firms interested	50+	Decision on project early 1983	Met Cam interested in conjunction with German firms. Balfour Beatty, Hawker Siddeley, GEC and other UK firms also likely to be contenders. Met Cam may be offered project management.	-	-	-
Indonesia 47	Jabotabek Railway Foster Wheeler, GEC	100	1984	Some elements of project being handled by French and Japanese. Still considerable opportunities for UK.	-	France, W Germany, Japan	OFF, ATP being sought
	48 Janis Aye Hydroelectric and multi- purpose reservoir project. Bendel Williamson Hydro. Kennedy & Donkin. Bendel Parkman. Ternac International. Hawker Siddeley Power Engineering.	30		W&E and Babcocky submitting proposals for free feasibility study on Govt to Govt basis. If accepted study will take nine months.			OFF

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT %	CONTRACT DATE	STATE OF PIAT	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Indonesia	49 Masi Oil Refinery Project Davy McKee	133 (US \$200)	Uncertain	Negotiations are currently proceeding with the Japanese and Indonesians. (Davy McKee are negotiating the sub-contract).	-	-	Preliminary enquiry ECSD
	50 Integrated Seamless Tube Plant Davy McKee	97	Uncertain	Bid in preparation.	-	-	Preliminary enquiry to ECSD.
	51 Chlorine Caustic Plant Vinyl Chloride Plant Polyvinyl Chloride Plant Badger Ltd in competition with Sin Chen	133 (US \$200)	Uncertain	Bid in preparation.	-	-	-
	52 Ethane Extraction Project Capital Plant	100	-	Prequalification documents to be submitted by 1 March. Invitations to bid 2-4 months later. Davy McKee may also be bidding.	-	USA, Japan, France, Italy	OFF, ATP applied for but no decision can be made until results of prequalification known and UK competition received.
	53 Scattered Diesel Generators a 5/6 MW sets Hawker Siddeley Power Engineering	69 Total scope of £200m	1983	ATP formally offered to Indonesians in mid-January. Contract not yet awarded. Tenders under evaluation.	-	France, Japan, W Germany and the Netherlands	OFF support up to £75,000 ATP of £17,263m.
	b 2.5 MW sets Ruston Diesels	65	1983	Rustons submitted bid on 20.12.82. ATP case for £18.615m still under consideration by SG&I.	-	France, Japan W Germany and the Netherlands	OFF support up to £23,369. ATP case approved subject to funds.
	54 WCM/PVC Sin Chen	85	Uncertain	-	-	-	Application received 23/11 under review.
	55 Creation of An Integrated Porestry Pulp and Viscose Fibre Industry Prinex Ltd	50-100	-	Prinex have offered to carry out a subsidised FS for the Indonesians in the interests of winning the implementation contract. Bank of Indonesia clearance of the proposals has been obtained.	FOO Sec visited in Jan/Feb 82 with 8 leading businessmen.	Austria, USA	OFF FS assistance of 4% of net cost of the study up to a max of £38,700.
	56 Forest Industries Project at Seeyop. Parsons & Whittemore Igdam leading consortium	300 (implemen- tation)	Contract award expected early 1984	PWL are currently negotiating with the client for the FS stage of the project.	-	USA, Japan	OFF under consideration.
Japan	57 Sale of BAe 146 aircraft to Tokai Domestic Airways and further sales to other airlines.	50	Uncertain	BAe have submitted proposals for commencement of deliveries 83.	SOB(T) mentioned 146's in letter to Mr Shinkawa IFS and SOB(T) raised in visits earlier this year. PM raised via Japanese PM (Senko Suzuki) on her recent visit 10.82. No progress since then.	USA	Initial approach to ECSD.

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT %	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Japan	58 5 A310 or A300 Aircraft and spares for Japan Airlines, Airbus Industrie (British Aerospace).	78 (UK CV £118)		In early negotiation.	Application received Oct 82. ECGD cover agreed Nov 82. No further developments.	-	USA Normal terms
Malaysia	59 Telecommunications and Computer Network Esans Ltd	190	mid 83		Competition narrowed to Esans and Hughes (USA) Esans' bid 90% compliant, Hughes 70%. No-bids submitted from both companies mid December. Thereafter 6 months for consideration.	-	USA Buyer credit sought. OFF agreed.
	60 Petronas 170,000 bpd Oil refinery Davy McKee	666	Uncertain		Bid in preparation.	-	Preliminary enquiry to ECGD.
	61 Construction of 4 hospitals Bernard Sunley & Sons Ltd	52	Uncertain		Early stages of negotiation.	-	Buyer credit sought.
Philippines	62 San Roque Hydro-Electric Scheme for the National Power Corporation George Wimpey	200	Uncertain		Wimpey are actively negotiating. The project seems likely to proceed on a three country joint venture basis. One of the collaborators is likely to be Marubeni of Japan, the other possibly a French or Swedish company.	SOS(T) raised with Filipino Minister of Energy during latter's visit November 82.	Sweden, Japan ECGD support has been withdrawn because reservation of cover for Davy McKee for the steel making plant of the Iligan steel works has meant there is no longer sufficient cover available under Section 2 for this market for other projects.
	63 Iligan Steel Plant Expansion Davy McKee (Iron and Steel)	112	Imminent		Contractors have a Letter of Intent for steel phase. A final decision is imminent.	FCO (Sec) visited in Jan/Feb 83 accompanied by 8 leading businessmen. Messagen and meetings with Mr Rees.	W Germany, USA, Japan, Sweden. Total ATP assistance of £25.2m agreed. Buyer credit support for a loan repayable over 12 years. Cover reserved.
New Zealand	64 North Island Main Line Electrification GEC, Hawker Siddalay	50	1983		Registration took place in December 1982. Tenders expected March 1983 with closing date June 1983 and contract award at end of year.	-	Various Initial approach to ECGD
	65 Turnkey hot and cold Flat Steel Products Plant Davy McKee	250-300	Autumn 1983		Negotiations at an early stage.	-	Japan, W Germany ECGD have given a preliminary indication of support.
Papua New Guinea	66 Gulf of Papua Gasfield Offshore Liquefaction and Shipping Co Ltd (Olaeco)	60	Uncertain		Bids in for feasibility study.	-	Assumed still to be Japanese. OFF up to £15,000 towards feasibility study.

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Singapore 67	Singapore Metro Met Con, GEC, Hawker Siddeley, and others including civil engineers.	500	1983	General consultant is American. Fierce competition for contracts expected. Various UK bidders proceeding ahead.	Foreign Sec visited in Jan/Feb 1982. SOG/ Transport raised during visit Jan 1983.	Japan, France, USA, Canada.	-
68	Changi Airport Phase II BAI, EGCI have reported interest amongst their members. (Wimpey, Tarmac, Cementation)	Not known but likely to be substantial. Contract	Uncertain	Japanese undertook Phase I, but prospects for UK involvement in Phase II. Prequalification for 2nd terminal now being undertaken. Closing date 28 March 1983. Tenders expected to be invited end 83.	Foreign and Common- wealth Secretary visited in Jan/Feb 82 accompanied by 8 leading businessmen. Also included in briefing for all recent ministerial visits.	Japan; others not yet known.	-
69	Teleview Aragon International Ltd	100	Decision on trial imminent. Public Service 2 years.	Singapore (TAS) have suspended negotiations with French competitor. Aragon have signed MOU which should lead to field trials early 83.	Raised by Sir Kee Boon in meeting with Mr Baker.	France	OFF
70	Palas Seraya 3 x 250mw oil or coal-fired power station NKK	70	1st half of 1983	NKK have bid. Contract under evaluation.	Raised by Secretary of State for Transport during Jan 1983.	Japan, Switzerland, France, USA, W German W Germany, Italy, Austria, Sweden.	Buyer Credit Agreed.
71	Expansion/Modernisation of oil refinery Bechtel (UK)	133 (\$200)	Uncertain	Bid in preparation.	-	-	Preliminary enquiry to EGGD.
72	5 A300 x 3 A310 Aircraft and spares for Singapore Airlines Airbus Industrie (British Aerospace)	85 (UK CV \$128)	In early negotiations	EGGD cover agreed Dec 82	-	USA	Normal terms.
South Korea 73	Busan Metro Hawker Siddeley Bail in partnership with ASEA (Sweden)	50+	May 1983	Tenders issued May 1982. Hawker Siddeley are on short list of four and undertaking detailed negotiations.	Raised by MGS(I) during visit Jan 82. Mentioned by LPS and SOG(T) in visits to Korea in Jan/Feb 1982. SOG (Transport) raised during visit in Jan 1983.	Japan, France	-
74	Second Integrated Steel Mill Davy McKee British Steel Corporation (Overseas Services) Consultancy	Several hundred million	Mid 1984	Still awaiting issue of tenders which is expected 1st half of this year.	Mentioned by LPS and SOG(T) in visits to Korea in Jan/Feb 1982 and also by MGS(I) in visit to Korea in June 1982. Also raised by SOG (Transport) in visit in January 1983.	Not known but probably Japan, USA.	-
75	Seoul Sewage Treatment Plant Babcock Int	Uncertain. Likely to be in excess of £50m.	Phase 1 - 1983-7 Phase 2 - 1984-8	UK group seeking to match credit terms of competition. Approaches made to EGGD.	-	France, Japan	EGGD or ATP assistance

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK COMMENT EM	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
South Korea 76	6000 BPSD grass roots. Petroleum refining facilities for the Kukdong Oil Co Ltd Badger Ltd	67	Uncertain	Awaiting outcome of tendered bids. The French are supporting 10 years. BCGD are awaiting information from Japanese on terms.	-	France, Japan	EKD supporting 80% of the UK, EEC and foreign elements of the project, repayable over 8 years from commissioning. BCGD also indicating support for Yen financing at 8.9% rate.
Taiwan 77	Taipei Metro GEC; Hawker Siddeley; Balfour Beatty and Met Gas are all interested.	50-100	Tenders may be issued 1983.	Initial design study currently being carried out by UK consultants.	-	-	OFF support to consultants being provided.
Taiwan 78	2-1000mw Turbine Generators for nuclear units 788 for Taiwan Power Company NEI Parsons	79	May 82	Although contract has been signed Government approval is still awaited in order to make it effective. Approval is now expected by Sept 83.	-	-	BCGD buyer credit cover agreed.
Thailand 79	Laem Chabag Port Pauling	150	1983	Thai Cabinet approval given but decision on how project will proceed awaited.	FM and MPT have raised with Thai Ministers during recent visits. Foreign & Commonwealth Sec visited in Jan/Feb 82 accompanied by businessmen. FESS (Transp) raised in visit Nov 1982.	Japan, France	OFF
Thailand 80	Bangkok Metro Metro Cammell Hawker Siddeley GEC, Kier, Costain	200	1983	Prequalifying applications on basis of concession operation called for. Little interest, but this may still go ahead.	MPT raised with Thai Ministers. Foreign & Commonwealth Sec visited in Jan/Feb 82 accompanied by 8 leading businessmen.	Japan	-
Turkey 81	Ataturk Dam (civil works) Wispey (in joint venture with Hochtief of W Germany)	Up to 400	Uncertain	Because of financing problems, the link with Wispey/Hochtief as chosen contractors for the dam construction was severed by an official decree published in August. This will now be opened to other bidders, domestic and foreign. Preliminary contracts for tunnelling etc underway but tenders for civil works not expected for sometime. Wispey have prequalified.	-	Not known	OFF, ECGD not on cover. AUP not feasible.
India 82	Nava Sheva Port UK consortium led by i) Pauling/Costain ii) Taylor Woodrow	250	1983	<u>Indian Sub-Continent</u> Prequalification likely to be completed April 1983. Both UK groups likely to pre-qualify.	Raised during Mrs Gandhi's discussions with FM in March 1982.	Various	Kleinwort Benson has approached ECGD on behalf of Pauling. ECGD has given a preliminary

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT EM	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
India	83 System X Project GEC	180+	Uncertain. May slip because of French deal.	Evaluation of bids continues but timescale affected by parallel pre-emptive telecoms package from French.	PM, FCO, and DOI Ministers have all been involved.	Japan, France, Germany, Sweden (10 companies bid)	OPF, ATP agreed. ECGD has given a preliminary indication.
	84 Boilers for Ramagundam Power Station Babcock Power Ltd	125	Feb-March 1983	On basis of World Bank finance, Babcock are highest bidder on price but are endeavouring to submit revised bid. If Babcock is favoured by client, mixed credit input may be considered to help financing problems.	-	USA, Italy and India local contractor	Mixed credit input under consideration if necessary.
	85 Bombay Masira Gas Pipeline British Gas Corporation	53	March '83	BPEC checking projects viability.	-	Brazil, Canada, France, Italy, FRG, Japan and US.	More than 5 years credit has been requested.
	86 Bombay - UAR Submarine Cable Standard Telephone & Cables	50	mid 1983	Consultancy phase likely to follow Consultancy and Maintenance Agreement which is currently being negotiated.	Included at aid talks	Japan, France	Bilateral aid suggested to Indians.
	87 Mhulganga Hydro-electric Scheme Balfour Beatty	250	Uncertain	Central Government project identified by IB last October. IB to submit initial proposals to Indians this month.	-	-	Possibly OPF assistance. Initial discussions with ECGD.
	88 Sandhav Hydroelectric Scheme GEC & Ewbank	700	-	Ewbank has completed pre-feasibility study. Proposals presented to Indians last September. GEC & Ewbank awaiting go ahead for further studies.	-	-	Possibly ATP assistance.
	89 Nephra Jhakri Hydroelectric Scheme Balfour Beatty (an international consortium)	209	-	IB interest mainly on civil works and transmission line but problems over finance for the project.	-	-	ECGD has given a preliminary indication.
	90 Khadia Opencast Coalmine British Mining Consultants	80	-	Khadia is being developed to provide coal for ANPARA B. Buxton Bucyrus have informed IEP that Mitsui have signed contract for Anpara B. Project now expected to proceed.	-	USA (Morrison Knudsen)	Bilateral aid and Retrospective Terms of Adjustment are available.
	91 Hindostan Zinc i) Mine Development ii) Smelter iii) Captive Power Plant Davy McKee	i) 40 ii) 57 iii) 55 (all estimated)	Decision on project expected by autumn 1983.	HMG has presented an outline financial proposal to the Indian Authorities, which would depend on UK contractors securing all three stages of the project. Davy, who are primarily interested in, and are bidding for, the smelter construction are negotiating with the Indians.	-	Japan, Australia	Financing proposal suggests allocation of £20m Riband ATP (already committed to India). ECGD cover might be available on a first come, first served basis.

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
India	92 Red Mill for Vinakbaptan steel project. Davy McKee	62	Uncertain	DM (Sheffield) bid for red mill. AIP for training package (2.9m) agreed. Letter of Intent issued to Scholesmann but not ratified by Indian authorities. DM (Stockton) building for gas cleaning plants. Bid due to be opened very soon.	-	W Germany	ECGD have indicated support. AIP
	93 Aronatica Complex Procon Ltd	150	Uncertain	Preliminary negotiations.	-	Japan, W Germany, Italy, France	Morgan Grenfell on behalf of Procon has approached ECGD who have given preliminary indication.
	94 Hire and operation of up to six land based Oil and Gas drilling rigs. Will Beam (Overseas) Ltd Kenting Drilling Services Ltd	100 (US \$150)	Mid 1983	Adjudication of tenders. World Bank finance may be available for two rigs	-	USA, Canada, France, W Germany	ECGD have given a preliminary indication of support to both companies.
	95 Daiteri (Orissa) Steel Plant BSC(OE), Davy, Babcock Vickers, BOC, LDC	650m subject to change	1983/84	Indian technical team visited UK in Feb to see potential UK suppliers. Their report due to be submitted to OOI by end March 1983. Detailed discussion at Govt level and financing will follow.	Raised during PM's meeting with Mrs Mrs Gandhi in September 1983. Mr Bean hosted lunch for Indian team.	Germany, Japan	Special aid agreed.
	96 Durgapur Steel Plant Modernisation Babcock, Cleveland, Redpath, Davy, BEE	250	Uncertain	Outline project proposal produced and submitted to Indians. Discussions expected to commence April 1983.	-	Japan and other interested.	-
Bangladesh	97 Jamuna River Gas Pipeline. British Pipeline Engineers and Contractors	200-300	Uncertain	Feasibility study awarded in December 82 to Bendel, Palmer Tritton and Pancol Design Engineers.	-	France, Japan, USA, Canada	-
	98 Chittagong Fertiliser Plant Humphreys & Glasgow (In Japanese and Canadian consortium)	50m	Uncertain Bid docs received.	Application received 25/8/82. PEP agreed with S&G to consider application when invitation to bid docs received. However another UK company also interested at this stage. S&G to contact PEP.	-	-	Later discussions with PEP.
Pakistan	99 Azmanis/Urea Phosphatic Fertiliser Plant Humphreys and Glasgow	Total value 326 (UK content likely to be 50+)	Early stage	Discussions continue with the client, but problem of lack of ECGD cover makes progress difficult.	-	USA	Present ECGD section 2 is insufficient for this plant.
Sri Lanka	100 Sasanalewewa Hydroelectric project Balfour Beatty GEC and Sir Alexander Gibb	105		BB have offered free appraisal/review study (with ODF support) to President and are awaiting confirmation that they can go ahead.	-	-	ODF

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Algeria 101	Dry Dock, Mers El Kabir Costain and W S Atkins	86	Uncertain but probably 1983	<u>Africa</u> Tenders under evaluation. However project is likely to be re-defined by Algerians.	-	i) Japan ii) Spanish/Belgium consortium	ATP rejected by ODA.
102	Housing and New Town Planning 20,000 housing units. Wimpey Cementation Douglas McAlpine } British Construction Group	600-700	Uncertain	Govt to Govt agreement (MOU) negotiated. Letter of Intent signed on 31 August 1982 for 1st phase of 6,400 units. UK construction group still negotiating contracts.	MPT visited Algiers 9-11 Oct 81 to sign MOU. Minister for Housing and Construction visited Algeria end Oct 82 inter alia to openhead official negotiations.	Worldwide	ECGD-backed loan. Increased market limit agreed by EGD. OFF \$431,250.
103	Pre-fab System building to include permanent housing, schools, hospitals i) British Construction Group ii) Paulings	50-100	Unknown	UK interest diminishing because of dispersal of sites for housing. Price negotiated for vocational training centres but no sites allotted yet.	-	Unknown	ECGD support will be sought when contract values are known.
104	Jijel Engineering and Project Management Consultancy W S Atkins	50-70	End 1983	Project put in abeyance for 9 months, Atkins still keen to pursue.	Included in MPT's brief on visit in September 1981.	Unknown	OFF \$50,000
105	3-5 Teaching Hospitals Tarmac Overseas	est \$50m per hospital	May/June '83	UK group awaits call to visit Algeria	-	France Belgium	OFF Application under consideration
106	6 A300 Airbus Aircraft and spares for Airalgere Airbus Industrie (British Aerospace)	57 (UK CV \$86)	Unknown	ECGD cover agreed Jan 83.	-	USA	Normal terms.
107	Vocational Training Centre Pauling Co Ltd and Crown Agents	65	Uncertain	Original programme of VIC already allocated. Supplementary programme envisaged.	-	-	Indication of support given by EGD.
Angola 108	Construction of 300 bed hotel in Luanda Costain International	66.6	Uncertain	Costain have presented their proposals to the buyer. No reaction yet. Post investigating.	-	France	Initial approach to EGD.
Caseroon 109	ING Project Davy McKee	Several Hundred Million	Uncertain	Status uncertain.	-	France	-
110	Complete Pump Factory Sigmund Pulsometer Pumps Ltd	75	Award expected 1983	Revised bid submitted August 1982.	-	-	OFF support.
111	Construction of 4 major roads. George Wimpey	100	Uncertain	Early stage. Caseroon Government thought to view this as a high priority.	-	-	-
Gabon 112	Feeder roads project connecting Indreville and Port Gentil to Trans-Gabonese Railway. Taylor Woodrow/Wimpey	80-100	Uncertain	Proposals to be submitted during March 1983.	-	-	-
113	Kargo Pulp Plant Balfour Beatty	100+	Uncertain	Early stage. BE leading a consortium of UK/French/Canadian companies, each sounding out export credit availability.	-	Canada (Sincere)	-

CONFIDENTIAL

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Ivory Coast 114	Abidjen International Airport Plessey Airports	80 (Stage II)	Not yet known	Plessey were awarded Stage I contract value £6m and Stage II studies for design of terminal building. It is expected that a total package will be required to complete the development but timescale dependent on improved economic situation.	-	France	OFF support for first two contracts.
Kenya 115	Kisumu Hydroelectric Project Balfour Beatty GEC	52	-	World Bank are funding dam but underground and EM contracts are subject of tenders to prequalified contractors/countries. Closing date around end-May.	-	International	Bilateral aid ECGD cover.
Libya 116	Tripoli Airport - aircraft maintenance hangars. Fairclough International	130	1983	Project implementation in doubt due to Libyan economic problems. Cash and oil payments suggested by Libyans.	-	W Germany and Netherlands	OFF-supported. Discussions on barter-deal, continuing with ECGD.
117	Broadcasting Stations Network Marconi Communications Systems	210	Uncertain	MCS have submitted turnkey bid. Evaluation proceeding.	-	France, USA, Switzerland, Germany	OFF ECGD insurance indicated.
118	Misurata Steelworks Consultancy BSC(OS) Ltd possibly Ingersoll	85	1983?	Discussions are continuing. Ingersoll have not yet decided whether to bid.	-	Italy	BSC applied for OFF but question of UK competition not yet resolved.
119	Complete Pump Factory Sigmund Fulcometer Pumps Ltd	75	Award expected 1983	Contract negotiations continuing; award expected early this year.	-	-	OFF support.
120	2 X 1200 Bed Hospital Benghazi and Tripoli Shanning Int United Medical	90	Mid 1983	Shanning has pre-qualified by virtue of reputation. Visit to Libya by Min of Health supporting UK group made Jan/Feb 83.	Min of Health to support Shanning-HMG negotiations.	W Germany	OFF assistance of £70,000.
121	Civil International Airport Project The Anglo/Swedish Construction Co Ltd	71	Not known	Tenders under consideration.	-	-	Joint venture with AB Skanska of Sweden.
122	Suora Aluminium Smelter George Wimpey International	60	1983/1984	US firm Kaiser Engineering have won main contract but Wimpey seeking contracts for engineering works and construction of pot lines.	-	Not known	No credit requested.
Nigeria 123	Oil Grid Fell Frischmann Offshore	110	-	Fell Frischmann have won the consultancy contract in November 1982.	-	-	-
124	Escravos-Lagos Gas Pipeline British Pipeline Engineers & Contractors	350	1.6.83	Bids being prepared. Bonding is a problem.	-	Unknown	-

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Nigeria 125	Development of up to 9 regional airports. UK Airports Group (inc GEC, Sir Alfred McAlpine, Cosnor, Ferruzzi, British Airports International, Lazard)	Up to 125 (total for 9 airports)	Unknown. Set projects now slipped in priority and subject to delays.	UK Airports Group's initial proposals submitted for consideration by Nigerian Minister for Aviation. Tenders expected to issue shortly for first airport (Makurdi) and UKAG will be invited to bid.	Ministers for Trade referred to impending proposal from UK during visit 11/81.	France, Germany, Italy	Diplomatic support. ECGD considering support for 85% UK content.
126	Open University of Nigeria. Possible UK Consortium of De-Brant Joyce, British Council, ESO, Post Warwick and Open University, UK.	500 potential	Feasibility Study commenced 10.81 May lead to Management/Design contracts in 83.	De-Brant and Post Warwick leading feasibility study with contributions from other possible consortium members. UK's lead in distance learning techniques puts it in a strong position for subsequent contracts. Initial Operations Design Study has been submitted. Open University Bill is expected to be approved during next Nigerian Parliamentary Session (beg Sept). <u>Note</u> Major expenditure on Abuja is unlikely during 1983. Therefore it is unlikely that great inroads will be made into the Line of Credit.	May be required later.	USA, France	Initial OEP assistance offered £9,000.
127	National Assembly Building at Abuja. Taylor Woodrow International.	80-115	Uncertain	Went to partial rebid to reduce costs. Taylor Woodrow and Bouygues only in running. British High Commission have suggested ECGD should confirm offer to match any competitor. PNF have recently claimed that the FCDA are still considering the project under the L of C.	Prime Minister sent letter to President Shagari of Nigeria which was handed over by Minister for Housing (DOE) who also supported project during own visit.	France	OEP assistance provided for Taylor Woodrow. £44,800. £500m line of credit offered.
128	New Mint, Abuja and associated Complex (ie generating plant and housing units). De la Rue.	Potential 135-143	Uncertain	De la Rue are likely to pursue the project management contract. PEP will seek to interest UK firms in the associated construction and equipment business.	-	-	-
129	Shopping Centre at Abuja. Morgan Grenfell (bankers) Conran Roche (consultancy) Main contractor companies to be identified.	100	Uncertain	Bids to construct the centre likely to be invited early 1983. PEP aim for a British firm, using the Abuja line of credit. Design phase awarded (£3.6m) to Conran Roche. FCDA now considering financial package offered by UK bankers which is expected to result in a limited tender of UK contractors.	-	-	-
130	National Library	Potential 70	Uncertain	Design work commenced, having been awarded to UK consortium March 1982.	-	-	ECGD cover under line of credit.
131	Infrastructure area EF, Abuja.	up to 60	Uncertain	Taylor Woodrow are reported to be in second place for the contracts.	-	Lebanon, Nigeria, Greece	-

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Nigeria	132 Hotel Office Block and Market. Aprofirm.	80	Uncertain	Bid submitted.	-	France, Switzerland	ECGD under consideration.
	133 Municipal Complex Abuja Eric Askew and Partners	140	Uncertain	Eric Askew's design for the complex has been accepted within the FCDA. They are waiting for approval to use the £500m L of C to prepare a turnkey package. <u>Note</u> Major expenditure on Abuja is unlikely during 1983. Therefore it is unlikely that great inroads will be made into the Line of Credit.	-	None known	-
	134 OJI River coal-fired station, transmission project and mine refurbishment. NKE/Costain/BEL/BHEL.	240	Tender due to be submitted 14.2.83.	Tying up of final details of package; OJI consultants checking bid competitiveness.	Mr Mellor's visit 9/82.	-	Up to £10m ATP; ECGD 10 yrs @ 10.75% from final commission with local costs cover.
	135 Flatc Steel Plant. Davy McKee (Iron and Steel).	500-800	Uncertain	Tender issue expected early 1983. Davy forming a consortium with Kobe Steel (Japan).	-	Not known	-
	136 Aluminium Smelter. BSCL.	400-500	Uncertain	WS Atkins (UK) have submitted feasibility study. BSCL actively pursuing main contract.	-	Eniser (USA or UK)	-
	137 Petrochemical Complex Phase II Davy McKee Sin Chew Babcock Woodell Duckham and JBE Co Ltd	Substantial possibly as	Uncertain	Foster Wheeler (UK) awarded project management contract. First contract for ethylene plant likely to be awarded early 1984. UK companies are in the running for other plants.	-	World-wide Japanese keenly interested.	-
	138 Water supply scheme in Kano State. Baker Siddaley.	60	-	Contract signed in June. Did not become effective before expiry date. Thus contract is null and void. ESWE are holding price and hope to revive contract by end 1983. Success depends on federal committee checks on the bid and completion of loan agreement for Kano State projects by Morgan Grenfell.	-	Not known	OPF support to ESWE.
	139 1000 Bed Teaching Hospital project at Abuja. Consortium-led consortium	108	Has slipped from December 1982. New date uncertain.	The client is seeking additional information in order to compare offers.	-	France, Belgium, Italy, Brazil	OPF and ECGD Bayer Credit applications under consideration.

CONFIDENTIAL

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COUNTRY	PROJECT/UK INVOLVEMENT	UK GOVERNMENT EM	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Nigeria 140	Water Supply Project for Nigeria state Bwater/Shellear	105	Jan 83	Awaiting loan repayment guarantees of Nigerian Federal Ministry of Finance and Provision of Eurodollar financing for local costs and down-payments on UK element.	MFT has been approached for assistance in provision of Eurodollars.	-	Morsal ECED support subject to cover being available on market when IMF guarantees are available.
141	Water Supply Project for Kwara State Bwater/Shellear	120	Nov 1982	Awaiting loan repayment guarantees of Nigerian Federal Ministry of Finance and Provision of Eurodollar financing for local costs and down-payments on UK element.	MFT has been approached for assistance in provision of Eurodollars.	-	Morsal ECED support subject to cover being available on market when IMF guarantees are available.
South Africa 142	Seamless Pipe Plant Head Wrightson	58	Award expected 1983	Bid submitted 31 March 1982.	-	Mannesmann (FRG) Innocent (Italy) Valourec (France)	OFF to Head Wrightson.
143	Power Station C (Krutala) (Dry Cooling equipment) GEN - Birwelco Lussum	around 75	June 1982 Adjudication date Spring 1983	Tender evaluation for Station C completed, and GEN Birwelco understood to have chance of supplying dry cooling equipment.	-	Germany, France, Holland	ECED indication given.
144	MISE Plant, Skhira Davy McKee	170	Uncertain	Early stage Feasibility Study awaited.	-	-	-
145	Lekwe Power Station boiler pressure parts and associated auxiliary plant for C-600w units. Babcock Power Ltd	165	Uncertain	Tenders expected soon.	-	-	ECED indication given without commitment subject to cover being available.
Tunisia 146	Tunis Bourghiba new International Airport. British Airports International (BAI)	Not yet known Project	Uncertain	BAI were awarded the initial study contract on 15 January 1982. Work is now completed. Owing to general recession project is unlikely to go ahead in foreseeable future. BAI should be well placed for detailed design study but this is unlikely to move until end-1983.	-	-	OFF assistance to BAI.
147	Sulphuric, Phosphoric Acid Plants at La Skhira. Sin Chen.	50	June 1983	ATP offer made September 1982. Re-bids required by end of February. Strong competition from Japan/French.	Mr Rees discussed project during his visit in December 1982.	Japanese, French, Italian, German	ATP agreed. OFF agreed
Zimbabwe 148	Salisbury/Gwelo Mainline Railway Electrification Stage II GEC, Hawker Siddeley,	100	Decision to proceed awaited.	Although UK group hoped to negotiate contract international tendering now seems likely.	Lord Carrington pressed UK's interests during visit in Feb 83.	Anticipated from France, GFE and Japan	ATP under consideration ECED considering credit.

CONFIDENTIAL

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Zimbabwe (Cont'd) 149	Extension to Kariba South Hydro-Electric Power Station Balfour Beatty, GEC Bovingo	65	Uncertain	Disagreement between Zimbabwians and Zimbabweans on future of project so UK consortiums attempt to put in a pre-emptive bid at the old interest rate has failed. Balfour Beatty submitted updated offer in December 1982. Major doubts about project going ahead.	-	France, Canada, Sweden	OFF refused for pre-emptive consortium bid. ECOD indication given.
Brazil 150	Steel Tube Mill Santa Caterina Davy McKee	67	Uncertain	<u>Latin America</u> Davy submitted revised bid, timescale for project is unclear.	-	Germany, Spain	OFF support.
151	Power Alcohol Programme Fletcher and Steward Ltd John Brown Engineers Matron (Brazil)	Unknown Project value - \$400m	Likely to be phased	UK consortium has bid for 4 distilleries. 11 more in pipeline.	-	France, Holland, W Germany, Japan	OFF offered to FS 2/82
152	Coal Gasification Babcock Woodall Duckham	Possibly up to \$120m	-	-	-	Germany	OFF
153	Cerritos Irrigation Scheme	45-100	1982	There are now difficulties in forming the right sort of link between the Government and commercial aspects of the proposed programme to irrigate 30,000 hectares. The Brazilian Ministry of Agriculture is still anxious to see British firms in the irrigation field, however, and possible ways of achieving this are currently in progress between Brazil and the World Bank.	-	USA, France, Japan	Discussions with ECOD and FEP
154	9 A310 Airbus Aircraft and spares for VASP Airbus Industrie (British Aerospace)	80 (\$120)	July 82	ECOD cover agreed but current stumbling block is the Brazilian Govts request for parallel dollar finance.	Chancellor's letter of support. Nov 82	USA	Normal terms.
Colombia 155	Bogota Mass Transit Hawker Siddalely, GEC and Met Can.	50+	Uncertain	Colombian Government decision awaited on speed of implementation.	-	France, Spain, Colombia	OFF sought for feasibility study by BS.
156	Medellin Mass Transit. GEC/Met Can/Italy/W Germany; Hawker Siddalely/Canada (Consortia)	250	Tender issue and February 1983. Award December 1983.	Joint GEC/Met Can bid. ATP support likely to be needed.	NPT met head of Metro Authority recently.	France and others	ATP likely to be asked.
157	2 144,000 DWT Diesel driven bulk carriers for Granelco Harland & Wolf Ltd	25	Uncertain	Harland and Wolf are enquiring with Northern Ireland Dept of Economic Development about the possibility of getting aid.	-	Japan	ECOD have indicated normal ECOD terms for ships.

CONFIDENTIAL

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Chile	158 Pehuenche Hydro Electric Project, GEC/Tarmac/Rendel/Williamson Hydro/Soving/Lasruas	150	1983	Client has indicated that negotiated contract possible for any group willing to take majority equity stake. UK group is investigating equity stake. UK group is investigating equity problem with Chileans and, if agreement reached, will consider provision of free study to appraise existing data on project.	Minister for Trade raised during visit to Chile Sept 1982.	-	Possible OFF for appraisal study.
	159 2 Dams, 4 Tunnels, and 1900m canal. Balfour Beatty	106	To be negotiated March 1983.	Application received 27.1.83. No indication yet given pending review of Chilean economy.	-	-	-
	160 Secondhand Power Station (Presently at Dundee) Taylor Woodrow and British Electrical International	52	Unknown	Tender to be submitted March 1983.	-	-	No indication yet given pending review of Chilean economy.
Ecuador	161 Toshi-Pilaton Hydro-Electric Project Balfour Beatty/Schroder Wagg	150-200	Uncertain	Project has been postponed until results of drilling for oil/gas in the Gulf of Guayaquil are known.	-	Norway/Sweden/Canada/Brazil	-
Panama	162 Coal Gasification/Methanol complex at Chiriqui, Granada, Humphreys and Glasgow	Study \$950,000	Uncertain	Humphreys and Glasgow evaluating BGC slagging gasifier as part of larger study. Project not likely to proceed until finance raised.	-	-	OFF agreed to H and G to part finance part of study.
Paraguay	163 Electrification of suburban railway and/or construction of new lines to Argentina and/or Brazil. GEC and Others.	150	Uncertain	Depends on Brazilian decision to proceed which is unlikely in current economic climate.	OFF raised subject during recent visit and emphasised priority of this project.	Japan	-
	164 Aluminium Smelter Methanol Plant British Smelter Construction Ltd (BSCL)	250	End 1983	Formed joint venture with Paraguayan interests to prepare detailed feasibility study for which OFF assistance has been	-	USA (Reynolds) Japan	OFF for feasibility study.
Peru	165 Development of 4 Sugar Estates and Refineries in Selva Region. Tate and Lyle	35 prospect further 70	The Peruvian President has still to sign a document formally allocating area of land to be studied. (The Peruvian Government contribution towards the cost of the study is still awaited.)	UK to finance US \$500,000 of the \$600,000 feasibility study (DOF \$300,000 T&L \$200,000). This should lead to T&L winning the project management. Govt to Govt agreement was signed on 7.2.83.	OFF negotiated with the Prime Minister Ulloa the terms of UK assistance during his visit to Lima 7.81 nominating T&L as the company to undertake the feasibility study. Confirmed by letter.	-	OFF feasibility assistance.
	166 Mantaro/Shegga Water Supply and Hydro Projects	100	Tenders are expected early in 1983	Eimac and Partners leading international consortium for final design and tender stages. Bechtel of USA hope to win management consultancy. Opportunities in equipment	-	Complementary rather than competitive bids expected.	-

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Peru (Contd)				supply. Committee set up end '82 to determine if project still necessary. Tender design work continues independent of committee investigations.			
167	Los Olmos Hydro Electricity and Irrigation Scheme in Northern Peru Tarmac International	140	Timescale under discussion	Tarmac have signed heads of agreement with Skanska (Sweden) and Oshivocht (Brazil) for joint venture for civil engineering. Tarmac have proposed to Russians that they do joint venture work in parallel. USSR taking the mechanical and engineering element. Negotiations opened 12.81. Tarmac report possible issue of tender invitation shortly.	Tarmac accompanied Mr Parkinson on his visit to Peru when project was discussed with ministers.	Negotiated contract is hoped for.	Probably credit from Sweden, UK, Brazil and USSR. NB Size of potential UK participation too large for ECGD limit on Peru.
Trinidad and Tobago 168	Point Fortin Oil Refinery Expansion Foster Wheeler M W Kellogg Ltd Fluor (GB) Ltd Procon (GB) Ltd Bechtel Chiyoda International (GB) Ltd	100	Possibly 1983	A decision on whether to proceed is awaited from the Trinidad Cabinet. Fluor (UK) have been shortlisted. Other UK firms are interested. Tender documents still to be issued.	-	Japan, USA, France, Switzerland	ECGD have indicated support for Fluor (UK) and will probably support others.
169	Port of Spain Sewage Riveter-Shellabear NSC (pipe suppliers)	250m	Uncertain	Project under reappraisal. Report to be submitted to Govt and March in view of overall cost. Project likely to be broken down into smaller contracts.	-	-	-
Venezuela 170	Various Hotels throughout Venezuela Metal Sections Ltd Carl Rowcliffe and Associates Stanley Miller Ltd	60-70m approx	Unknown	MSL visited Venezuela during January 1983 to conclude some of the design and contractual details.	-	-	OFF £86,000
171	Orinoco River Bridge Cleveland Roßpath and others.	50	Unknown	Venezuelan Government are considering how to proceed with project.	-	Japan, Germany	-
172	Caracas Iron and Steel Plant Davy McKee	240-300	Uncertain	Project delayed since 1979. Davy-led consortium been kept together; signs that project may revive shortly but on a reduced scale.	Included in briefing for Ministers in past years.	W Germany, France	OFF provided for Davy.
USA 173	USA - Europe submarine cable T A18 Standard Telephone and Cables	150-200	Tender called December 1982. Bids required April.	<u>North America</u> AT and T, as co-owner, well placed to win through subsidiary Western Electric.	-	USA (Western Electric) France	-
174	Alaskan Gas Pipeline (7 gas compressor stations and conditioning plant) 1) William Press Group Davy McKee and Morgan Grenfell	1,000	Uncertain	The client has postponed invitations but is reviewing the project. An alternative pipeline to facilitate export of LNG to Japan has recently been mooted by the Economic Committee of the	-	Local	ECGD finance under consideration.

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK COMMENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
USA (Cont'd)	2) Matthew Hall Engineering Ltd and Midland Bank Ltd			Governor of Alaska.			
175	Coal/Gasification - Pre-Feasibility Study Phase 1 Babcock/Woodall/Duckham	£200m	Uncertain	-	-	-	OFF approved 19/8/82
Canada	176 5 A310 Aircraft for Wardenair Airbus Industrie (British Aerospace)	66 (\$100)	March 81	Deferred delivery. ECGD cover agreed.	-	USA	Normal terms.
Bulgaria	177 Direct reduction Plant Lurgi (UK) Ltd	70	Not known	<u>Europe</u> Budget price submitted, formal offer still to be made.	-	Japan (7)	ECGD support offered.
Greece	178 Railway Modernisation A number of UK companies	120	Tender issues March 1983	Attempted negotiation by a UK group at an earlier stage.	-	European	OFF for feasibility.
	179 New Athens Airport BAI	Consultancy 11, follow-on work possible 90.	-	BAI awarded consultancy contract 1980. Contract however now cancelled in accordance with law 1932 forbidding employment of foreign consultants by all public sector corporations. BAI arranging a financial package which they hope will lead to the reinstatement of their contract. Announced 20 January 1983 that a decision on the new airport has been postponed for 2 years.	Support by PM, SOG(T) Foreign Secretary talks with Minister for co-ordination.	USA, France, W Germany W Germany, Italy	OFF £14,492
Hungary	180 Natural Gas Pipeline Hungarian extension of the West Siberia Gas Pipeline 1) Cooper Halls Ltd (Halls Royce Ltd) in association with Wilbros (Overseas) Ltd and H W Kellogg Ltd 2) Ingersoll Rand (Sales Co Ltd) 3) John Brown Engineering Ltd	300 approx	July 1983	Bids for tender have been made and are now under consideration by Hungarians. Contract dependent upon end use agreement with Italians over purchase of gas. Detailed turnkey re-bids requested.	UK firms' bids supported by MPT during visit to Hungary in October 1982.	FRG, France, Italy, Japan, Netherlands, USA, Austria.	OFF assistance and ECGD support under consideration.
Italy	181 7 A300 Airbus Aircraft and spares for Alitalia Airbus Industrie (British Aerospace)	66 (\$99)	Unknown	ECGD cover agreed but believed lost to USA.	-	USA	Normal terms.
Luxembourg	182 Two satellites for direct broadcast TV system British Aerospace	54	Unknown	On shortlist.	-	France, USA	Normal terms.
Portugal	183 Extension to Lisboa Metro Mowlem/Loing/GEC-led UK consortium	70	Possibly 1983	Metropolitano working with UK group on proposals.	SOG(T) raised October 1982	France, W Germany	-

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT %	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Portugal (Contd) 184	New Lisbon Airport	Unknown but could be substantial (project value 600-800).	Unknown	Initial study report by US consultants under consideration by clients. Meanwhile further consultancy will take place.	Pressure on CAA not to join Parsons (US) bid for study.	Not yet known.	-
185	Lisbon Sewage Treatment Plants Lilly Construction/French Kier/Simon Hartley/Watson Hawkeley.	50-100	Possibly end 1983	UK consortium has pre-qualified. Closing date for tenders put back to 24/4/83. UK consortium preparing more detailed bid.	SUS(I) briefed to raise during visit October 1982.	Various groups have pre-qualified.	OPF assistance.
186	Digital Exchange Project System X Plessey	50+	-	Several systems (including system X) have been recommended by CCT to Ministers as technically suitable. Award of contract will be made on attractiveness of politico-economic package offered. No invitations to tender has been issued.	-	Sweden, W Germany, France, Japan, USA/Canada	ECGD approached.
Switzerland 187	8 A300/310 Airbus Aircraft for Swiss Air Airbus Industrie (British Aerospace)	55 (85%)	July 1979	First deliveries anticipated March to Oct 83.	-	USA	Normal terms.
USSR 188	Oil and gas separation plant Tengis Davy McKee (London) Ltd	160	End 1983/early '84	Negotiations still at an early stage. Bids being considered.	MPT referred to British interest in this project at 10th British Soviet Joint Commission Sept 1982.	France, FR Germany, Italy, Japan	Company have approached EGD; EGD cover under consideration. OPF assistance offered up to £187,000 towards bid bidding costs.
189	Single cell protein plant John Brown/ICI	80	possibly 1984	Negotiations still at an early stage.	MPT referred to British interest in this project at 10th British Soviet Joint Commission Sept 1982.	-	Company approached EGD-cover under consideration.
190	Equipment for potash mine Soligorsk Gallick Deason/ Anderson Strathclyde	60/90	probably early/mid 1983	Negotiations at advanced stage	MPT raised companies' interest at 10th British Soviet Joint Commission Sept 1982.	FR Germany	Morgan Grenfell has approached EGD on behalf of consortium. EGD cover under consideration.
191	Machine tool project for combine harvester and tractor factory John Brown (Wickmans)	70	-	Proposals submitted by company in January 1983.	-	Japan, FR Germany	Company are planning to approach EGD and are expected to request OPF assistance.

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT %	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
CEEC 192 (Contd)	Carbon dioxide separation plant Smachino Davy McKee	50	probably 1983	Negotiations at an advanced stage.	MFT raised companies' interest at 10th British Soviet Joint Commission Sept 1982.	Japan, Italy	Company have approached ECGD-cover under consideration. OPE assistance offered.

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Prime Minister

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From the Secretary of State

John Coles Esq
PS/Prime Minister
10 Downing Street
London SW1

8 November 1982

Dear John

I attach the fourth EX(0) Report to the Prime Minister on prospects for major contracts, (those with a potential UK value of £50m or more), in the civil overseas projects field. The report reflects the position in September.

Major successes reported since the third EX(0) Report include:-

Project	UK Contractor	Basis of success claimed	Total contract Value £m	UK value £m
<u>Aromatics Plant, Indonesia</u>	Thyssen Steel (UK) Ltd	Sub-contract for design, engineering and equipment	757	106
Railway, Gabon	Taylor Woodrow Wimpey	contract	538	62
<u>Opencast Coal-mine India</u>	British Mining Consultants (procurement agents)	contract (value not specified)	217 (est)	78 (est)
<u>Island Line Extension, Hong Kong</u>	Marples Ridgeway Henry Boot Gammon/Keir/ Lilley Hadden Westinghouse Metro Cammell Brush Electrical	Electrical and mechanical contracts. Civil Engineering contracts	109	50
Roll-on, Roll-off Ships for Sunaman, Brazil	British Ship-builders	contract for 2 ships (possible order for a 3rd)	41 (21)	41 (21)
			1662	337
			(1683)	(358)



From the Secretary of State

Government support has contributed in varying degrees towards these contract successes, particularly in the case of the Indian coalmine (where ATP aid was provided) and the Brazilian ship order (which fell under a Government to Government Memorandum of Understanding).

On the other hand the following opportunities listed in the third EX(0) Report have since been reported as lost to competition.

Project	Successful Bidder	Reason for Failure (if known)
Yarmouk University, Jordan	Jordan/Kuwaiti/Lebanese firms	HMG declined to subsidise a competitive price with aid
Rural Telecommunications System, Jordan	Japanese/French firms	Competition between GEC and Plessey prevented effective HMG support
Olefins/Aromatic Plant, Kuwait	CSF (Braun) USA	US Company favoured due to close relationship with client
Container ships Sunaman, Brazil	West German firm	price
Modernisation/Expansion Rural Airports, Paraguay	One airport awarded to Brazilian firm, others delayed	Suspect that competition offered more attractive financial package
Gas Terminal, Norway	West German firm	
Diesel Electrics, Indonesia	West German firm	West Germans influenced vital change of specifications at last minute

Since the last EX(0) Report the framework agreement covering the Rihand Power Station in India, (UK value approximately £300m), has been transformed into a firm contract. However, the reported Taiwan order for supply of NEI turbine generators (UK value £50m) has been suspended, due to a decision by the Taiwanese to postpone the project following a re-appraisal of their future energy requirements.

I am copying this letter to the Private Secretaries of the Ministers whose Departments are regular participants of EX(0) and to Richard Hatfield (Cabinet Office).

Yours sincerely,

JOHN RHODES
Private Secretary

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MAJOR CIVIL OVERSEAS SALES PROPOSALS - DEPT 104, SEPTEMBER 1982							
COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTRIB \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Bahrain	1. Flat Steel Plant Invy McKee (Iron and Steel)	Feasibility Study - £900,000 Project - 450	Uncertain	Middle East Ed for Study submitted May 1982. Invy hope this will put them in a favour- able position to win project management contract.	-	Kobe (Japan) Germany Austria France	OFF for Study
	2. Aluminium Rolling Mill Loewy Robertson	50	Feb 1983	Kaiser appointed consult- ants. Loewy invited to pre-qualify with 5 other foreign firms.	-	Kobe (Japan) Secin (France) Mitsui (Japan) Brown-Boveri (FRG) Sas Siccag (FR)	Preliminary enquiry to EOGD. Normal buyer credit
	3. Arabian Gulf University Shepherd Robson	Unknown but £200-400m (1981 prices)	Contract to be phased in stages	Shepherd Robson have completed the master plan. Next stage - detail consultancy/design followed by prequalification for construction Autumn 82. S.R. are due to give a presentation to interested UK contractors. The EOGD will arrange.	Prime Minister briefed to raise during visit 9.81	Almost certainly France who won Amec Hospital contract.	-
Egypt	4. Tyre factory Dunlop International Projects Ltd.	Study 95,000 Project £50m	Study contract early 1983. Project timescale unclear.	Study proposal completed August 1982.	-	Not known	OFF rejected
	5. AIB Development Arab Int. Bank i. Cementation International ii John Laing International	25-50	Contract award expected end Oct 1982	Tenders still being evaluated. Both Companies have been asked to extend their bid bonds until the end of October.	-	Japan, Korea, USA, France	EOGD has offered Buyer Credit Facilities to John Laing.
	6. Poultry Production Project. British Livestock Company (Farm Management Ltd)	60	-	Contract awarded to have been awarded to opposition. Post checking.	-	Germany, Holland	OFF assistance
	7. Natural Gas Distribution Network, Alexandria and Cairo (West) British Gas Corporation William Press International Ltd.	55	Unknown	British Gas have secured the supervision and consultancy work for Cairo (West) and the consultancy only for Alexandria. William Press are seeking both implementation contracts and have bid for the 78km pipeline from Mentha to Alexandria, but financing a problem for client.	PM discussed this with the late Egyptian President 8.81. Included in SOG(T)'s party which met President Mubarak 11.81 was representative from William Press Ltd who are working on Cairo (East) project.	Netherlands, France Austria	OFF assistance of 500,000 to SOG, £1m ATP offer refused.
8. Greater Cairo Sewage British Wastewater - A.J.V. including Babcock, OGC, Midland Bank, Edmund Hittell and Bellour Dently	150	Consultants Taylor/Binnie are completing design.	The Government to Government MOU covers the provision of £900m. Requests for prequalification for the East Bank Project from British Contractors were issued in April 1982. Tenders due to be issued to UK contractor in late 1982.	MPT 3, 20 SOG(T) discussed this with Egyptian Deputy Premier Dr Heguid 2.81.	No foreign competition	£100m EOGD support linked to £50m ODA Grant (from 1979). EOGD have agreed requests for extension of ordering period. loan document signed 11.81.	

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTRACT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Egypt (Cont'd)	9. Cairo Metro 'Fixed Systems' contracts (signalling, power etc) Hawker Siddeley.	60-70	Probably delayed till late 1982.	Negotiated bid currently being put together in effort to unseat French.	Nil	France	ECGD matching French financial terms.
Iraq	10. Baghdad Metro UK consultants currently led by Freeman Fox and Partners W S Atkins carrying out design work EMa. GEC, Hawker Siddeley, Metro Cammell working together in pursuit of contract.	400 potential on equipment (including rail cars) - UK potential on civils not known.		Civil construction and hardware tenders being issued.	GOS(T) discussed during Joint Commission in Baghdad	Extensive but not known yet.	OPF support to consultants being provided OPF agreed for E & W bidders.
	11. Main Line Railway Development UK consortium led by Wimpey for Civil Construction.	1.25 billion	Tenders issued. Bids 9.82	Consortium of firms formed by BOCI after action by DoT.	Ministers have agreed to make credit available for first time to Iraq.	W Germany, Greece, Korea, Brazil	OPF agreed ECGD credit available.
	12. Ordnance Storage Warehouse. (200,000m structure) International Military Services Ltd. Sub-contractors are Dexion Ltd and Cementalia Ltd.	65	Uncertain	Project postponed due to Iraq/Iran war (Negotiated contract opportunity)	-	-	ECGD cover available
	13. Reinforced Concrete Reservoirs Project Anglo Overseas Construction Corporation Ltd in joint ventures with Lebanese Mackenzie and Shand Ltd JMW (Ireland) Ltd and Lilley Construction Ltd	55-155	Uncertain	Project may be phased over 2/3 years Bonding is a problem.	-	West Germany, France, Japan, India, Korea.	
	14. Dual fired boilers for Al Madain Power Station. Babcock Power Ltd.	82	1982	Fresh invitation to tender expected soon.	-	Japan, Germany, France, Italy	Buyer - credit under consideration. Max OPF support.
	25. Dual fired boilers and generating for Al Muzahib Power Station. Babcock Power Ltd GEC - TG BII - ICL	120-150	Bids Nov 82	UK presence in foreign led consortia Babcock/Thyssen, NKE (ICL) and GEC/Hyundai.	-		
	16. ATC System Marconi Radar	50	Uncertain Invitations to tender not yet issued.	Marconi have submitted initial proposals and discussions with the client are continuing.	-	Selenia (Italy) Thomson CSF (France)	OPF support of £100,000
17. Erbil Airport Scott Wilson Kirkpatrick	Not yet known Project value \$120m	1983	Scott Wilson Kirkpatrick are undertaking design and preparation of contract documents. Prequalification of contractors early 1983	-	Not yet known but expected from France, Eastern Europe, W Germany and Brazil.	-	

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT EM	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Oman	18. 5333 Military Hospital John Laing, Turner Wright and Partners, Percy Thomas Partnership and Hospital Planning Services Ltd.	60	1982	Omani Ministry of Defence has issued a letter of intent to the UK Consortium for the Design and Construction but the contract has not yet been awarded.	-	USA	ECGD letter of intent issued.
	19. 500 bed civil Hospital Wimpey, Brightside Mechanical and Electrical Services Group Ltd and Percy Thomas Partnership in consortium.	60 approx	1982	Wimpey consortium have to present turnkey package proposed to Omania soon when Percy Thomas Partnership as agents for DSSS submit the final stage of their health care study to the Omania.	MOT supported British efforts on his visit to Oman.	W Germany	ECGD support of 85% of the UK and EC content of project repayable over 5 years approved by the Treasury. OIP assistance agreed.
Qatar	20. Development of North Gas Field and management of proposed LNG plant. Shell and BP.	Could be very large	-	A clear statement of Qatari intention is needed to enable UK firms to make their approach more forceful. BP, Shell, Nat West, Lazard and Societe M have been active on this project.	Prime Minister supported BP's interests during her visit to Qatar Easter 1981. DCM/DB has also visited Qatar.	France, FRG, & USA	-
Saudi Arabia	21. Lube Oil Refinery George Wimpey M E and Co Ltd	75	Tender issue delayed and still awaited	Wimpey to work with JOC (of Japan) who have prequalified.	-	-	-
	22. Gulf Railway	Several hundred	Uncertain	Transmark have proposed a study of a Gulf railway linking Iraq via Kuwait and Saudi Arabia with the Gulf States. Such a railway is amongst the plans of the Gulf Co-operation Council.	The Prime Minister briefed to raise during her 1981 visit to Kuwait and Bahrain.	-	-
	23. Jeddah/Mecca Railway	Several hundred	-	Transmark presented a study of a link between Jeddah and Mecca to Saudi Ministry of Communications in February: under consideration.	-	-	OIP support for study.

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT %	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Saudi Arabia (cont'd)	24. Nationwide Air Traffic Control System. Marconi Radar, CAA and others.	Not known but could be substantial	Uncertain	Marconi have quoted for a radar system for Riyadh International Airport. Success could lead to substantial follow on business. Saudis have allocated £750m over next 5 years for radar, navigational and communications equipment. Clients have now decided to re-issue this Tender. Date for re-issue unknown.	Saudi Deputy Minister of Defence and Aviation visited the UK in February 1982 at the invitation of Mr Sprout to inspect UK Air Traffic Control facilities. A presentation by Marconi was also included.	USA, Holland	-
	25. Oil Pollution control British Petroleum/Powell Duffryn	100	Uncertain	Phase 1 proposal submitted. Consortium to submit phase 2 proposals soon for Saudi control capability.	SOB(T) written in support of UK bid. HMG has offered advice, experts, training etc.	None	-
	26. To provide 2 Intelcast "A" Stations Cable and wireless (C & W)	55	Award end 1982	C & W and Mitsubishi on short list in competition. Marconi s/contracted in Mitsubishi group.	-	Japan	-
	27. Security Systems Shorrocks Security Systems	51	Closing date not known. Award expected 1982.	Shorrocks have submitted design and plan for project (not a detailed bid) to Saudis for security for 6 airfields. Company well placed.	-	Germany USA	OFF
	28. Jeddah Port Coastline	80	End 1982	Coastline in joint venture with European partner. Bids under consideration.	-	Unknown	OFF rejected.
29. Nine General Hospitals Taylor Woodrow leading consortium	85	1982	Bids for 9 separate tenders (in three packages) to be submitted during August/September.	None	Worldwide	-	
United Arab Emirates (Abu Dhabi)	30. MTBE Plant Davy McKee	65	Uncertain	Davy are pursuing a negotiated contract. Government decision to proceed with project awaited.	-	Japan	-
	31. Airport/Town Rail Link Transmark	Substantial	Uncertain	Transmark have proposed a 35 km high speed rail link between Abu Dhabi and its international airport.	-	France	-
	32. Al Ain Airport Scott Wilson Kirkpatrick (SWK) Wispey Pallings	Not known but could be substantial (Total project value 135)	To be let progressively over next two years.	SWK have completed the master-plan and preliminary design, and conducted prequalification for earth works contract. 20 companies including Wispey and Pallings have been invited to bid - closing date 27 September 1982. Further tenders subject to some delay.	MOS(I) raised this project with President of Abu Dhabi Airport Department during visit 9.82. Nothing promised by Abu Dhabi but there was an apparent understanding that UK could expect to win substantial business if competitive.	Not known	-
United Arab Emirates (Sharjah)	33. Methanol/MTBE plant Davy McKee	144	Uncertain	LNG plant likely to have priority over MTBE plant.	-	-	-

COUNTRY	PROJECT/UK INVOLVEMENT	UK COMMENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Burma	34. Soda Ash Plant John Brown Engineers and Constructors Ltd	50 approx	1985	ASIA, FAR EAST, AUSTRALASIA JBE are seeking a negotiated contract and have submitted proposals but the French and Japanese are still active.	-	France Japan	ATP under consideration
China	35. Guandong Nuclear Power Station GEC	\$500s-£1,600s depending on nuclear partner.	Uncertain	During the PM's visit in September the Chinese showed an interest in an Anglo/French proposal. DOI is preparing a full report for the PM.	PM 9/82	France or USA	ECGD offer is 10% over 15 years plus local costs.
Hong Kong	36. Lantau Bridge Engineering Consultants of Hong Kong led by Mott, Hay and Anderson Trafalgar House, (Cleveland Bridge and Redpath Dorman Long)	150	Tenders may be issued in 1985	Hong Kong Government decision on whether to proceed with Lantau Island/mainland link awaited.	-	Japan, USA, W. Germany, Italy, China	-
	37. Chek Lap Kok Airport Joint Venture of GEC, Taylor Woodrow, Costain, Wimpey, Loingo, Sir Alfred McAlpine, John Howden and Tarmac	250	Uncertain	Parsons (US) undertaking planning studies (with CAA involvement). Approaches made by UK Civil Engineering contractors and electronic equipment companies, led by GEC. Decision on whether to go ahead should be taken in late 1985.	UK interest in this project raised by all recent Ministerial visits.	Assumed to be Japan, USA, France	OPF application under consideration
	38. Lye Ma Bridge Trafalgar House, (Cleveland Bridge and Redpath Dorman Long)	60-70	Tenders due late 82	Hong Kong Government expected shortly to invite the Cross Harbour Tunnel Coy to prepare proposals for a new bridge across the channel at Lye Ma.	-	Japan, France and others	-
	39. Tuen Mun Light Rail System Several UK firms interested	50+	Decision on project end 82	Met Cox interested in conjunction with German firm. Balfour Beatty, Hawker Siddeley GEC and other UK firms also likely to be contenders.	-	-	-
Indonesia	40. Creation of an Integrated Forestry Pulp and Viscose Fibre Industry. Prinex Ltd.	50-100	-	Prinex have offered to carry out a subsidised feasibility study for the Indonesians in the interests of winning the implementation contract. The Feasibility Study contract details have now been agreed, but Bank of Indonesia clearance is required before the contract can be signed.	Foreign and Commonwealth Sec visited in Jan/Feb 1982 accompanied by 8 leading businessmen	Austria, USA	OPF Feasibility Assistance of 49% of net cost of the Study up to a maximum of £58,700
	41. Ethane Extraction Project Capital Plant	100	-	Capital Plant have had discussions with Indonesians in an attempt to pre-qualify	-	-	-
Indonesia (Cont'd)	42. Forest Industries Project at Senayop Foster Wheeler World Services Ltd leading consortium.	300 (implementation)	1982	Foster Wheeler are currently negotiating with the client for the feasibility study stage of the project.	None	USA, Japan	OPF Feasibility assistance of 49% of the net cost of the study.

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT %	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Indonesia (cont'd)	43. Scattered Diesel Generators a. 5/5 MW sets Baker Siddley Power Engineering	78	Jan 1983	Tender closure 28 August 1982	-	France, Japan, W Germany and the Netherlands	HSFE offered OGP support of up to £25,000 for pre-con- tractual costs. An AIP application for £19,000 is being considered.
	b. 2.5 MW Sets Bustons Diesel	54	March 1983	Tender closure 20 December 1982	-	France, Japan, W Germany and the Netherlands	Bustons have applied for OGP assistance which is still under consider- ation. An AIP applica- tion is expected.
Japan	44. Sale of 146 aircraft to Ica Domestic Airways and further sales to other airlines.	50	Uncertain	Ica have submitted proposals for commencement of deliveries 82/83.	SOS(T) mentioned Ica's in letter to Mr Shinkawa IFS and SOS(T) raised in visit earlier this year. FM raised via Japanese FM (Senko Sumiki) on her recent visit 10.82	USA	Initial approach to ECGD
Malaysia	46. Aluminium Smelter British Smelter Construc- tion	190	Uncertain	AGP offer made to Malaysians to finance feasibility study for smelter by BCSL but Malaysians so far have not accepted.	Foreign & Commonwealth Sec visited in Jan/Feb 82 accompanied by 8 leading businessmen.	USA/Japan	AIP OPF
	47. Construction of 4 hospitals Bernard Sunley & Sons Ltd	£52	Uncertain	Early stages of negotiation	-	-	Buyer credit sought.
	48. Telecommunications and Computer Network Esans Ltd	170	mid 83	Competitions narrowed to Esans and Hughes (USA) Esans's bid 90% compliant, Hughes 70%. No-bids sought from both companies by mid December. Thereafter 3 months for consideration.	-	USA	Buyer credit sought. OPF sought.
Philippines	49. Iligan Steel Plant Expansion Davy McKee (Iron and Steel)	54	-	Davy rebid on Phase I (Ironmaking) during August. Outcome not yet known. Davy also bidding for Phase II (steelmaking). Davy chosen on advice from Overseas Prospects Board as rational bidder for support purposes in preference to Lurgi (UK). Decision expected late 82.	Foreign & Commonwealth Office Sec visited in Jan/Feb 82 accompanied by 8 leading business- men.	W Germany USA	AIP assistance requested. ECGD cover agreed in principle.
	50. San Roque Hydro-Electric Scheme Winpey	up to 170	end 1982	Winpey are seeking £200 project management role (associated with procurement of UK equipment) as an alternative approach to existing Swedish turnkey offer.	-	Sweden	Preliminary indication of ECGD support on first come, first serve basis.
Singapore	51. Singapore Metro, Freeman Fox, Mott Hay and Anderson (consultancy) Met Con, GEC, Baker Siddley	500	1983	General consultant to be appointed in November.	Foreign Sec visited in Jan/Feb 82. SOS (Trans- port) will raise during forthcoming visit.	Japan, France etc.	-
	52. Pales Seraya 3 x 250kw oil -fired power station	80-100	Mid 1983	NEI are bidding for turbine gener- tors. Tender submission 19.11.82.	Visited by Minister for Trade during visit to Singapore Oct 1981. FCO Sec visited in Jan/ Feb 82 accompanied by 8 leading businessmen.	Japan, Switzerland, France, USA, W Germany Italy, Austria, Sweden	To be decided.

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTRACT AM	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Singapore (cont'd)	53. Changi Airport Phase II BAI, EGCI have reported interest amongst their members. (Wimpey, Ferras, Constellation)	Not known but likely to be substantial. Contract value 140	Uncertain	Japanese undertook Phase I, but prospects for UK involvement in Phase II. Prequalification for 2nd terminal expected end 82 with tenders being invited end 83.	Foreign and Commonwealth Secretary visited in Jan/Feb 82 accompanied by 8 leading businessmen. Also included in briefing for all recent ministerial visits.	Japan; others not yet known.	
	54. Teleview Aragon International Ltd	100	Decision on trial imminent. Public Service 2 years.	Singapore (TAS) have suspended negotiations with French competitor. Aragon have signed NOJ which should lead to field trials early 83.	Reviewed by Sir Kee Boon in meeting with Mr Baker	France	OFF
South Korea	55. Busan Metro (1) Hawker Siddeley Rail in partnership with ASBA (Sweden) (2) GEC	50+	Late 82/early 83	Tenders issued May 1982. Bids due October.	Raised by MDS(Industry) during recent visit. Mentioned by LPS and SOG(T) in visits to Korea in Jan/Feb 1982. SOB(Transport) will raise during forthcoming visit.	Japan, France, USA	
	56. Second Integrated Steel Mill. Davy McKee British Steel Corporation (Overseas Services) - consultancy	Several hundred million.	Mid 1984	Tenders to be issued early 1985.	Mentioned by LPS and SOG(T) in visits to Korea in Jan/Feb 1982 and also by MDS(I) in visit to Korea in June 1982.	Not known but probably Japan, USA.	
Thailand	57. Lam Chabag Port Pauing	150	1983	Thai Cabinet approval given. Tenders expected soon.	PM and MPT have raised with Thai Ministers during recent visits. Foreign & Commonwealth Sec visited in Jan/Feb 82 accompanied by businessmen.	-	OFF
	58. Bangkok Metro Metro Camwell Hawker Siddeley GEC. Ser. Costain	200	1983	Prequalifying applications called for.	MPT raised with Thai Ministers. Foreign & Commonwealth Sec visited in Jan/Feb 82 accompanied by 8 leading businessmen.	Japan	
	59. Hong Ngai Hae (Cobra Swamp) Airport. British Airports Consultancy Group; GEC	170	Final quarter 1982	UK group one of 7 short-listed for consultancy. Closing date for bids 12 July 82. Proposals under consideration - no decision yet. UK industry interested in offering turnkey package if attractive to Thais.	Foreign & Commonwealth Sec visited in Jan/Feb 82 accompanied by 8 leading businessmen. Briefing also provided for all recent Ministerial visitors.	USA (3), France, Holland and locally led group (for consultancy).	OFF support provided.
Taiwan	60. Taipei Metro GEC; Hawker Siddeley; Halfour Beatty and Met Coe are all interested	50 - 100	Tenders expected to be issued 1983.	Initial design study currently being carried out by UK consultants.	-	-	OFF support to consultants being provided.
Turkey	61. Ataturk Dam (civil works) Wimpey (in joint venture with Hochtief of W Germany)	Up to 400	Tender to be issued at end 1982.	Because of financing problems, the link with Wimpey/Hochtief as chosen contractors for the dam construction was covered by an official decree published in August. This will be opened to other bidders, domestic and foreign. Wimpey may bid again but are unlikely to opt for project management.	-	Not known	OFF ECGD not on cover and ATP not feasible.

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
				<u>INDIAN SUB-CONTINENT</u>			
India	62. Nava Sheva Port UK consortium led by i) Pauling/Coats ii) Taylor Woodrow	250	1982/3	Prequalifications under way	Raises during Mrs Gandhi's discussions with PM in March 82	various	
	63. System X Project GEC	180 +	early 1983	GEC bid \$1.5.82. Technical evaluation completed end Dec 1982. Uncertain how CII Alcatel deal will affect project, but likely that tender will be deferred.	PM, PCD and DOI Minister's have all been involved	Japan, France, Germany, Sweden (10 companies bid)	OPF, ATP agreed.
	64. Captive Power Plant Indian Metals and Ferro Alloys Balfour Beatty	60	Uncertain	Balfour Beatty negotiating		Japan, West Germany	
	65. Boilers for Komagundam Power Station Babcock Power Ltd	132	Jan 1983	On basis of World Bank finance, Babcock are highest bidder on price but position could alter dramatically after technical evaluation. If Babcock bid is favoured by client, UK aid input may be considered to help financing problems.	-	USA, Italy and India local contractor	UK aid input under consideration if necessary.
Pakistan	66. Saindak Copper Mine Babcock, Scottish Kynoch Metals with Gashian Engineering Services Ltd	50	Uncertain				No ECGD cover available.
	67. Ammonia/Urea Phosphatic Fertiliser Plant Humphreys and Glasgow	Total value \$26 (UK content likely to be over 50)	Early stage	Humphreys and Glasgow have pre- qualified	-	USA	Present ECGD Section 2 cover likely to be insufficient for this plant.

COUNTRY	PROJECT/UK INVOLVEMENT	UK COMMENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
				<u>AFRICA</u>			
Algeria	65 Dry Dock, Mers El Kebir Costain and W S Atkins	86	1982/3	Tenders under evaluation. However project is likely to be re-defined by Algerians.	-	(i) Japan (ii) Spanish/Belgium consortium	ATP rejected by ODA
	66 Housing and New Town Planning: 20,000 housing units. Cementation; Wispey; Douglas; McAlpine.	500-600	Aim to finalise contracts in time to allow construction to start by Dec 1982.	Govt to Govt agreement (MOU) negotiated. Letter of intent signed on 31 August for first phase of 6,400 housing units. UK construction group expected to negotiate contracts in October/November 1982.	NFT visited Algeria 9-11 October 1981 to sign Memorandum of Understanding (MOU). Minister for Housing and Construction to visit Algeria end October 1982.	worldwide	ECGD backed loan. Increased market limit agreed by EDC OFF £431,250
	70 30 Vocational training centres. Pauling Construction Ltd Crown Agents TWT Gender Prodromo	80	Revised bids submitted October 1982	Consortium to put revised offer to Algerians in near future.	-	Not known	ECGD backed Midland Bank International Loan. OFF £25,000 offered
	71 Pre-fab System building to include permanent housing, schools, hospitals (i) British Construction Group (ii) Taylor Woodrow International	30-100	Unknown	Preliminary discussions between the Algerian Ministry of Commerce and selected UK contractors still continuing	Project will be covered in briefing for forthcoming visit by Minister for Housing and Construction	Unknown	ECGD support will be sought when contract values are known.
	72 Nijal Engineering and Project Management Consultancy W S Atkins	30-70	End 1982	Atkins submitted revised bid May 1982	Included in NFT's brief for visit in September 1981	Unknown	OFF £30,000
Angola	73 Construction of 300 bed hotel in Luanda Costain International	66.6	Uncertain	Costain have presented their proposals to the buyer. No reaction yet. Post investigating.	-	France	Initial approach to ECGD
Botswana	74 Morapule Coal-fired station 3 x 77 MW and transmission. NEL/Babcock	30 approx	Jan 83	Submission and tenders September 1982	None so far	France, W Germany, Switzerland, Italy, Japan	Yet to be decided.
Cameroun	75 LNG Project Davy McKee	Several hundred million	Uncertain	French contract for process flows may limit UK scope in equipment contracts. President of Cameroun has indicated Davy bid would be welcome. Davy pursuing.		France	
Ivory Coast	76 Abidjan International Airport Fleesey Airports	95 (Stage II)	Not yet known	Fleesey were awarded Stage I contract value \$26m and Stage II studies for design of terminal building. Studies due for completion end 1982. It is expected that a total package will be required to complete the development but time-scale uncertain.	-	France	OFF support for first two contracts.

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT %	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Libya	77. Misurata Steelworks consultancy. BSC (G) Ltd	100	Uncertain	Ingersoll (UK) awarded £22m contract for training programme. BSC(OS) continuing to pursue remainder of contract.	-	Italy	Basic EOGD support plus bond support for advance payment and performance. OFF £75,000 offered to Ingersoll.
	78. Broadcasting Stations Network. Parcom Communications Systems	210	1982/83	MCS have submitted turnkey bid. Evaluation proceeding.	-	France, USA, Switzerland, Germany, Japan.	OFF EOGD insurance indicated.
	79. Swana Port Project Christiani and Nielsen Ltd	70	Tender under consideration.	Tenders being evaluated. Christiani acting as sub-contractors to Philipp Holzmann of West Germany.	None so far	None	Joint insurance arrangement proposed with Sereza
	80. Complete Pump Factory Sigmund Fulcoeter Pumps Ltd	75	Award expected 1983	Revised bid submitted August 1982.	-	-	OFF Support
	81. Tripoli Airport - aircraft maintenance hangars. Fairclough International	130	1983	Project implementation in doubt due to Libyan economic problems. Cash and oil payments suggested by Libyans.	-	W Germany and Netherlands	OFF-supported. Discussions on barter deal, continuing with EOGD.
	82. Civil International Airport Project The Anglo/Swedish Construction Co Ltd	71	Not known	Tenders under consideration.	-	-	Joint venture with AB Skanska of Sweden
	83. Misurata Railway Projects Grant Lyon Kagra Ltd	59	Not known	Tenders under consideration	-	-	Joint venture with Samsung of S Korea
	84. Zuara Aluminium Smelter George Wispey International	60	mid 1983	US firm Kaiser Engineering have won main contract but Wispey seeking contracts for engineering works and construction of pot lines.	-	Not known	No credit requested
Nigeria	85. Plate Steel Plant Davy McKee (Iron and Steel)	500-800	Uncertain	Tender issue expected early 1983. Davy forming a consortium with Kobe Steel. (Japan)	-	Not known	-
	86. Aluminium Smelter BSCL	400-500	Tenders expected end 1982	W S Atkins (UK) have submitted feasibility study. BSCL actively pursuing main contract	-	Kaiser (USA or UK)	-
	87. Petrochemical complex Phase II Davy McKee, Sin Chew, Babcock Woodall, Duckham, and JBE & Co Ltd	Substantial possibly as much as 500	-	Foster Wheeler (UK) awarded project management contract. Contracts for various chemical plants expected to be let towards end 1982.	-	World wide Japanese keenly interested	-

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Nigeria (cont'd)	88. Standard Gauge Project (a large rolling programme over 15 years to modernise total railway system) Aprofirm - UK	Later stages valued at several hundred million.	-	First stages have been awarded to competitors but UK contenders still have chance of later phase.	MEY led Nigerian Trade Mission included BR (Tranmark)	-	ECGD considering support on ad hoc basis.
	89. Open University of Nigeria. Possible UK Consortium of De-Brent Joyce, British Council, EDC, Peat Marwick and Open University, UK.	500 potential	Feasibility Study commenced 90.81. May lead to Management/Design contracts in 82. Main contracts to follow.	De-Brent and Peat Marwick leading feasibility study with contributions from other possible consortium members. UK lead in distance learning techniques puts it in a strong position for subsequent contracts. Initial Operations Design Study has been submitted. Open University Bill is expected to be approved during next Nigerian Parliamentary Session (beg. Sept)	May be required later	USA, France	Initial OPF assistance offered £9,000
	90. National Assembly Building at Abuja. Taylor Woodrow International	80-115	Jan-March 82	Went to partial rebid to reduce costs. Taylor Woodrow and Bouygues only in running. British High Commission have suggested ECGD should confirm offer to watch any competitor. FKF have recently claimed that the FCDA are still considering the project under the L of C.	Prime Minister sent letter to President Shagari of Nigeria which was handed over by Minister for Housing (DOE) who also supported project during own visit.	France	OPF assistance provided for Taylor Woodrow. \$44,800 £300m line of credit offered.
	91. New Mint, Abuja and associated Complex (ie generating plant and housing units) De la Rue	Potential 135-143	Uncertain	De la Rue are likely to pursue the project management contract. FEP will seek to interest UK firms in the associated construction and equipment business.	-	-	-
	92. Shopping Centre at Abuja Morgan Grenfell (bankers) Conran Roche (consultancy) Main contractor companies to be identified	100	early 83	Bids to construct the centre likely to be invited early 1983. FEP aim for a British firm, using the Abuja line of credit. Design phase awarded (£3.6m) to Conran Roche. FCDA now considering financial package offered by UK bankers which is expected to result in a limited tender of UK contractors.	-	-	-
	93. National Library	Potential 70	Construction tenders to be called late 1982	Design work just commenced, having been awarded to UK consortium March 1982	-	-	ECGD cover under line of credit
	94. Infrastructure area EF, Abuja. Taylor Woodrow	up to 60	Uncertain	Taylor Woodrow are reported to be in second place for the contracts	-	Lebanon, Nigeria, Greece.	-

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT %	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Nigeria (contd)	94 - Water Supply Scheme in Kano State Hawker Siddeley	60	-	BSWE signed a contract with Kano State Government in June for supply of water to 24 villages. The rest of the project for 275 villages, has been delayed until end 1983. The signed contract is worth £18s and becomes effective upon the signing of the Morgan Grenfell loan agreement for Kano State which is expected to take place shortly.	-	Not known	ECGD considering support
	95 - OJI River coal-fired station, transmission project and line refurbishment. BEL/Costrains/BEL/BNLL	150-200	Tender end 82	Initial pre-secting proposal presented 11/81. Following signs of positive Nigerian response. DoI and firms working on tech and finance package. UK strongly placed following signing of MOU during Mr Mellor's visit.	Mr Reese's visit (Nov 81) Mr Mellor's visit 9/82	Possible W German interest	Yet to be decided
	96 - Hotel Office Block and Market Aprofim	80	-	Bid submitted	-	France, Switzerland	ECGD under consideration
	97 - Development of up to 9 regional airports. UK Airports Group (inc: GBE, Sir Alfred McAlpine, Coomer, Ferranti, British Airports International, Lazard)	Up to 125 (total for 9 airports)	Unknown. But project now slipped in priority	UK Airports Group's proposals under consideration by Nigerian Minister for Aviation. Requirement may be split into 3 packages of 3 airports.	Minister for Trade referred to impending proposal from UK during visit 11/81	France, Germany, Italy	Diplomatic support. ECGD considering support for 80% UK content.
	98 - Municipal Complex Abuja Eric Askew & Partners	140	Uncertain	Eric Askew design for the complex has been accepted within the FGDA. They are waiting for approval to use the £300m L of C to prepare a turnkey package.	-	None known	-
	99 - 1,000 Bed Teaching Hospital project at Abuja Construction - led consortium	108	December 1982	The client is seeking additional information in order to compare offers.	None	France, Belgium, Italy Brazil	OFF and ECGD Buyer Credit applications under consideration
South Africa	100 - Seamless Tube Plant Head Wrightson	58	Late 1982	Bid submitted 31 March 1982	-	Mannesmann (FRG) Innocent (Italy) Valcores (France)	OFF to Head Wrightson
	101 - Power Station C (Dry cooling equipment) GKN - Birwelco	Around 75	June 1982	Tender evaluation for Station C completed, and GKN Birwelco understood to have chance of supplying dry cooling equipment.	-	Germany, France and Holland	ECGD indication given
Tunisia	102 - Tunis Bourghiba new International Airport British Airports International (BAI)	Not yet known Project value 200	Uncertain	BAI were awarded the initial study contract on 15 January 1982. Work is proceeding on schedule and BAI should be well placed for subsequent detailed design studies.	-	-	OFF assistance to BAI

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT %	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Tunisia (contd)	103. Sulphuric/Phosphoric Acid Plants at La Skhira Sim Case	50	End 1982	Bids submitted 16 September 1982	-	-	ATP under consideration OFF agreed.
Zimbabwe	104. Salisbury/Gwelo Mainline Railway Electrification Stage II GEC, Hawker Siddeley, Holfour Beatty	100	Contract expected to be let in late 1982	UK group hope to negotiate contract. Decision to proceed awaits.	Lord Carrington pressed UK's interests during visit in Feb 82. NPT to raise with Dr Chidzero.	Anticipated from France GFR and Japan.	ATP under consideration ECGD considering credit.
	105. Sugar Factory with Associated Agricultural Development at Chirumbanje Tate and Lyle/Fletcher and Stewart	50 (approx)	Not known	Recent world sugar price movements mean that this project is likely to be deferred or dropped.	Lord Carrington raised project during visit to Zimbabwe Feb 1982.	Tate and Lyle seeking negotiated contract. Otherwise international competition especially from Far East.	-
	106. Extension to Kariba South Hydro-Electric Power Station Holfour Beatty, GEC, Bovings	65	Uncertain	Disagreement between Zambians and Zimbabweans on future of project as UK consortiums attempt to put in a pre-emptive bid as the old interest rate has fallen. Moss and McLellan, however, stand a good chance of securing the consultancy. World Bank may institute review of power requirements covering both Kariba South (Zimbabwe) and Kariba North (Zambia).	-	France, Italy, Canada	OFF refused, for pre-emptive consortium bid. ECGD indication given.
Brazil	107. Steel Tube Mill Santa Catarina Davy McKee	67	Uncertain	<u>LATIN AMERICA</u> Davy submitted revised bid. Doubts whether project will proceed.	-	Germany, Spain	OFF support.
	108. Cerrados Irrigation Scheme Consortium led by Wright Bain	45 - 100	1982	There are now difficulties in forming the right sort of link between the Governmental and commercial aspects of the proposed programme to irrigate 30,000 hectares. The Brazilian Ministry of Agriculture is still anxious to see British firms in the irrigation field, however, and possible ways of achieving this are currently in progress between Brazil and the World Bank.	-	USA, France, Japan	Discussions with ECGD and P&P
	109. Power Alcohol Programme Fletcher and Stewart Ltd/ John Brown Engineers/ Natron (Brazil)	Unknown Project value - \$400m	likely to be phased.	Tenders for 21 distilleries have been announced so far for which Fletcher and Stewart are bidding. Discussions for a second tranche of similar proportions are currently in progress between Brazil and the World Bank.	-	France, Holland, West Germany, Japan	OFF offered to F.S. 5/82
	110. Coal Gasification Babcock Woodall Duckham	120+ possible follow on business	-	Several possible plants UK study underway, funded by OFF assistance Scheme linked with UK/Brazil coal Agreement.	-	Germany	OFF

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Brazil (contd)	111. Jacui Power Station 350 MW	90	end October 1982	Final details being put together on contract and financial package.	20G(?) met Brazilians in April. MOU in draft.		ATP about 22m. ODA grant in association with ECOD supported loan
COLOMBIA	112. Medellin Mass Transit Metro Camell Hawker Siddeley GEC	70	Tender delayed	Met Cam are recognized as sole wholly UK bid for RMB support purposes. GE and HS are submitting alternative part bids with foreign suppliers.	-	France and others	OFF offer to Metro Camell 8.80
Ecuador	113. Tucha-Pitaton Hydro-Electric Project Balfour Beatty/ Schroder Wagg	150-200	Uncertain	Project postponement until oil/gas extracted from Gulf of Guayaquil has provided opportunity for UK package to be put together to compete with two existing offers.	-	Norway/Sweden Canada/Brazil	-
Panama	114. Rehabilitation of Panamanian Transportation System. Balfour Beatty Power Construction Ltd	67	Uncertain	Letter of intent obtained from the Government of Panama. Contract signature delayed due to changes in Panamanian Govt in August 1982 likely to lead to further indecision.	-	-	OFF \$50,000 provided for feasibility study.
	115. Coal Gasification/ Methanol complex at Cairiqui, Granada. Humphreys and Glasgow	Study \$950,000 Project 80	Uncertain	Humphreys and Glasgow evaluating BGC slagging gasifier as part of larger study. Project not likely to proceed until finance raised.	-	-	OFF agreed to B & G to part finance part of study.
Paraguay	116. Electrification of suburban railway and/or construction of new lines to Argentina and/or Brazil GEC and others.	150	1982/83	Paraguayans studying options. Negotiated contract a possibility.	MTT raised during recent visit and emphasised priority of this project.	Japan	-
	117. Aluminium Smelter Methanol Plant. British Smelter Construction Ltd (BSCL)	250	End 1983	Formed joint ventures with Paraguayan interests to prepare detailed feasibility study for which OFF assistance has been agreed. They hope for Presidential decree soon giving rights to bauxite and power.	-	USA (Reynolds) Japan	OFF for feasibility study.
Peru	118. Development of 4 Sugar Estates and Refineries in Selva Region. Tate and Lyle	35 prospect of further 70	The Peruvian President has still to sign a document formally allocating area of land to be studied. (The Peruvian Government contribution towards the cost of the study is still awaited.)	UK to finance US\$500,000 of the \$600,000 feasibility study (DOT \$300,000 TEL \$300,000). This should lead to TEL winning the project management. However, the project is unlikely to go ahead in the near future.	MTT negotiated with the Prime Minister Ulloa in terms of UK assistance during his visit to Lima 7.81 nominating TEL as the company to undertake the feasibility study.	-	OFF feasibility assistance.
	119. Montano/Sheque Water Supply and Hydro Projects.	100	Tenders are expected early in 1983	Binnie and Partners leading international consortium for final design and tender stages. Bechtel of USA hope to win management consultancy. Opportunities in equipment supply.	-	Complementary rather than competitive bids expected.	-

COUNTRY	PROJECT/UK INVOLVEMENT	UK COMMENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Peru (Contd)	120. Los Ocos Hydro Electricity and Irrigation Scheme in Northern Peru. Tarmac International	76	Timescale under discussion	Tarmac have signed heads of agreement with Skanska (Sweden) and Odebrecht (Brazil) for Joint Venture for Civil Engineering. Tarmac have proposed to Bussins that they do joint venture work in parallel. USSR taking the mechanical and engineering element. Negotiations opened 12.81.	Tarmac accompanied Mr Parkinsons on his visit to Peru when project was discussed with Ministers.	Negotiated contract is hoped for.	Probably credit from Sweden, UK, Brazil and USSR.
Trinidad and Tobago	121. Methanol Plant. Davy McKee (Oil and Chemicals)	65	No decision is expected on whether to proceed before 1983	Davy are pursuing a negotiated contract and are in a good position. Toyo (Japan) who built previous plant have recently shown interest.	-	Japan	OFF
	122. Port of Spain Sewage. Riveter-Shellbear. BSC (pipe suppliers)	250 (approx)	82/83	Following a re-appraisal of the project by the new Government, the scheme is now likely to be enlarged and be put to international tender.	-	Japan/USA/France Switzerland	FOOD have indicated support for Fluor (UK) and will probably support others.
	123. Point Fortin Oil Refinery Expansion. Foster Wheeler M W Kellogg Ltd Fluor (GB) Ltd Procon (GB) Ltd	100	late 82	A decision on whether to proceed is awaited from the Trinidad Cabinet. Fluor (UK) and Bechtel (UK) have been shortlisted. Other UK firms are interested. Tender documents still to be issued.	-	Japan/USA/France Switzerland	FOOD have indicated support for Fluor (UK) and will probably support others.
Venezuela	124. Corpozulia Iron and Steel Plant. Davy McKee	250-300	Uncertain	Project delayed since 1979. Davy led consortium been kept together. Signs that project may revive shortly but on a reduced scale.	Included in briefing for Ministers in past years.	W Germany France	OFF provided for Davy.
	125. Caroni River Bridge) Orinoco River Bridge) Swil Mine between bridges. Cleveland Bridge	155-175	Award expected end 82 but may be subject to delay.	Firm has prequalified.	-	Japan, Germany	-
Chile	126. Pehuenche Hydro Electric Project. GEC/Tarmac/Zeidel Williamson Hydro/Noving/Laxerda.	Up to 260	1982/83	Client has indicated that negotiated contract possible for any group willing to take majority equity stake. UK group is investigating equity problems with Chileans and, if agreement reached, will consider provision of free study to appraise existing data on project.	Minister for Trade raised during visit to Chile Sept 1982.	-	Possible OFF for appraisal study.

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT EM	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
USA	12% Alaskan Gas Pipeline (7 gas Compressor Stations and conditioning plant) (1) William Press Group, Levy McKee and Morgan Grenfell. (2) Matthew Bell Engineering Ltd and Midland Bank Ltd.	1,000	Uncertain	The client has postponed invitations for at least two years, given overall financing problems.	-	Local	ECGD finance under consideration.

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Bulgaria	128. Direct reduction Plant Lurgi (UK) Ltd	64	Not known	<u>EUROPE</u> Budget price submitted, formal offer still to be made.	-	Japan (?)	ECGD support offered.
Greece	129. Lead/Zinc Sulphuric Acid project (i) Davy McKee (ii) Sin Chem (iii) Sirycon 130. New Athens Airport BAI	62 Consultancy 11, follow-on work possible 90.	Uncertain Phase I due for completion in 1990 but likely to be delayed.	Davy have submitted bid for all elements. Sirycon and Sin Chem separate bids for acid plant only. Doubts whether project will proceed and in what form. BAI awarded consultancy contract 1980. Contract however now cancelled in accordance with Law 1252 forbidding employment of foreign consultants by all public sector corporations. BAI arranging a financial package which they hope will enable the client to proceed with the project and lead to the reinstatement of their contract.	Support by PM, SOG(Y), Foreign Secretary talks with Minister for co-ordination.	Poland France USA, France, West Germany, Italy	- OPF -615, 492
Hungary	131. Compressor Stations for Hungarian extension of the West Siberia Gas Pipeline. (1) Cooper Halls Ltd (Halls Boyce Ltd) (2) Ingersoll Rand (Sales Co Ltd) (3) John Brown Engineering Ltd.	370 approx	October 1982	Bids for tender have been made and are now under consideration by Hungarians. Contract dependent upon end use agreement with Italians over purchase of gas.	None as yet although it is hoped that the Minister of Trade's visit to Hungary in October 1982 will provide an opportunity to support UK firm's bids.	FEO, France, Italy, Japan, Netherlands, USA, Austria.	OPF assistance and ECGD support under consideration.
Portugal	132. New Lisbon Airport 133. Digital Exchange Project - System X Plessey 134. Extension to Lisbon Metro Nowlen/Laing - led UK consortium.	Unknown but could be substantial (project value 600-800). 50+ 70	Unknown - mid 83	Initial study report by US consultants under consideration by clients. Meanwhile further consultancy will take place. Several systems (including system X) have been recommended by CCT to Ministers as technically suitable. Award of contract will be made on attractiveness of politico-economic package offered. No invitation to tender has been issued. Metropolitano working with UK group on proposals	Pressure on CAA not to join Parsons (US) bid for study. - SOG(T) briefed to raise October 1982	Not yet known. Sweden, West Germany, France, Japan, USA/Canada. France, West Germany	- ECGD approached

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Portugal (Cont'd)	135 Lisbon Sewage Treatment Plants. Lilley Construction/French Hler/Simon Hartley/Watson Hawkinsley.	50-100	Uncertain	EUROPE UK consortium has pre-qualified. Tenders to be submitted end 82.	SOG(T) briefed to raise during visit October 1982	Various groups have pre-qualified.	
USSR	136 Mixed Acids Plant Davy McKee/EP (Formic acid plant -)	up to 115	Possibly end 1982	Sin Chem having active technical discussions. Davy technical discussions complete but negotiations to be slowed down.	Mentioned by NPT at British Soviet Union Joint Commission	France, West Germany, Japan, USA	Davy has buyer credit approval at 5.5%, also OYF assistance. Sin Chem seeking supplier credit.
	137 Atrakhan Sour Gas Complex Babcock Power	75	1982/83	Babcock Power has submitted bid with Lurgi for gas liquefaction plant.	Project mentioned by NPT at Sept 1982 session of British Soviet Joint Commission.	Fine consortia. Technig; Global (Grennet Loire Partek/Lavelin) Mannesmann, Mitsubishi and Linde.	Babcock to discuss credit with ECGD. Applied for OYF assistance.
	138 Synthetic Protein Plant - John Brown/ICI	75 approx	Project at early stage	Technical discussions have started. Visit to ICI plant September 1982.	Project mentioned by NPT at September 1982 session of British Soviet Joint Commission.	Not known.	Discussing possible supplier credit with ECGD.
	139 Rozanikino Co2 separation plant. Davy McKee	50	Possibly 1983	Technical agreement reached. Formal price submitted September 1982.	Project mentioned by NPT at September 1982 session of British Soviet Joint Commission.	Japan and Italy.	-
Yugoslavia	140 Skopje Steelworks Modernisation W S Atkins (consultancy) Davy McKee (Turnkey)	£300,000 (consultancy) 50-70 (turnkey)	uncertain	W S Atkins have submitted bid for consultancy.	-	Not known	OYF under consideration to part fund consultancy.

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Trade

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file

10 DOWNING STREET

From the Private Secretary

28 June 1982

Dear Sir,

The Prime Minister has noted the contents of your letter of 25 June enclosing the third EX(O) report on major civil overseas projects.

J. M. S.

file

John Rhodes, Esq.,
Department of Trade.

BC



From the Secretary of State

Prime Minister

To note

AJC 25/6

COVERING CONFIDENTIAL

John Coles Esq
PS/Prime Minister
10 Downing Street
London SW1

25 June 1982

Dow John

I attach the third EX(O) Report to the Prime Minister on major civil overseas projects prospects for contracts with a potential UK value of £50m and over. This report reflects the position at mid-May.

Major successes by UK firms reported since the February report include the following:-

<u>Project</u>	<u>UK Contractors</u>	<u>Basis of Success Claimed</u>	<u>Total Contract Value £m</u>	<u>UK Value £m</u>
Power Station Rihand, India	NEI	Framework Agreement (Target for final contract 30 Sept.82)		250(approx)
Power Station 'D' South Africa	GEC	Letter of Intent	220	180
Torc Oil Refinery Thailand	Davy McKee	Contract subject to provision of a satisfactory export credit package which remains uncertain - ECGD are considering		160
Hydroelectric Project, Mrica, Indonesia	Balfour Beatty	Contract	200	111



From the Secretary of State

Water Supply System, Oyo State Nigeria	Costain	Contract (now in jeopardy because of Nigerian debt situation)	104	75
Turbine Generators, Taiwan	NEI	Contract	80	50
Boilers for Wankie II Power Station Zimbabwe	Babcock Power	Letter of Acceptance	104	80 (of which 40 optional)
				906

These success have benefited to varying degrees from Government support services. In a number, Government support has been a significant factor, particularly on the Rihand Power Station in India, where top-level Ministerial backing has been given and substantial financial support provided.

On the other side of the ledger, several prospects included in the February report have been reported lost to competition. These are:

<u>Project</u>	<u>Successful Bidder</u>	<u>Reason (if known) for loss</u>
Ammonia Methanol Plant, Bahrain	Snamprogetti, Italy	Lower price
Maruti Car Project India	Suzuki, Japan	-
Sulphuric Acid Plants, Morocco	Japanese/Spanish Consortium	Superior credit package
Kilroot Power Station Argentina	No details	-
Boilers for Termozulia Power Station Venezuela	Japanese firm	Lower prices
Container Ships, USA	Korean firm	-

Apart from these reverses, the Prime Minister is already aware of the recent setback on the Orissa steel plant. However, although Davy failed in the end to secure a turnkey contract, they still expect to have a role to play and UK industry retain a full interest in the project.



From the Secretary of State

I am copying this letter to the Private Secretaries of the Ministers whose Departments are either members of or regular participants in EX(O) and to David Wright (Cabinet Office).

Yours sincerely,

A handwritten signature in blue ink, appearing to read 'John Rhodes', written in a cursive style.

JOHN RHODES
Private Secretary

N. S. P. N.

A. J. C. $\frac{21}{7}$

P. A.



DEPARTMENT OF TRADE
1 Victoria Street
London SW1H 0ET

Telephone Direct Line 01-215-5444.
Switchboard 01-215 7877

To

All members of Ex(O) + David Wright (chief
office)

With the Compliments of
the Private Secretary
to the Secretary of State

Apologies, the attached was omitted
from John Rhodes's letter to John
Coles dated 25 June about the third
Ex(O) report.

CS 57A

MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 3, MAY 1982

COUNTRY	PROJECT/UK INVOLVEMENT	UK COMPANY \$M	MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 3, MAY 1982				ASSISTANCE CREDIT
			CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	
				<u>MIDDLE EAST</u>			
Bahrain (PSP2)	1. Flat Steel Plant Davy McKee (Iron and Steel)	Feasibility Study \$900,000 Project \$500-400m	Uncertain	Bid for study to be submitted May 82. Davy hope this will put them in a favourable position to win project management contract.	-	Kobe (Japan) Germany Austria France	OFF for Study
	2. Aluminium Rolling Mill Loewy Wrightson	50	1982	appointed consultants. Tender issue awaited.	-	-	Preliminary enquiry to EOOD. Normal buyer Credit.
	3. Arabian Gulf University Shepherd Robson	Unknown but \$300-400m (1981 prices)	Contract to be in progress stages	Shepherd Robson have completed the master plan. Next stage - detail consultancy/design followed by prequalification for construction Autumn 82.	Prime Minister briefed to raise during visit 9.81.	Alasat certainly France, who won Ansoo Hospital contract.	-
	4. Extension to Iron Ore Pelletisation Plant.	\$12m project value	-	Davy McKee are pursuing this possible project and have discussed with officials the question of a multi-national finance support package in support of their efforts to secure this business.	-	Unknown	-
Egypt	5. Tyre factory Dunlop International Projects Ltd	Study \$5,000 Project \$60m	Study contract starting early 1983. Project timescale unclear. Study starting 1983 - further timing uncertain.	Study to be completed by August 82.	-	Not known	OFF rejected.
	6. Steel complex El Sadat City Davy Loewy	50	1983	Davy Loewy hoping to negotiate contract but contract may be put to tender.	-	France, Germany, Italy, Japan	OFF agreed.
	7. AIB Development Arab Int Bank i Cementation International ii John Laing International	25-50m	Contract award expected first	Tenders being evaluated.	-	Japan, Korea, USA, France	EOOD has offered Buyer Credit Facilities to John Laing.
	8. Poultry Production Project British Livestock Company (Farm Management Ltd)	60	Contract award expected soon	Contract decision awaited.	-	Germany, Holland	Egyptian Government and local private funds. OFF offered.

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Egypt (Cont'd)	9. Natural Gas Distribution Network, Alexandria and Cairo (West) British Gas Corporation William Press International Ltd	55	1982	British Gas have secured the supervision and consultancy work for Cairo (West) and the Consultancy only for Alexandria. William Press are seeking both implementation contracts and have prequalified	PM discussed this with the late Egyptian President 8/81. Included in SoS(T)'s party which met President Mubarak 11/81 was representative from William Press Ltd who are working on Cairo (East) project.	Netherlands France, Austria	OFF assistance of 500,000 to BGC, £7m ATP offer refused. OFF for William Press under consideration.
	10. Greater Cairo Sewage System British Wastewater - A J.V. including Babcock, GEC, Midland Bank, Edmund Nuttall and Balfour Beatty	150	Consultants Taylor/Binnie are still working on design.	The Government to Govt MOE covers the provision of £100m. Requests for prequalification for the East Bank Project from British Contractors were issued in April 1982	MEZ 1/80 SoS(T) discussed this with Egyptian Deputy Premier Dr Maguid 2/81.	No known Foreign competition	£100m EGD support linked to £50m ODA Grant (from 1978). EGD have agreed request for extension of ordering period. Loan document signed 11/81
	11. Cairo Metro 'Fixed Systems contracts (Signalling power etc) Hawker Siddeley	£60-£70m	Award expected mid 1982	Negotiated bid currently being put together in effort to unseat French.	Nil	France	EGD currently currently matching French financial terms.
Iraq	12. Baghdad Metro UK consultants currently led by Freeman Fox and Partners/WS Atkins carrying out design work £54m. GEC, Hoover Siddeley, Metro Cammell have agreed to bid co-operatively when tenders issued.	400 potential on equipment (including rail cars) - UK content possible on Civils not known	-	Civil construction and hardware contracts to be issued in 1982. GEC, HS and Metcals will put in a single bid at DoT's urging.	SoS(T) discussed during Joint Commission in Baghdad.	Extensive but not known yet.	OFF support to consultants being provided. OFF agreed for E & M bidders.
	13. Main Line Railway Development. UK consortium led by Wimpey for Civil Construction	Total project cost over £1 billion no firm estimate but likely to be substantial.	Tenders issued. Bids due 8/82.	Consortium of firms formed EGGI offer action by DoT.	-	W Germany, Greece, Korea, Brazil.	Joint and several support has been requested. OFF agreed.
	14. Ordnance Storage warehouse (200,000m structure) International Military Services Ltd. Subcontractors are Dexion Ltd and Cementation Ltd	65	Uncertain.	Project postponed due to Iraq/Iran War (Negotiated contract opportunity)	-	-	EGD cover available

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COUNTRY	PROJECT/UK INVOLVEMENT	UK COMMENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Iraq (Cont'd)	15. Reinforced Concrete Reservoirs Project Anglo Overseas Construction Corporation Ltd in joint venture with Lohmeier Mackenzie and Shand Ltd, Bwater Shellabear Ltd, JMJ (Ireland) Ltd and Lilley Construction Ltd.	55-150m approx.	Expected within 3 months of tender date (3/82)	The project may be cut from 15 to 4 or 5 reservoirs for 1982, with the remainder being constructed in 1983/84. Bidding is a problem.	-	West Germany, France, Japan, India, Korea.	If Iraqis proceed with only 5 reservoirs the cost is estimated at \$140m which KICAP will cover.
	16. Dual-fired boilers for Al-Mada'in Power Station. Babcock Power Ltd.	82	1982	Babcock Power is Joint Venture with Thyssen/Brown Boveri. Contract under evaluation.	-	Japan, France, Germany, Italy.	Buyer-credit agreed. Max OEE support.
	17. Dual fired boilers for Al-Musawib Power Station Babcock Power Ltd.	76	Second quarter, 1982	Babcock Power Ltd in Joint Venture with Thyssen/Brown Boveri. Contract evaluation under way.	-	Japan, Germany, France, Italy.	Buyer credit agreed.
	18. AEC System Marconi Radar	50	Uncertain. Invitations to tender not yet issued.	Marconi have submitted initial proposals - response awaited. CAA have offered to provide training facilities for Iraqi operators.	-	Selenia (Italy) Thomson CSF (France)	OPE support of £100,000 to Marconi.
Jordan	19. Yarmouk University - Infrastructure and Faculty of Engineering Wasey (lowest UK and second lowest overall bidder)	120 (approx)	1982	Tenders being evaluated.	None	Lebanon, Korea, Japan, France (Sogex), (lowest bidder)	ECGD indicated terms for support. MEP assistance under consideration.
	20. South Jordan Development of Rural Telecoms GEC System X alternate bid Plessey UKD5	50	1982	INM considering survey to establish which UK company offer is most appropriate solution.	-	Japan, France.	-
Kuwait	21. Olefina/Aromatic Plant Davy McKee, Humphreys and Glasgow, Stone and Webster	Unknown but total project value could be in region of \$1 billion.	Uncertain.	UK contractors interested but no formal decision yet to proceed.	Prime Minister briefed for visit 9/81.		
	22. Transport project (including rail link with Iraq) several consultants.	Substantial	Uncertain	W & Atkins have secured the consultancy contract for the central transportation complex element of this project.	MoS/Transport discussed during recent visit.	Not known	-
Oman	23. SEKH Military Hospital John Laing, Turner Wright and Partners, Percy Thomas Partnership and Hospital Planning Services Ltd	60	1982	Omani Ministry of Defence has issued a letter of intent to the UK Consortium for the Design and Construction. However, the contract is still uncertain.	-	USA	ECGD cover under consideration.

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT %	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Oman (cont'd)	24. 500 bed civil hospital Wisepey	60 approx	Unknown	Wisepey have put together a complete package for this project but other UK companies are showing an interest. Consultants are currently examining the need for such a hospital.	MOG(T) on his recent visit supported.	Unknown	-
Qatar	25. Development of North Gas Field and Management of proposed LNG Plant. Shell and BP.	Could be very large	-	A clear statement of Qatar's intention is needed to enable UK firms to make their approach more forceful. BP, Shell, Nat West, Lazard and Samuel M have been active on this project. BQC may be a customer for the gas.	Prime Minister supported BP's interests during her visit to Qatar Easter 1981. SoS/DEs has also visited Qatar.	France, FRG & USA.	-
Saudi Arabia	26. Lube Oil Refinery George Wisepey ME and Co Ltd	75	Tender issue delayed and still awaited.	Wisepey to work with JGC (of Japan) who have pre-qualified.	-	-	-
	27. Gulf Railway	Several hundred	Uncertain	Transmark have proposed a study of a Gulf railway linking Iraq via Kuwait and Saudi Arabia with the Gulf States. Such a railway is amongst the plans of the Gulf Co-operation Council.	The Prime Minister briefed to raise during her 1981 visit to Kuwait and Bahrain.	-	-
	28. Jeddah/Mecca Railway	Several hundred	-	Transmark presented a study of a link between Jeddah and Mecca to Saudi Ministry of Communications in February. Now under consideration.	-	-	GPF support for study.
	29. Nationwide Air Traffic Control System. Marconi Radar, GAA and others.	Not known but could be substantial.	Uncertain	Marconi have quoted for radar system Riyadh International Airport. Success could lead to substantial follow on business. Saudi's have allocated \$770m over next 5 years for radar, navigational and communications equipment.	Saudi Deputy Minister of Defence and Aviation visited the UK in February 1982 at the invitation of Mr Sproat to inspect UK Air Traffic Control facilities. A presentation by Marconi was also included.	USA, Holland	-
	30. Oil Pollution control Powell Duffryn	Project value 300. UK content unknown	Uncertain	Powell Duffryn/British Petroleum to present Phase II proposals to Saudis by end May 1982.	SoS(T) agreed if necessary to write to Saudis formally confirming support available from HMS drawn from public sector expertise.	USA	-
	31. To provide 2 Intelnet "A" Stations Cable and Wireless (C & W)	55	Award end 1982	C & W teamed up with Japanese (NDC) against UK competitors to provide 2 "A" Stations	-	Ranal, Plessey, Marconi and foreign competition	-

CONFIDENTIAL

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Saudi Arabia (Cont'd)	32. Security Systems Shorrocks Security Systems	51	Closing Date not known award expected 1982	Shorrocks have submitted design and plan for project (not a detailed bid) to Saudia for security for 6 airfields. Company well placed.	-	Germany, US	OFF
United Arab Emirates (Abu Dhabi)	33. NTEB plant Davy McKee	65	Uncertain	Davy are pursuing a negotiated contract. Government decision to proceed with project awaited.	-	Japan	-
	34. Airport/Town Rail Link Transmark	Substantial	Uncertain	Transmark have proposed a 35 km high speed rail link between Abu Dhabi and its international airport.		France	
	35. Al Ain Airport Scott Wilson Kirkpatrick (SWK)	Not known but could be substantial (Total project value 135)	To be let progressively over next two years.	SWK have completed the master-plan and preliminary design, and are conducting prequalification for earth works contract. Not yet known how many UK contractors have been short listed.	MOE (I) raised this project with President of Abu Dhabi Airport Department during visit 9.81. Nothing promised by Abu Dhabi but there was an apparent understanding that UK could expect to win substantial business if competitive.	No known	-
United Arab Emirates (Sharjah)	36. Methanol/NTEB plant Davy McKee	144	Uncertain	Decision has to be taken mid 1982 on use of available gas. LNG plant likely to have priority over NTEB plant.	-	-	-

CONFIDENTIAL

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTRACT \$M	CONTRACT DATE	STAGE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Burma	37. Soda Ash Plant John Brown Engineers and Constructors Ltd	50 approx	1983	ASIA, FAR EAST, AUSTRALASIA JBE are seeking a negotiated contract and have submitted proposals but the French are still active.	-	France	ATP under consideration
China	38. Shanxi Coal Mines	200 +	-	World Bank propose funding the project; but Chinese are hoping successful bidder for consultancy study will provide funding for that. Good prospects for UK mining equipment manufacturers if UK can secure consultancy.	-	Germany	100% OPF funding of study under consideration.
	39. Nuclear Power Station GEC	500 (est)	Possibly 1983	Chinese considering feasibility study. Recent visit by client to UK confirmed GEC's position as one of the leading bidders for the conventional island. Unclear whether the contract will be by tender or negotiation.	Ministers including FM have been informed of all significant developments.	France, USA	ECGD - bucket loan likely if UK involvement confirmed.
China/Hong Kong	40. Pumped storage project GEC	75	Contract award 1982	Feasibility study completed Guangdong Power Company and China Light and Power Company discussing further progress	-	Switzerland, Japan	Feasibility study 50% funded by OPF.
Hong Kong	41. Mass Transit Railway Electrical equipment by Westinghouse, GEC, Balfour Beatty Various tunnelling and construction contracts.	400 (remaining contracts)	1981/82	Met Car awarded core contract valued at \$55m. This was negotiated. Other electrical contracts tendered.	UK interest in this phase raised by all recent Ministerial visitors.	Japan, France	ECGD support provided.
	42. Lantau Bridge Engineering Consultants of Hong Kong led by Mott, Hay and Anderson. Cleveland Bridge Bedpath Dorman Long	500	Tenders due mid 82	Planning Studies on line by either bridge or causeway between Lantau Island and Mainland completed.	-	Japan, USA, W. Germany.	
	43. Chek Lap Kok Airport Taylor Woodrow and GEC together (and possibly others)	300 - 500 (est)	Decision on project end 82	Parsons (US) undertaking planning studies (with CAA involvement) Approaches made by UK Civil Engineering contractors and electronic equipment companies, led by GEC.	UK interest in this project raised by all recent Ministerial visits.	Assumed to be Japan, USA, France.	

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Indonesia	44. Creation of an Integrated Forestry Pulp and Viscose Fibre Industry. Prinex Limited	50 - 100	-	Prinex have offered to carry out a subsidised feasibility study for the Indonesians in the interests of winning the implementation contract.	Foreign and Commonwealth Secretary visited in Jan/Feb 82 accompanied by 8 leading businessmen.	Austria, USA	OPF Feasibility Assistance agreed in principle.
	45. Hydro Electric Project Muang Balfour Beatty with Asea and Skanska of Sweden; Barclays Bank International.	150	Uncertain	Bid for detailed design etc of Muang scheme submitted with indication that HMG urgently considering bid input.	Very strong, including three letters of support from Minister for Trade mentioned during visit of WOG(I) to Indonesia. Foreign and Commonwealth Secretary visited in Jan/Feb 82 accompanied by 8 leading businessmen.	France -	ATP of \$114,000 under consideration for design consultancy.
	46. Arusika Contract Flajo Thyssen Steel Ltd Bunkers Trust Co	117 approx	Mid 82	-	-	-	ECGD support underwritten letter of intent issued 31.3.82.
Japan	47. Sale of 10 BAE 146 aircraft to Tokai Domestic Airways and further sales to other airlines	50	Uncertain	BAE have submitted proposals for commencement of deliveries 82/83. Demonstration flight planned end Sept 82.	SOG(T) mentioned 146 in letter to Mr Shiokawa. LPS and SOG(T) raised in visits earlier this year.	USA	Initial approach to ECGD.
Malaysia	48. Aluminium Smelter British Smelter Construction	190	Uncertain	ATP offers made to Malaysians to finance feasibility study for smelter by BGL but Malaysians so far have not accepted.	Foreign and Commonwealth Secretary visited in Jan/Feb 82 accompanied by 8 leading businessmen.	USA/Japan	ATP
	49. Palagan Project (Hydro-Electric Scheme in Sarawak and HVDC interconnector to Peninsular Malaysia) Balfour Beatty/N M Rothschild; Procco, Gerdes and Ryder.	500	Uncertain	Project at an early stage. Balfour Beatty with N M Rothschild seeking negotiated turnkey contract for entire scheme, but emphasis is now on Anglo-German collaboration.	NFT agreed to consider ATP financing for interconnector feasibility study. Foreign and Commonwealth Secretary visited in Jan/Feb 82. Accompanied by 8 leading businessmen.	Germany (have advantage of undertaking PPs- feasibility and feasibility studies.	ATP of 2.5m under consideration for study work.

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT EM	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Malaysia (cont)	50. Faka Combined Cycle Gas Turbine Power Station. John Brown Engineering	100 +	mid 82	Consultants Mero and McEllan appointed. MOI seeking discussions with potential UK bidders on possibility of ATP support. Still awaiting invitation to tender. John Brown considering sharing with a foreign partner.	-	Expected to include USA, Japan, West Germany, Switzerland.	ECGD approached without commitment indication issued on 10 years credit for 85% of UK element and up to 15% of UK element in respect of USA goods. ATP
Philippines	51. Iligan Steel Plant Expansion Davy McKee (Iron and Steel)	54	-	Davy well placed on Phase I (Ironmaking) but all bidders to rebid by 30 June when position could change. Davy also bidding for phase II (steelmaking) Davy chosen on advice of Overseas Projects Board as national bidder for support purposes in preference to Lurgi (UK).	Foreign and Commonwealth Secretary visited in Jan/Feb 82 accompanied 8 leading businessmen.	W Germany, USA	ATP assistance requested. ECGD cover agreed in principle.
Singapore	52. Singapore Metro Met Cox, BEC, Hasker Siddaley	Several hundred	Decision expected 1983	Singapore have for some time been considering the most appropriate mass transit system for the city.	Foreign Secretary visited in Jan/Feb 82 accompanied by 5 leading businessmen.	Japan, France, etc	-
	53. Pulau Seraya 6 x 350mw oil or coal-fired power station. NKK	600-900 depending on method of firing	Not known	Merk & McLaughlin consultancy NKK showing interest. Issues of enquiry documents expected in late summer '82.	Bailed by Minister for Trade during visit to Singapore Oct 1981. Foreign and Commonwealth Secretary visited in Jan/Feb 82 accompanied by 8 leading businessmen.	Not known	-
	54. Changi Airport Phase II BAI; ECSC have reported interest amongst their members	Not known but likely to be substantial contract value 125-150	Decision expected 1983	Japanese undertook Phase I but work did not go well - prospects for UK involvement in Phase II. Pre-qualification for 2nd terminal by mid 82, tenders by end 83.	Foreign & Commonwealth Secretary visited in Jan/Feb 82 accompanied by 8 leading businessmen. Also included in briefing for all recent Ministerial visits.	Not yet known.	-
South Korea	55. Busan Metro (various UK firms interested) (1) Hasker Siddaley Rail projects in partnership with ASEA (Sweden) (2) BEC	50-	Late 82/Early 83	Tenders expected May 1982	To be raised by MOC Industry during forthcoming visit. Mentioned by LPS and SOB(T) in visits to Korea in Jan/Feb 1982.	Japan, France, USA	-
	56. Second Integrated Steel Mill. Davy McKee British Steel Corporation (Overseas Services) - consultancy	Several hundred million	1983/84	Tenders to be issued early 1983	Mentioned by LPS and SOB(T) in visits to Korea in Jan/Feb 1982	Not known, but probably Japan, USA	-

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
THAILAND	57. Laas Chabag Port Piling	150	1982	Thai Cabinet approval given. Tenders likely to be issued in next three months.	PM and MPT to raise with Thai Ministers during forthcoming visit. Foreign & Commonwealth Secretary visited in Jan/Feb 82 accompanied by businessmen.	-	OFF EOGD
	58. Bangkok Metro Metro Cammell Hawker Siddeley GEC Kier	200	1982/3	Calls for prequalifying applications expected to be issued shortly	MPT to raise with Thai Ministers. Foreign & Commonwealth Secretary visited in Jan/Feb 82 accompanied by 8 leading businessmen.	Japan	-
	59. Nong Ngu Hao (Cobra Swamp) Airport. British Airports Consultancy Group GEC	170 est	Final quarter 82	UK group one of 7 short-listed for Consultancy. Terms of reference expected in June 82. UK industry interested in offering turnkey package if attractive to Thais.	Foreign & Commonwealth Secretary visited in Jan/Feb 82 accompanied by 8 leading businessmen. Briefing also provided for all recent Ministerial visitors.	USA (3), France, Holland and locally led group (for consultancy).	Diplomatic support OFF under consideration.
TAIWAN	60. Taipei Metro GEC, Hawker-Siddeley Balfour Beatty and Met Cas are all interested	50 - 100	Tenders expected to be issued 83.	Initial design study currently being carried out by UK consultants	-	-	OFF support to consultants being provided
TURKEY	61. Ataturk Dam (Civil Works) Winpey (in Swiss bid consortium)	Possibly 400	Uncertain. Firm bid will be submitted 3 months after confirmation of finance	Swiss consortium including Winpey have decree signed by Turkish Govt confirming appointment as chosen contractors: little progress has been made in recent months, because of problems in finding finance for such a large project in Turkey. The consortium are still seeking finance but in the meantime some of the smaller contracts are being let to local Turkish firms.	-	None apparent. Negotiated contract	OFF EOGD not on cover, and ATP not feasible

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Bangladesh	62. Methanol plant, Chittagong Davy McKee	75m	-	<u>INDIAN SUB-CONTINENT</u> Davy McKee are discussing Japanese methanol off-take agreement.	-	Negotiated contract.	ECGD cover dependent on off-take agreement
India	63. Nhava Sheva Port Paulings leading a UK consortium	250	UK group seeking negotiated contract late 82	Outline offer and offer of feasibility study made to Indians	Voiced during Mrs Gandhi's recent discussions with PM	Various	OFF support for feasibility study. Agreed in principle
	64. Coal Mine Various UK firms possible contenders	70	Autumn 1982	New proposals being formulated following failure of Wimpey and Coal India to reach agreement	Discussed by UK and Indian Prime Ministers in March		100% ECGD £15m - 10% BTA
	65. Telecommunications project BSC	180+	Under consideration	BSC preparing bid	PM, FCO and DOI Ministers have all been involved	Japan, France Germany, Sweden	OFF under consideration
	66. Manufacture and supply of 70 Skyvan Aircraft (20 complete, kit parts for 50) Short Bros, Belfast	54	Not known	Negotiations well advanced	None so far	Canada	ECGD indication buyer credit for repayment over 10 years
Pakistan	67. Ammonia/Urea Phosphatic Fertilizer Plant Humphreys and Glasgow	Total value 326 (UK content likely to be over 50)	Early stage	Humphreys and Glasgow have pre-qualified	-	USA	Present Section 2 cover likely to be insufficient for this plant

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
				<u>AFRICA</u>			
Algeria	68. Dry Dock, Marn El Kabir. Costain and W.S. Atkins	86	1982	Tenders under evaluation however project is likely to be redefined by Algerians	None so far - involvement may be justified soon.	(i) Japan (ii) Spanish/Belgium consortium	AUF rejected by ODA
	69. Housing and New Town Flahing; 20,000 housing units. Cementation; Wispey; Douglas; McAlpine.	500-600	Aix to finalise contracts in time to allow construction to start 2nd half 1982.	Govt to Govt agreement MOU negotiated. Contract negotiations begun.	MFI visited Algiers 9-13 October 1981 to sign memorandum of understanding (MOU). Mr Stanley may be able to sign contract during forthcoming visit.	worldwide	ECOF-backed loan. OFF sought. Increased market limit agreed by EDC
	70. 30 vocational training centres. Pauling Construction Ltd Crown Agents TVI Corder Prodesco	80	Initial bids 21.7.81 Final bids first half 1982.	Negotiation of contract under Annex to MOU referred to in entry immediately above at very delicate stage.		Not known	ECOF-backed Midland Bank International Loan OFF £75,000 offered
	71. Pre-fab system building to include permanent housing, schools, hospitals. (i) British Construction Group (ii) Taylor Woodrow International	90-100	Unknown	Preliminary discussions between the Algerian Ministry of Commerce and selected UK contractors to commence May 1982.	Project will be covered in briefing for visit by Minister for Housing and Construction in May.	Unknown	ECOF support will be sought when contract values are known.
	72. Jijel Engineering and Project Management Consultancy. W S Atkins	30-70	End 1982	Atkins submitting revised bid end May 1982.	Included in MFI's brief for visit in September 1981.	Unknown	OFF £50,000
Angola	73. Construction of 300 bed Hotel in Luanda. Costain International	66.6	Uncertain	Costain have presented their proposals to the buyer. No reaction yet.	-	France	Initial approach to ECOF
Botswana	74. Morupane Coal-fired Station 3 x 30 MW + Transmission. NEI Foster Wheeler Costain	50	1982	NEI, Foster Wheeler and Costain have prequalified.	-	Not known	-
Gabon	75. LNG project Davy McKee	Several hundred million	Uncertain	French have been awarded contract for process licence which may limit scope for UK involvement in equipment contracts. Following President of Gabon's visit to UK indications are that a Davy bid would be welcome. Davy have already been in touch with the client.	-	France	-

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Gabon	76. Railway from Sooke to Franceville Taylor Woodrow, Wispey	70	1982	DOT currently helping Taylor Woodrow and Wispey to negotiate a project package for development of part of railway and associated roads.		Various mainly French	OPF \$60,000 offered - additional amount under consideration. ECOD letter of intent issued.
Libya	77. Misurata Steelworks consultancy BSC ON It/ PA Consultants	100s	Uncertain	Ingersoll (UK) awarded \$22s contract for training programme. Libyan budget problems are delaying payment to Ingersoll. BSC(OS) continuing to pursue remainder of contract. PA consultants may also be interested.	-	Italy	Basic ECOD support plus bond support for advance payment and performance. OPF \$79,000 offered to Ingersoll.
	78. Broadcasting Stations Network. Marconi Communications Systems	210	1982/3	MCS have submitted a bid for the technical work only.	-	France, USA, Switzerland Germany, Japan.	OPF ECOD insurance indicated.
	79. Swana Port Project Christiani and Nielsen Ltd	70	Tender under consideration. Award expected mid-1982	Tenders being evaluated. Christiani acting as sub-contractors to Philipp Hulsmann of West Germany.	Sops so far	None	Joint Insurance arrangement proposed with Hercules.
	80. Complete Pump Factory Sigmond Pulsometer Pumps Ltd	75	Award expected in 1982	Contract under active negotiations.	-	-	OPF support
	81. Tripoli Airport Project Fairclough International	130	1983	Negotiations on terms of payment raising problems. Cash and oil payments suggested by Libyans.	-	W. Germany and Netherlands	ECOD unenthusiastic about barter-deal.
	82. Civil International Airport Project The Anglo/Swedish Construction Co Ltd.	7s	Not known	Tenders under consideration.	-	-	Joint venture with AB Skanska of Sweden.
	83. Misurata Railway Projects Grant Lyon Zugre Ltd	59	Not known	Tender under consideration.	-	-	Joint venture with Samsung of S.Korea.
Nigeria	84. Flats Steel Plant Davy McKee (Iron & Steel)	500- 800	Uncertain	Tender issue expected mid-1982 Davy forming a consortium with Kobe Steel. (Japan)	-	Not known	-
	85. Aluminium Smelter BSCIL	400- 500	Tenders expected end 1982	W B Atkins (UK) have submitted feasibility study. BSCIL actively pursuing main contract.	-	Kaiser (USA or UK)	-
	86. Petrochemical Complex Phase II Davy McKee, Sir Chas, Babcock Woodall Jackson, and JBE & C	Substantial - possibly as much as 500	-	Foster Wheeler (UK) awarded project management contract. Contracts for various essential plants expected to be let towards end 1982.	-	World-wide Japanese keenly interested	-
	87. Standard Gauge Project (4 large rolling programmes over 15 years to modernise total railway system) Aprofirm - UK	UK figures only as sub-contractors in first stages. Further stages valued at several hundred million	-	First stages have been awarded to competitors but UK contenders still have chance of later phases	MFT led Nigerian Trade Mission in Autumn 81 which included BR (Tramway)	-	ECOD considering support

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Nigeria (contd)	88. Open University of Nigeria. Possible UK Consortium of De-Brant, Joyce, British Council, BBC, Feat Warwick and Open University, UK.	500 potential	Feasibility Study commenced 30.81. May lead to Management/Design contracts in 82. Main contracts to follow.	De-Brant and Feat Warwick leading feasibility study with contributions from other possible consortium members. UKs lead in distance learning techniques puts it in a strong position for subsequent contracts. Initial Operations Design Study recently submitted, awaiting response.	May be required later	USA, France	Initial OFF assistance offered
	89. National Assembly Building at Abuja. Taylor Woodrow International	80-115	Jan-March 82	Gone to partial rebid to reduce costs. Taylor Woodrow and Bouygues only in running. British High Commission have suggested EOGD should confirm offer to match any competitor.	Prime Minister sent letter to President Shagari of Nigeria which was handed over by Minister for Housing (DOE) who also supported project during recent visit.	France	OFF assistance provided for Taylor Woodrow. £300s line of credit offered.
	90. New Mint, Abuja and associated Complex (ie generating plant and housing units) De la Rue.	Potential 155-163	Uncertain	De la Rue are likely to pursue the project management contract. PEP will seek to interest UK firms in the associated construction and equipment business.	-	-	-
	91. Shopping Centre at Abuja (design) Conran Roche (consultancy) Main contract companies to be identified	100	Early 83	Bids to construct the centre likely to be invited early 1983. PEP aim for a British firm, using the Abuja line of credit. Design phase awarded (£2.6m) to Conran Roche.	-	-	-
	92. National Library	Potential 70	Tenders to be called late 82	Design work just commenced, having been awarded to UK consortium March 82.	-	-	EOGD cover candidate under line of credit
	93. Infrastructure area EF, Abuja Taylor Woodrow	Up to 60	Uncertain	Taylor Woodrow are reported to be in second place for the contracts	-	Lebanon, Nigeria, Greece	-
	94. Anasra State Hospitals Consultant International Fell Frischman, Widdrell and Trollop, Jackson Price Agencies and Morgan Grenfell.	30	June 1982	Consentation have now signed the contract but a Federal Ministry of Finance Guarantee will be required before the project can proceed.	-	France	EOGD considering support for 85% of UK content
	95. Water Supply Scheme in Edo State Hawker Siddeley	60	-	Bid submitted	-	Not known	OFF agreed in principle EOGD considering support
	96. Bagel Kungur Irrigation project. Balfour Beatty	50-55	Late 1982	Bids to be submitted by mid-May 1982	-	None known	OFF under consideration
	97. OJI River coal-fired station and transmission project. NEI/Coastain/BEI/IMCL	75	Tenders yet to be issued	No significant developments until problem of low coal production has been solved	-	Not known	EOGD cover agreed in principle. OFF under consideration
	98. Hotel Office Block and Market Aprofit	80	-	Bid submitted	-	France, Switzerland	EOGD under consideration

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Nigeria (contd)	99. Development of up to 9 regional airports UK Airports Group (inc GEC, Sir Alfred McAlpine, Coocer, Ferranti, British Airports International, Lenards)	7p to 125 (Total for 9 airports)	Unknown	UK Airports Group submitted proposals under consideration by Nigerian Minister for Aviation. Requirement may be split into 3 packages of 3 airports.	Minister for Trade referred to impending proposal from UK during visit 11/81	France, Germany, Italy	Diplomatic support OFF offered in principle. ECGB considering support for 8% of UK content.
	100. National Registration System. De la Rue	132	January 1982	Contract awarded to Avant USA. Although well placed and technically probably the best, De la Rue's price was high. Avant had a low price but probably do not have the capacity to carry out the work and are already encountering problems over financing. De la Rue are hopeful of retrieving the contract and are submitting revised proposals.	MFT raised this project during his visit 11/81	USA (4) W Germany	ECGB cover agreed in principle
South Africa	101. Seamless Tube Plant Eead Wrightson Mechies Co Ltd	50m	July 82	Bid submitted 31 March	-	Hanneman (FRG) Innocent (Italy) Vallouze (France)	OFF under consideration
	102. Matimba Power Station C (Dry cooling equipment) GKN-Birwede	around £75m	June 82	Tender evaluation completed for Station C. It is understood that GEA (GFR Co) has won Station C but GKN-Birwede still in with a chance of the dry-cooling equipment.	-	Germany, France and Holland	ECGB indication given
Tunisia	103. Tunis Bourghiba new international airport British Airports International (BAI)	Not yet known. Project value -£200	Uncertain	BAI were awarded the initial study contract on 15 January 1982. Should be well placed for subsequent detailed design studies.	-	-	OFF assistance to BAI
Zimbabwe	104. Salisbury/Gwelo Mainline Railway Electrification Stage II GEC Hawker Siddeley Balfour Beatty	100	Contract expected to be let in late 1982	UK group hope to negotiate contract	Lord Carrington pressed UK's interests during visit in Feb 82	Anticipated from France GFR and Japan	ATP under consideration. ECGB considering credit
	105. Sugar Factory with Associated Agricultural Development at Chisumbanje Tate and Lyle/Vletcher and Stewart	50 (approx)	Not known	Tender documents have just been issued and the closing date for bids is 3 May.	Lord Carrington raised project during visit to Zimbabwe Feb 1982	Tate & Lyle seeking negotiated contract. Otherwise international competition especially from Far East.	-

CONFIDENTIAL

COUNTRY	PROJECT UK INVOLVEMENT	UK CONTENT EM	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Zimbabwe (contd)	107. Extension to Kariba South Hydro-Electric Power Station. Balfour Beatty/IEC/Sovings	65	Uncertain	Disagreement between Zambians and Zimbabweans on future of project, so UK consortium's attempt to put in a pre-emptive bid at the old interest rate has failed. Nere and McLellan, however, stand a good chance of securing the consultancy. French offer to support on the old interest rate with a portion of aid suspected. Reply awaited from CGFACE on this.		France, Italy, Canada	CFP refused for pre-emptive consortium bid. ECED indication given
	N.B. Item 106 transferred to success list at		late stage.				

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK COMMENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Brazil	108. Steel Tube Mill, Catarina Davy McKee	67	Mid 1982	<u>LATIN AMERICA</u> Davy submitting revised bid	-	Germany, Spain	OFF support
	109. Gervados Irrigation scheme Consortium led by Wright Rain	45-100	1982	Initial proposal including detailed prices for equipment has now been presented to the Brazilians	-	US, France, Japan	Discussions with ECOD and PEP
	110. Power Alcohol Programme Fletcher & Stewart Ltd/ John Brown Engineers/ Natron (Brazil)	Unknown Project value \$400m	Likely to be phased from mid 1982 onwards	Tenders for 5 distilleries will be issued shortly with a further 15 awaiting release	-	France, Holland, West Germany, Japan	OFF under consideration
	111. Coal Gasification Babcock Woodall - Duckham	120+ possible follow on business	-	Several possible plants UK study under way, funded by OFF assistance. Scheme linked with UK/Brazil Coal Agreement	-	Germany	OFF
	112. Ships for Sunsaan (3 RO RO8 and 2 LPG carriers) British Shipbuilders	85	Early 82	Contracts in process of being negotiated, those for 2 RO RO8 in late stage of negotiation	Under MOU signed between BCG(T) and Brazilian Planning Minister on 26.10.81	-	ECOD cover reserved
113. Jacui Power Station Klockner/NEI/LBI	116	August 1982	Replacement project for Santa Cruz. Negotiations on contract due to start soon	-	-	ATP and ECOD cover to be considered	
Colombia	114. Medellin Mass Transit Metro Camell; Baker Siddley, GEC	70	Tenders now expected in 1982 after considerable delays	Met Cam are recognised as sole wholly UK bid for HMJ support purposes. GEC and BS are submitting alternative part bids with foreign suppliers	-	-	OFF offered to Metro Camell 8.80
	115. Open Cast Coal Mine (Cerrejon) BP Coal	200	-	US contractor Morrison Knudsen have design and procurement contract. BP Coal may co-ordinate UK package. Morrison Knudsen are considering this proposal	-	Sweden, Japan, France, USA, Italy	Negotiations in progress for a line of credit worth US \$100m 150m
Ecuador	116. Oil Refinery Atahualpa J Wimpey M E and C Ltd	105	Uncertain	Wimpey have pre-qualified. Tender issue delayed. Doubts whether project will proceed	-	Italy, Japan, USA	
Mexico	117. Synthetic Protein Plant John Brown Engineers and Constructors	40-50	1982	Some doubt about whether project will go ahead before the Presidential elections in 1982.	-	France	ATP under consideration ECOD cover indicated
	118. Monterrey Mass Transit	60	Uncertain	BS gave presentation to Mexicans January 1982	-	France, Canada, Italy and Japan	OFF offered for feasibility study
Panama	119. Rehabilitation of Panamanian Transportation System Salfour Beatty Power Construction Ltd	67	May 82	Letter of intent obtained from the Government of Panama. Contract signature imminent, but last minute hitch possible	-	-	OFF - \$50,000 provided for feasibility study
Paraguay	120. Electrification of suburban railway and/or construction of new lines to Argentina and/or Brazil GEC and others	150	1982	Paraguayans studying options. Negotiated contract a possibility	NET has discussed with Paraguayan Ambassador	Japan	-

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK COMMENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Paraguay (cont'd)	121. Aluminium Smelter Methanol Plant British Smelter Constructions Ltd (BSCL)	250	End 1983	Formed joint venture with Paraguayan interests to prepare detailed feasibility study. They hope for Presidential decree within 6 months giving rights to bauxite and power.	-	USA (Reynolds) Japan	OFF support for feasibility study under consideration
	122. Modernisation/expansion of three/four rural airports. Euro-Landoll with Sir Frederick Snow and CAA	104	Uncertain - decision on airports suspended until later date.	Five proposals submitted by Euro Landoll. Although negotiations continuing projects likely to be delayed.	Ministerial letter of support provided	Primarily Brazil but Italy, Japan, Holland, France thought to be interested.	OFF offer of \$75,000 made to Euro-Landoll ECOD cover agreed effectively over 16 years.
Peru	123. Development of four sugar estates and associated refineries, Selva. Tate and Lyle	35 Prospect of further 70	The Peruvian President is expected to sign a document formally allocating area of land to be studied very shortly. (The Peruvian Government contribution towards the cost of the study will then be forthcoming)	UK to finance US\$500,000 of the \$600,000 feasibility study (DOT, \$300,000 T&L \$200,000). This should lead to T&L winning the project management.	MFT negotiated with Prime Minister Hilloa the terms of UK assistance during his visit to Lima 7.81 MFT wrote 11.81 nominating Tate and Lyle as the company to undertake the feasibility study.	-	OFF feasibility assistance.
	124. Mantaro/Sheque Water Supply and Hydro Projects	100 approx	Mid to late 82	Very early stages. A visit from Peru is expected in first quarter 82.	-	Complementary rather than competitive bids expected	-
	125. Los Olivos hydro-electricity and irrigation scheme in Northern Peru. Tarmac Int	76	Financial under discussion	Tarmac have signed heads of agreement with Skanska (Sweden) and Odedroch (Brazil) for Joint Venture for Civil Engineering. Tarmac have proposed to Russians that they do joint venture work in parallel. USSR taking the mechanical and engineering element. Negotiations opened 12.81.	Tarmac accompanied Mr Parkinson on his recent visit to Peru when project was discussed with Ministers.	Negotiated contract is hoped for.	Probably credit from Sweden, UK, Brazil and USSR.
Trinidad and Tobago	126. Methanol Plant Davy McKee (Oil and Chemicals)	65	Uncertain	Davy are pursuing a negotiated contract and are in a good position. Toyo (Japan) who built previous plant have recently shown interest.	-	Japan	OFF
	127. Port of Spain Sewage Effluent Shellbear BSC (pipe suppliers)	250 (approx)	Late 82	Following a re-appraisal of the project by the new Government, the scheme is now likely to be enlarged and be put to international tender.	-	-	ECOD and OFF
	128. Point Fortin Oil Refinery expansion Foster Wheeler N W Kellogg Ltd Fluor (GB) Ltd Frocon (GB) Ltd	100	Late 82	9 companies have put in preliminary tenders. Fluor reported to have been short-listed along with a Japanese and a French company.	-	Japan/USA/France Switzerland	ECOD support under consideration

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTRACT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Venezuela	129. Corponalia Iron and Steel Plant Davy McKee	250-3007	Uncertain	Project delayed since 1979. Davy led consortium been kept together. Signs that project may revive shortly but on a reduced scale.	Included in briefing for Ministers in past years.	W Germany, France	OFF provided for Davy
	130. Seamless Tube Mill Head Wrightson	55	Award expected late 1982	Davy prequalified in 1979 when project postponed. Doubts whether new prequalifications necessary.	-	Italy, France W Germany	OFF under consideration
	131. Caracol River Bridge) Grisoco River Bridge) Rail link between bridges) Cleveland Bridge	155-175	Award expected end 82	Firms have prequalified	-	Japan, Germany	
	132. Bauxite Mine including Cable belt System. 1 Cable Belt Ltd 2 Taylor Woodrow	75-85	Bids required 2nd quarter 82 contract award end 82	No recent developments	-	France, USA	

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MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 1, MAY 1982

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	MAJOR CIVIL OVERSEAS SALES PROSPECTS - REPORT NO 1, MAY 1982				ASSISTANCE OFFERED
			CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	
USA	133. Bay Area Rapid Transit - Cars. Metro Cassell	60	1982/5	<u>NORTH AMERICA</u> Bids close May 1982. Contract for 50 cars being pursued with potential follow on of 100	-	Japan, France, USA Canada	-
	134. Alaskan Gas Pipeline (7 gas compressor Stations and conditioning plant). (1) William Press Group, Davy McKee and Morgan Grenfell (2) Matthew Hall Engineering Ltd and Midland Bank Ltd	1,000	Uncertain	We Press confident of receiving a letter inviting them to submit a proposal	-	Local	ECGD finance under consideration

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COUNTRY	PROJECT/UK INVOLVEMENT	UK COMPANY EM	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
				<u>EUROPE</u>			
Bulgaria	135. Direct Reduction Plant Langi (UK) Ltd.	64	Not known	Budget price submitted, formal offer still to be made.	-	Not known	ECGD support under consideration.
Greece	136. Lead/Zinc Sulphuric Acid Project. (i) Davy McKee (ii) Sir Chen (iii) Siryeon	62	Uncertain	Davy have submitted bid for all elements. Siryeon and Sir Chen separate bids for acid plant only. Greek Government currently viewing major project. Thought likely project will go ahead.	MOS(T) raised at recent meeting with Greek Industry Minister	-	
	137. New Athens Airport IAI	Consultancy - 11, follow-on work - possibly 90	Phase I due for completion in 1990 but likely to be delayed	IAI awarded consultancy contract 1980. Contract however now cancelled in accordance with Law 1252 forbidding employment of foreign consultants by all public sector corporations.	Supported by Prime Minister and SOB(T). Foreign Secretary talks with Minister for Co-ordination	USA, France, West Germany, Italy	OFF 14,492. IMA support for re-instatement of IAI contract
Hungary	138. Ferihegy airport (new passenger terminal). Costain; Wimpey; Cementation International	52	Early 1982	Tenders expected to issue end May 1982 with deadline for submission August 1982	-	Austria, France West Germany, Sweden	ECGD no problems on market grounds OFF rejected
	139. Compressor Stations for Hungarian extension of the West Siberia Gas Pipeline. (1) Cooper Halls Ltd (2) Ingersoll Rand Ltd	120	July 1982	Hungarians (with Cooper Halls assistance) still working on conceptual specification	None	FBI, France, Italy, Japan, Netherlands, USA	OFF assistance and ECGD support under consideration
Norway	140. Kaarstoe Gas Terminal Processing Plant. John Brown Engineers and Constructors Fiver (UK) (UK)	60 +	Mid 82	Bids submitted 26 March	-	Linde (FRG) Kellogg (USA) Technip (France)	OFF refused
Portugal	141. New Lisbon Airport	Unknown but could be substantial (project value 600-800)	Unknown	Initial study report by US consultants due May 1982. Further consultancy will follow	Pressure on CAA not to join Parsons (US) bid for study.	Not yet known	-
	142. Digital Exchange Project - System X Plessey/SXC	50 +	-	Several systems (including System X) have been recommended by COT to Ministers as technically suitable. Award of contract will be made on attractiveness of politico-economic package offered. No invitation to tender has been issued	-	Switzerland, West Germany, France, Japan USA/Canada	Diplomatic support ECGD approached
USSR	143. Mixed Acids Plant Davy McKee BP For Formic Acid Plant only - Sir Chen	101 Davy 15 Sir Chen	1982	Technical discussions with Davy continuing. Sir Chen have submitted bid	Mentioned by M/T at British Soviet Union Joint Commission 3/81	France, West Germany, Japan, USA	OFF offered to Davy. ECGD buyer credit approved on Consensus terms. Davy considering supplier credit to provide lower interest rate

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4 May 1982

Thank you for your letter of 22 April to Mike Pattison, in which you sent out the conclusions of EX(O) on the programme of visits by Cabinet Ministers in 1982. The Prime Minister has noted the Committee's conclusions without comment.

WFSR

Jonathan Rees, Esq.,
Department of Trade.

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Foreign and Commonwealth Office

London SW1A 2AH

30 April 1982

M Pattison Esq
Private Secretary
10 Downing Street

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MINISTERIAL VISITS ABROAD: EX(O)

1. Mr Hurd has asked me to comment on Jonathan Rees's letter of 22 April about the views of the EX(O) Committee on the areas and countries to be visited by Cabinet Ministers in the course of 1982.
2. Mr Hurd appreciates that the views expressed in the letter are taken from the standpoint of promoting our trading interests. But he considers that it would be unwise to accept them unconditionally in case they are read as part of a change of Government policy. Many other factors have of course to be taken into account in deciding on the visiting programme, and these must not be overlooked.
3. As to the three exceptions listed in paragraph 1 of Rees's letter, we agree that a greater trade promotional content might be built into the programme for Cabinet (and other) Ministers visiting Western and Southern Europe. We would expect the Department of Trade to put forward proposals to this effect in the Ministerial Visits Committee, and to recommend whether visiting Ministers might be accompanied by businessmen.
4. For Eastern Europe, a Cabinet level trade visit to Czechoslovakia has not been under consideration. The Foreign and Commonwealth Secretary had in fact agreed to visit Prague. While there he would have raised any relevant trade matters, but these would not have been the primary purpose of his visit. It is now likely that this visit will be postponed beyond the end of the year.
5. Although there has been a significant number of Ministerial visits to the Middle East, there is little danger of that area being 'over-visited'. There has certainly been a spate of such visits to the Gulf and Iraq over the last two years. But this programme came about largely because of the criticism in the Gulf that after our withdrawal in 1971 we have virtually ignored

/the area



the area. We did so to our cost: our competitors, in particular the French, moved in and developed close and profitable relations with states which had traditionally looked to the United Kingdom. The recent programme of senior Ministerial visits has helped to rectify this situation, and we should dispute any suggestion that the number of visits to the area be reduced. Indeed for several countries, for example Kuwait, the problem will be to keep up the impetus which we have created and which has certainly proved useful. The small countries in the Gulf attach disproportionate importance to Ministerial visits, and though we may regard them as rather small fry they do have large purses. And they tend to buy from people they like.

6. I am sending copies of my letter to the Departments on the EX(O) circulation list.

Yours wa,
Stephen Lamport

S M J Lamport
PS/Mr Hurd



From the Secretary of State

Prime Minister 4

wh
23/4

MT

Mike Pattison Esq
Private Secretary
10 Downing Street
London SW1A

22nd April 1982

Dear Mike,

One of the subjects considered at the last EX(0) meeting was the forward planning of overseas visits by Cabinet Ministers from the standpoint of advancing UK trade interests. In reviewing the programme of visits for 1982 the Committee concluded that the balance struck in the worldwide spread of planned visits was about right (especially when visits by other UK Ministers are taken into account) except that:-

- (i) Cabinet Ministers' visits to Western Europe now tended to be mainly political in character, and that a greater trade promotional content would be desirable;
- (ii) In Eastern Europe, a Cabinet Minister level trade visit to Czechoslovakia was barely justified and one such trade visit to Yugoslavia was adequate; and
- (iii) The Middle East was in danger of being over-visited.

The Committee agreed that Departments primarily concerned should be asked to take these observations into account in shaping future visit schedules; hence this letter.

To elaborate a little on Western Europe, trade promotion in this area demands a somewhat different approach to that in lesser developed countries, where often most mileage is gained from discussions with Ministers' opposite numbers in Government. A few pointers on how Ministers could best advance our interests in the European arena might therefore be useful.

We have some project interests in Greece, and, to a lesser extent, Portugal. Consequently, it would be prudent to ensure contact at Ministerial level in both countries, for, while no positive advantage may be secured, lack of such contact would adversely affect UK's chances of winning contracts.

Greece and Portugal, apart, there is little project work available in Continental West European countries for foreign contractors. Here the advice is to concentrate visits on events and organisations with industrial and trading significance following careful preparation and timing. For example visits could usefully be arranged to coincide with the opening of joint venture enterprises, the signing of commercial agreements, or the delivery of some big UK orders. With an eye to the longer term, visits to important foreign companies, influential trade associations and Chambers of Commerce can be helpful in creating a favourable climate for potential collaboration, or breakthrough into a sector.



From the Secretary of State

As for market priorities, trade potential, rather than just current performance, would be our criterion. This puts Germany, Italy and France at the top of the list, with the addition of Spain when commercial relations improve. Although not accorded top priority, other Western European markets should not of course be ignored.

I am copying this letter to Departments on the EX(O) circulation list.

Yours Sincerely,
Jonathan Rees

JONATHAN REES
Private Secretary



Country	Project	Contract	Total Contract Value £m	UK Content £m
Iraq	Abu Ghraib Motorway	Kier	117	50-60
Oman	Qaboos University	Cementation	150	95
Saudi Arabia	Sulphur Handling Plant	Wimpey	60	50-60
Hong Kong	(1) Mass Transit Railway (Cars)	Metro Cammell	60	55
	(2) Bank HQ (Steel Subcontract)	BSC	55	55
S Korea	Seoul Metro (Cars)	GEC	185	80
Nigeria	(1) Kwara Education Project	Capital Plant	160	112
	(2) Water Supply	Biwater	184	165
USSR	West Siberian Gas Pipeline* (Turbines & Spares)	John Brown	104	78
Total			1075	740-760

*US sanctions against the USSR are currently causing difficulties.

.../...



Practically all these successful UK bids have benefitted to varying degrees from Government support services. In several cases, such as the Hong Kong Mass Transit Railway, the Department of Trade has been closely involved in putting together acceptable financial packages, deploying a number of measures in the process. In others, such as Qaboos University and the Seoul Metro, Ministers, from the Prime Minister downwards, have played a vital part in securing the contracts by intervening at crucial stages in the negotiations.

We shall write separately to provide a situation report on the Orissa steel plant as the Prime Minister has requested.

I am copying this letter to the Private Secretaries of Ministers whose Departments are members of EX(O) or regular participants and to David Wright (Cabinet Office).

Yours ever,

Nick McInnes

NICHOLAS McINNES
Private Secretary to the
Minister for Trade (PETER REES)

MAJOR CIVIL OVERSEAS SALES PROSPECTS

COUNTRY	PROJECT/UK INVOLVEMENT	UK COMMENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	AG. EDIT
Sohrain	Ammonia Methanol Plant	35-70	1982	<u>MIDIER EAST</u> Bids Opened: Davy Inwest, B & G second lowest.	PM supported Davy bid on visit to Sohrain 9.81.	Japan, Italy, Germany	OFF for Davy agreed. EGSD indication given.
	Davy Motor: Bussireys and Glasgow with Heurtey (France)	50	1982	Consultants being selected.			Preliminary enquiry to EGSD. Normal Buyer Credit
	Aluminium Rolling Mill, W S Atkins (Consultancy) Lacey-Wrightson (turnkey)	Unknown but project value £500-600m	Contract to be in progressive stages.	Shepherd Johnson appointed master planners.	Prime Minister briefed in raise during visit 9.81.		
Egypt	Arabian Gulf University Shepherd Johnson						
	Natural Gas Distribution Network, Alexandria & Cairo (West) British Gas Corporation	Follow-on business 70	1981/2	British Gas have secured the supervision and consultancy work, for Cairo West and the Consultancy only for Alexandria.	PM discussed this with the late Egyptian president U. Si. Included in SoS(T)'s party which met President Mubarak 11.81 was representative from Williams French Ltd, who are working in Cairo East project.	Netherlands, France Austria	OFF Assistance of £500,000 to SOG. £1m ATP offer refused
	Steel Complex El Sadat City. Davy Loney	50	1983	Davy Loney hoping to negotiate contract but contract may be put to tender.		France, Germany, Italy, Japan	OFF agreed ATP under consideration.
	Greater Cairo Sewerage System: British Wastewater - a JV including Babcocks, GEC, Midland Bank, Edward Nuttall and Halfour Beatty.	150	Consultants Taylor/Hinnie are still working on design.	The Government to Government MOU covers the provision of £100m. Requests for pre-qualification for the East Bank project from British contractors are to be made in January 1982.	MET 3.80, SOG(7) discussed this with Egyptian Deputy Premier - Dr Naguib 2.81.	No known foreign competition	£100 million EGSD support linked to £50 million ODA grant (from 1978). EGSD considering request for extension of period of reservation of cover.
	West Nubaria Agricultural Development Project. UK Sugar Systems Ltd (comprising British Sugar Corporation, Booker McConnell Ltd, Tate & Lyle Agribusiness, Guinness West Overseas, Torman Overseas, Morgan Grenfell.)	90	Award expected mid 1982	bid at present being sought from EEC/Egypt Financial Aid Protocol.	SoS(T) discussed this with Deputy Premier Dr Naguib 2.81 and called on President Mubarak during visit to Cairo 11.81. Tate & Lyle represented at meeting.	No known foreign competition.	EGSD cover available only on "first come first served basis". OFF Assistance has been offered.
	Poultry Production Project British Livestock Company (Farm Management Ltd)	60	Contact award expected soon.	Contract decision awaited.	None so far.	Germany, Holland	Egyptian Government and local private funds. OFF offered.
	AIB Development Arab Int. Bank 1. Cessation International 2. John Laing International	25-50m	Contract award expected early 1982	Tenders being evaluated.		Japan, Korea, USA, France	EGSD has offered Buyer Credit Facilities to John Laing Int.
World Trade Centre Arab Int Bank	50	Uncertain	Tender to be submitted soon.		Japan, Korea, USA, France	EGSD considering.	

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
				<u>MIDDLE EAST</u>			
Egypt (contd)	Complete Power Station Project. Incorp 3x300 MW units. GEC	227	Uncertain	GEC Turbine Generators will bid once specification is issued			
Iraq	Dual-fired boilers for Al Hadain Power Station. Babcock Power Ltd	52	Contract award early 1982.	Babcock Power in Joint Venture with Thyssen/Brown Boveri		Japan, France, Germany	Buyer credit agreed. Max ODF support.
	Dual-fired Boilers for Al Musanib Power Station Babcock Power Ltd.	28	Contract award late 1982.	Babcock Power in Joint Venture with Thyssen/Brown Boveri		Expected to be as above.	-
	ATE System Marconi Radar.	70-80	Uncertain but contract award likely in 1982.	Marconi have submitted proposals - response awaited. GAA have offered to provide training facilities for Iraqi operators.		Belenia (Italy) Thomson CSE (France)	OPF support of £100K to Marconi.
	Ordnance storage warehouse (200,000m structure). International Military Services Ltd. Subcontractors are Dexion Ltd and Cementation Ltd. Baghdad Metro.	65	Uncertain	Project postponed due to Iraq/Iran War (Negotiated contract opportunity).			ECGD cover available.
	UK consultants, currently led by Freeman Fox and Partners/W S Atkins, carrying out design work E/Am. GEC, Baxter Siddley, Metro Council have agreed to bid co-operatively when tenders issued. Main Line Railway Development. UK consortium led by Cantain for civil construction.	£400m potential - on equipment (incl rail cars) - UK content possible as civils not known at this stage. Total project cost over \$1 billion no firm estimate but likely to be substantial.	-	Tenders issued. Bids due 3.82.	Civil construction and harbours contracts to be issued in 1982. GEC, BS and Metcon are considering the Department's suggestion that they should form a single bid.	SoS(T) discussed during long Joint Commission in Baghdad.	
Jordan	South Jordan Development of Rural Telecoms. GEC System 2. University Infrastructure & Faculty of Engineering John Leung	50 125	Award end of 1982. 1982	GEC seeking UNO funding of survey and aid for project. Cost of Jordan are awaiting matching offer from UK. Tender 10.12.81.		Japan, France Not known	ATP under consideration. ECGD indicated terms for support 15.11.81.

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COUNTRY	PROJECT/UK INVOLVEMENT	UK COMPANY/EN	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSIST CREDIT
				<u>MIDDLE EAST</u>			
Kuwait	Transport Project (including rail link with Iraq) several consultants Glasgow/Aromatic Plant Davy McKee, Humphreys and Glasgow, Stone and Webster.	Substantial Enormous, but total project value could be in region of £1 billion.	Uncertain Uncertain	Several consultants involved in studies No formal decision to proceed but UK contractors mentioned are interested.	Min / Transport discussed during recent visit Prime Minister briefed for visit 9.81.	Not known	
Oman	SEEDS Military Hospital John Laing, Turner Weight & Partners Percy Thomas Partnership and Hospital Planning Services.	60		Omani Ministry of Defence has issued a letter of intent to the UK Consortium for the Design & Construction.		USA	OPF under consideration.
Qatar	Development of North Sea Field and Management of proposed LNG Plant. Shell and BP. Aluminium Smelter. British Smelter Construction.	Likely to be substantial. Not known	Uncertain	BP becoming more active and developing their interest in this project. A clear statement of Qatari intention is needed to enable UK firms to make their approach more forceful. Met West, Lezarika and Samuel M have been active on this project. Mr Brauner/M&E trying to persuade Amir but Qatari not keen.	Prime Minister supported BP's interests during her visit to Qatar Easter 81. SoS/EN has also visited Qatar. Mr Brauner wrote to PM in April 81 following her visit.	France, FRO & USA.	Details of credit package to be worked out during EPA's visit to London in January 1982.
Saudi Arabia	Lube Oil Refinery. George Wispey ME and Co Ltd Air Traffic Control System Marconi and others Petrochem/Yukon Domestic Refinery John Laing Alusasa/Min of Foreign Affairs John Laing, Wispey Riyadh District Hospital. Baqir Gulf Railway	75 Not known but could be substantial. 75 approx 90 approx 86 approx Several hundred	Anticipated tender imminently; contract award Feb 1982. Contract award expected June 1982.	Project at an early stage. Wispey to work with JGC (of Japan). Marconi have quoted for radar system for Riyadh International Airport. Success could lead to substantial follow-on business. Saudis have allocated £750m over next 5 years for radar, navigational and communications equipment. Bids required by 11 January 1982. Yamamark have proposed a study of a Gulf railway linking Iraq via Kuwait and Saudi Arabia with the Gulf States. Such a railway is amongst the plans of the Gulf Co-operation Council.	Saudi Deputy Minister of Defence & Aviation, has accepted an invitation from Mr Sprout to visit UK Air Traffic Control facilities 2.82 The Prime Minister briefed to raise during her 1981 visit to Kuwait and Bahrain.	USA, Holland Widespread (Korea, Germany, Japan, etc).	

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Saudi Arabia (Jeddah)	Jedda/Mecca Railway	Several hundred		<u>MIDDLE EAST</u> Transmark are preparing a study of a link between Jeddah and Mecca for the Saudi Government Railway Organisation in anticipation of subsequent work.			QIF support for study.
	Oil Pollution Control Powell Duffryn	Unknown, but total project value up to \$500m.	Uncertain	Powell Duffryn/British Petroleum to present proposals to Saudis by March 1982.	SoS(?) agreed if necessary to write to Saudis formally confirming support available from BPJ drawn from public sector expertise.	USA	
	To provide 2 'Intelsat "A" Stations	55	Award end 1983.	C & W teamed up with Japanese (NEC) against UK competitors to provide 2 "A" stations.		Racal, Plessey, Marconi and foreign competition.	
	Cable & Wireless (C & W) Security Systems Shorrocks Security Systems	51	Closing date not known. Award expected 1982.	Shorrocks have submitted design and plan for project (not a detailed bid) to Saudis for security for 6 airfields. Company well placed.		Germany, US	QIF.
United Arab Emirates (Dubai)	MISE Plant. Davy McKee	65	Uncertain	Davy are pursuing a negotiated contract. Government decision to proceed with project awaited.		Japan	
	Al Ain Airport. Scott, Wilson, Kirkpatrick (SWK)	Not yet known but could be substantial.	2 years for construction.	SWK have completed the master plan and preliminary design, and have just conducted prequalification for earth works contract. Not yet known how many UK contractors have been short listed.	MoS(I) raised this project with President of the Dubai Airport Department during visit 9.81. Nothing promised by Abu Dhabi but there was an apparent understanding that UK could expect to win substantial business - if competitive.	Not Known	
	Airport/Town Rail Link Transmark	Substantial	Uncertain	Transmark have proposed a 35 km high speed rail link and its international airport. They are shortly to make a presentation to Sheikh Khalifa	FUSG/Transport to raise during forthcoming visit	France	
United Arab Emirates (Sharjah)	Methanol/MISE Plant Davy McKee	144	Uncertain.	Port report that it will not be known for 4-5 months whether sufficient gas is available for MISE plant. LNG plant is first consideration.			

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COUNTRY	PROJECT/UK INVOLVEMENT	UK COMMITMENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
				<u>ASIA, FAR EAST, AUSTRALASIA</u>			
China	Nuclear Power Station GEC	500 (est)	Uncertain	Announcement being prepared at request of PM. Chinese intentions unknown.	Discussed by MPT in Peking in December 81 and raised by Lord Privy Seal in January	Formulation of France and USA.	ECGD - backed loan likely if UK involvement confirmed.
	Fujian Ports Modernisation Kleinwort Benson Wigsey, Frewson Fox	79	Award of 1st phase (20m) expected 1982.	Proposal submitted to Chinese.	Raised by MPT during visit to China 12.81.	Unknown.	OFF/ECGD.
China/Hong Kong	Pumped Storage Project. GEC	75	Contract award 1982.	Feasibility study in progress		Switzerland, Japan USA	OFF supporting feasibility study.
Hong Kong	Mam Transit Railway. Supply of rail cars by Metro-Cammell. Electrical equipment by Westinghouse, GEC, Balfour Beatty. Various construction contracts.	100	1981/82.	Met Gas awarded cars contract valued at £55m. This was negotiated. Other contracts still being tendered.	UK interest in this phase raised by all recent Ministerial visitors.	Japan.	ECGD support provided.
	Chek Lap Kok Airport Taylor Woodrow & GEC together (and possibly others)	300-500 (est)	Decision on project end 82.	Parsons (US) undertaking planning studies (with CAA involvement). Approaches by UK civil engineering contractors and electronic equipment companies, led by GEC, expected.	Minister for Housing registered UK interest during visit 5.81. SoS(I) raised during visit 3.81. Lord Privy Seal briefed for his visit 1.82.		
	Lantau Bridge Engineering Consultants of Hong Kong led by Mott, Hay & Anderson. Cleveland Bridge	300	Tenders due mid 82.	Planning studies in progress on link by either bridge or causeway between Lantau Island and Mainland. Completion of studies late 81.			
Indonesia	Cold Rolling Mill for Krakatau Steel. Bovay Lowry	81	Decision expected shortly on choice of firm with whom to negotiate contract.	Joint Venture Company (of Krakatau steel and various private investors mainly the Iden Group) has been formalised. Technical bids being looked at by JVC - feasibility study prepared.		France	ECGD approached - awaiting developments - indication given.

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CAPACITY £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
				<u>ASIA, FAR EAST, AUSTRALASIA</u>			
Indonesia (Cont'd)	Hydro-Electric Projects: Nrica Naning Balfour Beatty with Asna and Suzuska (of Sweden); IRI	110 152	Uncertain	Swedish/UK Group unlikely to pursue both projects: Nrica is first choice. Financial proposals submitted to Indonesian Minister of Finance. Evaluation of bids reaching critical stage. ATP required to keep Swedish/ UK group in running.	Two Letters of support from Minister for Trade MOS(T) visiting 1.82 - helpful if he could make formal ATP offer then.	France	OFF/ATP under considera- tion. ECGD approached. ECG submission made 2-12.81
	Sumatra Pulp & Paper Mill Foster Wheeler World Services Ltd	55	April 82	Bids early 82.		Japanese	OFF under consideration.
Japan	Sale of 10 BAe 146 aircraft to Tan Domestic Airways	50 (approx)	Uncertain	BAe have submitted proposals for commencement of deliveries 82/83	ECG(T) mentioned 146s in letter earlier this year to Mr Shinkawa. Lord Privy Seal raised in Tokyo in January 82 reinforced by S of SIT in February 82.	USA	Initial approach to ECGD - awaiting further information.
Malaysia	Aluminium smelter, British Smelter Construction	190	Uncertain	ATP offers made to Malaysians to finance feasibility study for smelter by ISCL, but Malaysians so far have not accepted offer.		USA	ATP
	Pelanae Project (Hydro- Electric scheme in Sarawak and NVEC interconnector to Peninsular Malaysia) Balfour Beatty/M M Rothschild; Prence, Cardew and Ryder	500	Uncertain	Project an early stage. Balfour Beatty with M M Rothschild seeking negotiated turnkey contract for entire scheme, but emphasis is now on Anglo-German collaboration.	MPT offered to con- sider ATP financing for interconnector feasibility study.	Germany (have advan- tage of undertaking pre-feasibility and feasibility studies).	ATP of 2.5% under consideration for study work.
	Duku Combined Cycle Gas Turbine Power Station John Brown Engineering	100 +	Award mid 82	Consultants Mera and McWilliam appointed. DOI seeking discussions with potential UK bidders on possibility of ATP support. Tenders expected to be invited in February.		Expected to include USA, Japan, West Germany, Switzerland	ECGD approached "without commitment" indication issued on 10 years credit for 85% of UK element and up to 15% of UK element in respect of USA goods.
New Zealand	Whangore Refinery Expansion Badger Ltd and Chiyoda	Approx 400		Chiyoda (Japanese) and Badger Ltd intend to submit joint venture bid.			
	Expansion of Steel Mill Davy McKee	60	1982				

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Philippines	Aluminium smelter. Davy McKee with Reynolds of USA	170 -	Uncertain	ASIA, FAR EAST, AUSTRALASIA Timescale for prospect uncertain. Reynolds have accepted Davy as suitable contractor.		USA, Japan	
	Iligan Steel Plant Expansion Davy McKee (iron & steel)	54	Closing dates for bids Jan 1982. Award March/April 1982.	ESR lost consultancy contract to United States Steel. Davy intend to submit bid for turnkey contract.		W Germany, USA	ECGD cover to be sought
Singapore	Singapore Metro Met Cas, USE, Hawker Siddeley	Several hundred	Decision expected 83	Singapore have for some time been considering the most appropriate mass transit system for the city.			
	Changi Airport Phase 2	Not known but likely to be substantial		Implementation on Phase II will await evaluation of Phase I in operation. Decision expected end '81/early 1982. Japanese did Phase I but work did not go well - prospects for UK involvement in Phase II.			
	Pulau Seraya 6 x 350 MW Oil or coal-fired power station. NEI	600-900 (Depending on method of firing)	Not known	Morg & McLeilan won consultancy. NEI showing interest. Customer may decide specification in 1982 once method of firing has been decided.	Raised by Minister for Trade during visit to Singapore, October 1981	Not known	
	Construction of Marina Centre George Wimpey	59	Perhaps March 82	Bids now being submitted		France, USA, Korea and it is believed others.	Some indication of support given - 80% of UK element over 5 years from commissioning.
South Korea	Busan Metro (various UK firms interested)	50+		Tenders expected February 1982		Not known at this stage	
Taiwan	Taipei Metro GEC, Hawker Siddeley, Balfour Beatty and Met Cas are all interested	50 - 100	Tenders expected to be issued 83.	Initial design study currently being carried out by UK consultants.			OFF support to consultants being provided
	2 x 750 Turbine Generators For Taiwan Power Company NEI Parsons Ltd	50	Early 82	NEI bid lowest on CPM basis, but facing strong competition from Swiss fixed price bid.		US, Switzerland, Japan	ECGD cover agreed in principle. OFF max offered.
Thailand	Gas Separation Plant (1) Davy McKee (2) John Brown Engineers and Constructors. (JBE & C)	£200m	Closing date for bids May 1982. Contract award last quarter 1982.	Firms were designated as consultants and Idnde (Germany) appointed. 5 or 7 consortia to bid. Davy to bid in joint venture with Mitsubishi (Japan); JBE & C with Fish (USA) and Kawasaki (Japan)			Possibility of aid OFF rejected.

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTRACT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/REPLY
Thailand (cont'd)	<p>Tuc Oil Refinery Expansion. Badger, Bechtel, Fluor Kellogg Parsons, Stone and Webster, Davy McKee (oil & chem)</p> <p>Naeng Ngu Bao Airport. (Cobra Swamp)</p> <p>UK Consultancy Group</p>	<p>Approx 400</p> <p>Not known but likely to be substantial</p>	<p>Closing date for bids Nov '81. Contract award March '82.</p>	<p><u>ASIA, FAR EAST, AUSTRALASIA</u></p> <p>Davy to bid in joint venture with Technip and Proconfrance of France.</p> <p>At prequalification of consultants stage. Invitations to bid expected shortly. UK Group submitted application 9.81. UK industry interested in offering turnkey package if attractive to Thais.</p>		<p>France (3), Japan (3), Italy, Germany</p> <p>Japan, USA, Germany, France</p>	<p>OPF rejected for Davy. ECGD approached - problems over absence of Thai government guarantee.</p> <p>Diplomatic support</p>
Turkey	<p>Ataturk Dam and Works. Wimpey (in Swiss-led consortium)</p>	<p>Possibly 400</p>	<p>Wimpey have told DSI they will bid 3 months after confirmation of finance. Contract possible during 82.</p>	<p>Spain may be seeking other sources of finance. Wimpey cannot move until finance package agreed.</p>		<p>Negotiated contract.</p>	<p>OPF. ECGD currently not on cover.</p>

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
				<u>INDIAN SUB-CONTINENT</u>			
Bangladesh	Methanol Plant, Chittagong Davy McKee	75	Contract award March/April 82	Davy pursuing negotiated contract but possible competition from Japanese. Problems of equity and ECOD cover outstanding.		Japan	Problems over ECOD cover
India	Telecommunications project GEC	180+	Closing date for bids 3.82	GEC to bid	PM and DCL Minister have been involved	Japan, France, Germany, Sweden	OPF under consideration Science & Technology Act assistance considered
	Coal-Fired Power Station NEI, GEC, Babcock, BCI	175	Letter of intent by 6 February 1982	Evaluation of competing national offers under way. Informal indication favourable. Working to decision within consensus deadline	Prime Minister and other senior Ministers have been involved. MOU planned during Mrs Gandhi's March visit to UK	Various including Japan, France, Germany	ECOD offer - Buyer Credit. ATP, OPF. Local costs partly under bilateral aid
	Upgrading of Coal Industry IHC, BCI, AMSEC	Various contracts part of continuing programme	Next meeting Joint Steering Group probably end January 82	Joint Steering Group considering Anglo-Indian collaboration on various aspects		France	Coal Sector Grant of £10 m for mutually agreed projects: ECOD; PPS
	3 Bulk Carriers for Shipping Corporation of India British Shipbuilders (Own Winter); Harland and Wolff Ltd	56	Early 82	Bid submitted	SOS(T) with Indian High Commission meeting 7.81	S. Korea, Spain, Japan, Eastern Europe	Under consideration by ECOD
	4 35,000 Tonne DWT Bulk Carriers Harland & Wolff Ltd	60	Unknown	Negotiations proceeding	None so far	Possible Japanese	
	4 62,000 Tonne DWT Bulk Carriers Harland & Wolff Ltd	100	Unknown	Negotiations proceeding	None so far	Possible Japanese	
	Maruti Car Project British Leyland Tegernoll Engineering Ltd	50+	January 1982	Ingersoll to bid for consultant engineering services; BL for car production			
Pakistan	Asencia/Urea Phosphate Fertilizer Plant Buphreys and Glasgow	Total value \$25 (UK content likely to be over 50)	Early Stage	Buphreys and Glasgow have pre-qualified		USA	Present Section 21. Cover likely to be insufficient for this plant.

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COUNTRY	PROJECT/UK INVOLVEMENT	UK COMPANY EN	CONTRACT DATE	STAGE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
				<u>AFRICA</u>			
Algeria	Dry Dock, Mers El Kabir Costain and V S Atkins	86	Early 82	Tenders under evaluation However project is likely to be redefined by Algerians	None so far - involvement may be justified soon	(i) Japan (ii) Spanish/Belgian Consortium	AIP rejected by ODA
	Housing and New Town Planning: 20,000 housing units Cementation; Wimpey; Douglas; McAlpine	500-600	Aim to finalise contracts in time to allow construction to start 1st half 1982	Government to Government agreement negotiated. Contract negotiations begun	MPT visited Algiers 5-11 October 1981 to sign. Memorandum of understanding (MOU)	Worldwide	ECU - backed loan. OPF applied for. Increased market limit agreed by ECU.
	30 Vocational Training Centres Crown Agents/Pouling Construction Ltd	80	Initial bids 31.7.81 Final bids first half 1982	Negotiation of annex to MOU referred to in entry immediately above under way.	Signature to annex by MPT expected early 82	Not known	ECU - backed Midland Bank International Loan
	Jijel Engineering and Project Management Consultancy. V S Atkins	50	Contract award End 1982	Atkins submitted bid in September 1981	Included in MPT's brief for visit in September 1981	Unknown	OPF applied for.
	Jijel steelworks 1. Bloom & Hillat Mill Invy Lenoxy	96	Uncertain	Tarakey offer made and bids under consideration.	Included in briefing for Lord Carrington's visit 5.81	Japan, France, West Germany, Italy	ECU willing to consider buyer credit
	11 Bulk handling installation Babcock Noxey	77	Uncertain	Babcock not short listed but smaller contract for equipment possible.		West Germany, France, Holland	ECU willing to consider buyer credit.
Botswana	Morupula Coal-fired Station 3 x 30 MW + Transmission NEI Foster Wheeler Costain	50	Contract Award 1982	NEI, Foster Wheeler and Costain have prequalified		Not known	
Gabon	Railway from Soona to Franceville Taylor Woodrow, Wimpey	70	1982	DOT currently helping Taylor Woodrow and Wimpey negotiate a project package for development of part of railway and associated roads.	Following visit to Gabon in 1980, Minister for Trade in close touch with attempt to secure part of hitherto French project	Various mainly French	OPF £50,000 offered - additional amount under consideration. ECU letter of intent issued.
Libya	Broadcasting Stations Network. Marconi Communications Systems Ltd	235	mid 1982	Marconi are preparing to bid		France, USA, Switzerland, Japan	OPF Marconi preparing PPEG/SNT code ECU insurance indicated
	Misrata Steelworks consultancy. SQC (OE) Ltd Ingersoll; PA Consultants	100-150	Contract award early 1982	Bid submitted in April 1981 BGC having problems with advance down-payment bond. Ingersoll bidding for part of contract, PA interested	Included in brief for Minister of State for Industry's lunch for Libyan Secretary of Heavy Industries in October	Italy	Problem with ECU cover for downpayment bond.

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE OFFER
				<u>AFRICA</u>			
Morocco	Sulphuric Acid Plants Six Chem Ltd	20 25	Contract award March 82	Six Chcs have submitted their bid		Japan, France, Germany	OPF ECGD considering buyer Credit support and ODA loan under consideration ACP approved
Nigeria	Management Services Contract for 4th National Development Plan. Plateau State, Nigeria Balfour Beatty Engineering Ltd, International Hospitals Sub-Group (main contractors) Standard Gauge Project (A large rolling programme over 10 years to modernise total railway system)	96 UK figuring only as sub- contractors in first stages. Further stages valued at several hundred million		Balfour Beatty's contract agreed in principle Timing uncertain but first stages soon to be let. Riveter Shellbear and Morgan Grenfell working on finance package	Chairmen of 8 leading UK firms with commercial interests in Nigeria accompanied Foreign Secretary during visit 2.84 MET led Nigerian Trade Mission in Autumn 81 which included SR (Ironmark)		ECGD line of credit turned
	Open University of Nigeria Possible UK Consortium of De- Brent, Jayco, British Council BNC Pent Marwick and Open University, UK	500 (est)	Feasibility study commenced 10.81. May lead to Manage- ment/Design con- tracts in 82. Main contracts to follow	De Brent and Pent Marwick leading feasibility study with contribu- tions from other possible consortium members. UK's lead in distance learning techniques puts it in a strong position for subsequent contracts.	May be required later.	USA, France	OPF feasibility assistance under consideration Initial OPF assistance offered
	National Assembly Building at Abuja. Taylor Woodrow International	80-115	Jan-March 82	Went to partial rebid to reduce costs. Taylor Woodrow and Huggan only in running. British High Commission have suggested ECGD should confirm offer to match any competitor	Prime Minister sent letter to President Shagari of Nigeria which was handed over by Minister for Housing (DOE) who also supported project during recent visit.	France	OPF assistance provided for Taylor Woodrow. £3000 line of credit offered.
	Aluminium Smelter W S Atkins	400-500	Uncertain	Feasibility study likely to be completed by Atkins end 1981. Main contract will depend on study results but could be opportunity for UK firms eg British Smelter Constructions			

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT EM	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE DEBT
				<u>AFRICA</u>			
Nigeria (cont'd)	2 x 500 bed hospitals in Anambra State Consentation International, Paul Frischman, Widnell & Trollop, Jackson Price Agencies and Morgan Grenfell	50	June 1982	Closing date for bids is May 1982		France	OFF assistance under consideration
	Development of up to 9 regional airports UK Airports Group (inc GEC, Sir Alfred McKinnon, Gossor, Ferranti, British Airports Int, Lazard)	Up to 125	Turnkey contracts - may be let early 1982	UK Airports Group submitted roughly costed proposals 11/81. Now being considered by Nigerian Minister for Aviation	Minister for Trade referred to impending proposal from UK during visit 11/81	France, Germany	OFF offered in principle. WGS considering support for 80% of UK content.
	Oji River coal-fired station and transmission project NEL/Containe/NEL/BNCL	75	Tenders yet to be issued	BNCL hope to win study contract of coal production, after which UK hope to re-propose power station package	MPT supported on recent visit.	Not known	ECGD cover agreed in principle. OFF under consideration
	Water Supply Scheme Contain	75		In negotiation	MPT briefed on recent visit.	Not known	
	Petrochemical Complex Issuu	75		Lesson confident of award in near future.	MPT briefed on recent visit.	Not known	
	Water Scheme Supply in Kad State Eaker Biddleley	60		Bid submitted	None	Not known	
	Hotel Office Block and Market Aprofim	80		Bid submitted	None	France, Switzerland	
	Water Supply Scheme Aowaplan	55			None	Not known	
	Petro-Chemical Complex Foster Wheeler and others	Around 5,000	Uncertain	Foster Wheeler have recently won a \$125m management contract for this project. Negotiations for substantial follow on work on proceeding		Several multi-national teams likely for implementation	
South Africa	Power Station D GEC MKI	200	Bid 82	GEI hoping to win contract on basis of station 'C' bid		FRG, Japan, France, USA, Switzerland	Possibility of switching Station C terms to Station D.
	MATIMDA POWER STATION C (Dry cooling equipment) GKN - BIRNWOOD	50	June 1982	Tender evaluation under way	None	Germany, France and Holland	ECGD indication given.

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/DTT
South Africa	Expansion of pulp and paper making capacity of SAPPY Ltd Beloit Walmsley Davy McKee and various others	55	About to be placed	<u>AFRICA</u> ECGD line of credit facility signed with Barclays 19.11.81		CFR, Japan	ECGD guarantee given 19.11.81
Zimbabwe	Wankie II Power Station Babcock Power (Boilers) Hill Parsons (Turbines)	Up to 78	January 82	Tender submitted October 1980 but contract award deferred pending results of a study of Zimbabwe power requirements. Decision has been made to proceed with Wankie II but on a reduced scale (2 units instead of 4) Discussion proceeding with Zimbabwe authorities on optimum use of ATP funds	Trade Ministers involved during visit of Deputy Minister for Industry & Energy to UK	Stein (France) boilers Ansaldo (Italy) turbines Both with probable aid support	ECGD approached - indication given ATP of up to £9.5m agreed
	Salisbury/Gwelo Main Line Railway Electrification Stage II	70	Contract expected to be let in late 1982	UK group hope to negotiate contract	Foreign Secretary will be briefed to press UK case during visit 82		ATP request anticipated ECGD informally approached - no indication yet given
	SEC, Bunker Siddley, Holfour Beatty Kariba South Power Station	65	Early 1982	UK Consortium hoped to put in a pre-emptive bid at the old interest rate but this has been refused.		France, Italy, Canada	ECGD indication not yet given; subject to comments from Post. Assuming no problem cover should be available under Section 2.

CONFIDENTIAL

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE/LOAN
Argentina	Kilroot Power Station Northern Ireland Electricity Service	100	Early 1982	<u>LATIN AMERICA</u> Bid submitted by BWA to Argentine Minister of Public Works 9.81	-	USER	Rural ECOD facilities
Brazil	Steel tube mill, Catarina Davy McKee	300	Presumably beginning of 1982	Davy recently submitted revised bid		Spain, Italy, France, Germany	ECOD application received OFF
	Cool gasification study, Babcock Woodall-Duckham	120 possible follow-on business		Several possible plants. Scheme linked with Brazil/UK Coal Agreement			OFF Offer made on Santa Cruz/Prospera. ATP Offer made on Santa Cruz.
	Power station, Santa Cruz, Prospera Coal Mine Klockner/BEI/LMI	62	April 1982	Project now included under UK/ Brazilian MOU. Contracts in process of being negotiated.	MOU signed between BOS(T) and Brazilian Planning Minister on 26.10.81.		ECOD cover received until MOU expires on 30.4.82.
	Ships for Sunoco (4 x 20 RCS & 2 containers) British Shipbuilders.	110	Early 82	Contracts in process of being negotiated.	Under MOU signed between BOS(T) & Brazilian Planning Minister on 26.10.81.		Parallel Euro-dollar loan arranged by LBI & consortium of UK Banks.
	Cerradon Irrigation Scheme Consortium led by Wright Jain	45-500	Early 82	Initial proposal to be submitted end 81/early 82.	-	UK, Japan, France	Discussions with ECOD & FEP
Colombia	Medellin Mass Transit, Metro Caswell; Hawker Siddeley; GEI	70	Tenders now expected in 1982 after consider- able delays.	Met Cas are recognized as sole wholly UK bid for FMB support purposes. JEC and HS are submitting alternative part bids with foreign suppliers.			OFF offered to Metro Caswell 8.80.
	Open Cast Coal Mine (Cerrejon) BP Coal	200	-	US Contractor Morrison Knudsen, have design and procurement contract. BP Coal may co-ordinate UK package. MORRISON KNUDSEN are considering this proposal.	-	Sweden, Japan, France, USA, Italy	200m line of credit agreed by ECOD
Ecuador	Quito and Guayaquil Airports. Costains	200	Tender list due to be announced shortly. Implementation timing highly uncertain	20 foreign and 7 local firms have presented pre-qualification offers. Costains only UK contender for main contract.		Includes Japan, Brazil, Spain, Belgium, Canada, USA, France and Israel	Certificate of support for Costain issued by DOT and DOE.
	Oil Refinery Atahualpa, G Wiggey, ME and C limited	103		Wiggey have pre-qualified. Invitation to bid likely 1.2.82. Doubts whether project will proceed.		Italy, Japan, USA	

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT EM	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE
				<u>LATIN AMERICA</u>			
Mexico	Complete plant to produce 70,000t/yr of synthetic protein from Methanol. 1 John Brown Constructors and Engineers 2 Davy McKee (Minerals and Metals Grindley Brants Ltd) Masterrey Mass Troncit Baker Siddley	40-50 60	Closing dates for bids Jan/feb 82 Possibly 1985	Early stages HE giving presentation to Mexicans January 1982		France France, Canada, Italy and Japan	Initial approach to EOGD. ATP application from John Brown. GPF offered for feasibility study
Paraguay	Rehabilitation of sewage and water treatment systems of Casco Viejo Bivater Group Ltd	70		Letter of intent expected in January 1982.			
Paraguay	Modernisation/expansion of three airports. Euro-Landoll Sir Frederick Snow/CAA Aluminium Smelter Methanol Plant British Smelter Construction Ltd (BSCL) Electrification of suburban railway and/or construction of new lines to Argentina and/or Brazil GEC and others	58 250 150	Uncertain 2 years Early 1982	Firm proposals submitted by Euro-Landoll on 9.12.81. Now being evaluated by client. Formed joint venture with Paraguayan interests to prepare detailed feasibility study. They hope for Presidential decree within 6 months giving rights to banknote and power. Paraguayans studying options. Negotiated contract a possibility.	- - NPT has discussed with Paraguayan Ambassador	Primarily Brazil but Italy, Japan, Holland, France thought to be interested. USA (Raynolds) Japan Japan	GPF offer of \$55,997 made to Euro-Landoll. EOGD cover. GPF support for feasibility study under consideration.
Peru	Development of four sugar estates and associated refineries, Selva. Tate & Lyle Integrated pulp and paper mill at Tazamayo. Frasers and Whitmore Lydden Ltd.	35 Prospect of further 70 65	Feasibility study to be started by 78% once contract is signed by Peruvians, and completed end 1981. Implementation during 1982. Early 82	UK to finance US\$2000 00 of the \$500,000 feasibility study (100%, \$500,000 TEL \$200,000). This should lead to T&L winning the project management. Both EOGD and IGF need local financial guarantees before export credit and assistance on pre-contractual expenses can be offered. These likely to be forthcoming.	NPT negotiated with Prime Minister Hines the terms of UK assistance during his visit to Lima 7.81. NPT wrote 11.81 nominating Tate & Lyle as the company to undertake the feasibility study. None so far	 West Germany, Italy, Japan	GPF feasibility facility assistance. Financial guarantee from Banco de la Nacion being sought to qualify for EOGD Export Credit and IGF/DEF assistance on pre-contractual expenses.

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT EM	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Peru (cont'd)	Los Olmos hydro-electricity and irrigation scheme in Southern Peru Tarmac Int.	76	Timescale under discussion	Tarmac have signed heads of agreement with Skanska (Sweden) and Odebrecht (Brazil) for Joint Venture for Civil Engineering. Tarmac have proposed to Brazilians that they do joint venture work in parallel, USSR taking the mechanical and engineering element. Negotiations opened 12.81.	Tarmac accompanied Mr Parkinson on his recent visit to Peru when project was discussed with Ministers.	Negotiated contract is hoped for.	Probably credit from Sweden, UK, Brazil and USSR.
	Railway equipment package/modernisation of Peruvian railways. (Various UK firms led by Hawker Siddeley)	(equipment package) 30	Tied to UK offer of feasibility study for long term modernisation of Peruvian railway.	Efforts to obtain necessary AIP input continue	MP mentioned offer of feasibility study to Peruvians during visit in Summer 81.		OFF support towards feasibility study.
	1,500 buses and service centre Ministry of Transport/Leyland Vehicles Ltd	70	This purchase to be postponed and the bidding restarted	UK chances doubtful	-	EEC countries Argentina, Brazil, Yugoslavia, USSR, Japan.	ECGD cover indicated on a first come - first served basis.
	Water supply and hydro projects Mastaro/Sheque	100 approx	Mid to late 82	Very early stages. A visit from Peru expected in first quarter 82.	-	Complementary rather than competitive bids expected.	
Trinidad and Tobago	Methanol Plant Davy McKee	65	Uncertain	Davy are pursuing a negotiated contract and are in good position. Yogo (Japan) who built previous plant have recently shown interest.		Japan	OFF
	Port of Spain Sewage Riveter Shellbear. BSC (Pipe suppliers)	90	Contact award expected in early 82	Company believes that their bid has been approved in the Trinidad Cabinet.	None	Contract to be negotiated with the Government of Trinidad	ECGD and OFF
Venezuela	Sauxite Mine including Cable belt System. 1 Cable Belt Ltd 2 Taylor Woodrow	75-85	Bids required 2nd quarter 1982 contract award end 1982.		-	France, USA	
	Nuclear Power for Orinoco Oil Belt. OBE	Not known but likely to be substantial		OBE put proposals to Venezuelans in early 1981. An inward visit planned for October 1981 was cancelled by the Venezuelans.	-	-	
	2/4x250mw Boilers for Venezuelan Power Station HARGREAVE POND LTD Copezulla Iron and Steel Plant	65	January 82	Client evaluating tenders.	-	Italy, Japan, USA	OFF ECGD
	Davy McKee	250-300Y	Uncertain	Project delayed since 1979. Davy-led consortium been kept together. Signs that project may revive shortly, but on a reduced scale.	Included in briefing for Ministers in past years.	W Germany, France	OFF provided for Davy.

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE OFFER
Venezuela (Cont'd)	Seamless Tube Mill Road Wroughton Caroni River Bridge } Orinoco River Bridge } Rail link between Bridges } Cleveland Bridge Redpath Dorman Long G Wiepaz Isings	55 155-175	Award expected Late 1982 Award expected end 1982	<u>LATIN AMERICA</u> Davy prequalified in 1979 when project postponed. Doubts whether now prequalification necessary. Firms invited to prequalify early 1982	 None so far	Italy, France, W Germany Japan, Germany	OPF under consideration

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT TYPE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
				<u>NORTH AMERICA</u>			
USA	Alaskan Gas Pipeline (7 Gas Compressor Stations & conditioning plant) Morgan Glenfell, William Press Group	1,000	Uncertain	We Press confident of receiving a letter inviting them to submit a proposal	-	Local	ECOE finance under consideration
	4 Container Ships Harland & Wolff Ltd	130	Unknown	Negotiations being considered	None so far	Possible Japanese	

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTRACT \$M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE DIT
				<u>EUROPE</u>			
Austria	Defence Communication System Flansey	85	Award delayed due to Defence Budget revision		Not at present	ITT (USA) Thompson-CSF (France)	OFF
Bulgaria	Antibiotics Plant, Rasgrad John Brown Engineers and Constructors Ltd	100	Contract award early 82	Negotiations continuing	None	Italy	OFF agreed ECGD support agreed
GER	Automotive project (9 related contracts), GKN	296 (value of 7 remaining contracts)	1982-83	First contract awarded to GKN, 1980 worth £87m. Second contract awarded to Japanese in May 1981 worth £65m. Third contract, worth £17m, expected to be awarded in March 1982		West Germany, France, Japan	OFF supported ECGD cover
Greece	New Athens Airport BAI	11 for consultancy; possible 90 for follow-on work	Phase I due for completion in 1990	BAI awarded consultancy contract 1980 - should give UK inside track for follow-on contracts. BAI currently working on feasibility study and will shortly submit paper on training requirements. Progress slow however following changes in client's organization. (Athens Airport & SA)	Supported by Prime Minister and SOG(T), Foreign Secretary talks with Minister for Coordination	USA, France, West Germany, Italy	OFF - £14,492
	Lead/Zinc/Sulphuric Acid Project 1 Davy McKee 2 Sin Chen 3 Sirycon	62	Uncertain	Davy have submitted bid for all elements; Sirycon and Sin Chen separate bids for acid plant only. Greek Government currently reviewing major projects. Thought likely project will go ahead	SOG(T) raised at recent meeting with Greek Industry Minister		
	Petrochemical Complex Reactor 1) Sirches/ICI-LOVE Plant 2) CIB-HEPK Plant 3) Foster Wheeler-Offsites & Utilities	£124m	Originally awarded February 1981	New Pano Government re-examining location. No firm decision taken to proceed	SOG(D) raised earlier with Greek Prime Minister in December 81		
Hungary	GIS Compressor Stations for Hungarian section of the West Siberian Pipeline Cooper Bolls Ltd	69	March-June 1980	Initial tender submitted; being looked at more as a feasibility study. Cooper Bolls prepared for an extensive rebid	None	FRG, France, Italy, Japan, Netherlands, USA	OFF assistance under consideration

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT DATE	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Portugal	New Lisbon Airport	Unknown but substantial		<u>RUNOFF</u> Initial study report by ES consultants due end 1981. Further consultancy will follow	Pressure on CMA not to join Parsons (20) bid for study	-	-
	Digital Exchange Project - System X Plenary/STC	50+		Several systems (including system) have been recommended by CCT to Ministers as technically suitable. Award of contract will be made on attractiveness of politico-economic package offered. No invitation to tender has been issued		Switzerland, West Germany, France Japan USA/Canada	Diplomatic support ECGD approached
USSR	Mixed Acids Plant	101 (Davy) 15 (Sis Chem)	Award likely 1982	Technical discussions with Davy continuing Sis Chem have submitted bid	Mentioned by MFI at British Soviet Joint Commission 5.81	France, West Germany, Japan, USA	GEF assistance offered to Davy, ECGD buyer credit approved on Comencor terms. Davy considering supplier credit to provide lower interest rate.
	Davy McKee/DF (for Furan Acid Plant only Sis Chem)						
	Industrial Rubber Belting Plant Babcock Woodhall Dockham	55	Uncertain	A preliminary proposal has been submitted. Expected that Russians will request more detailed bids if they decide to proceed with project		Germany	
	Methanol Plant Davy McKee	95	Uncertain	Negotiations in progress		Japan, GFR and France	Under consideration by ECGD

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From the Secretary of State

William Rickett Esq
Private Secretary
10 Downing Street
London, SW1

12th January 1982

Dear Willie, *MR*

Thank you for your letter of 6 January. I will pass on the Prime Minister's best wishes to those involved in the re-organisation of our export promotion work.

On the point the Prime Minister raised about savings, we will indeed make it clear that the re-organisation will enable us to meet the announced targets for cash and manpower savings while preserving the main thrust of assistance to exporters.

Yours Ever,

Jonathan Rees

J N REES
Private Secretary



10 DOWNING STREET

From the Private Secretary

6 January 1982

The Prime Minister has seen your letter to me of 23 December. She is grateful to your Secretary of State for letting her know that the re-organisation of the trade promotion work in his Department has been completed and is to be announced to Parliament later this month. The Prime Minister thinks that the news to be published is good and has asked me to send the Secretary of State, and the staff of the Department and the British Overseas Trade Board, her best wishes for the success of the new arrangements.

The Prime Minister recollects that when an earlier statement was made, in April 1980, it referred to significant savings in expenditure and staff from the main part of the original "Rayner project" carried out in 1979. She suggests that the answer to be given this month, and the attendant press publicity, would be all the more persuasive and impressive if they included a reasonably detailed account of the achieved and intended savings in posts and expenditure. I understand that these are in the region of 100 posts and an expected £9 million in 1985-86.

I am copying this letter to the Private Secretaries to members of EX Committee, to David Wright (Cabinet Office) and Elizabeth Thoms (Sir Derek Rayner's Office).

W.F.S. BIRNETT

J.N. Rees, Esq.,
Department of Trade.

Mr RICKETT

Prime Minister 1

At A is a report from Mr Biffen's office on the reorganisation of trade promotion work in the Department of Trade.

Content that I should reply as in Mr Priestley's draft at B?

WR
5/1/82

An excellent situation - properly done it through - no
TRADE PROMOTION WORK

yes.

We spoke last week about Mr Rees's letter to you of 23 December. We have also received from DOT an up-dating report on progress with the original exercise (para. 3 below). As promised, I attach a draft reply.

2. The background is briefly as follows.

3. The letter originates from a "Rayner project" carried out in 1979 by Dr J Spencer: in announcing changes to Parliament on 30 April 1980, Mr Nott, the then Secretary of State, spoke of a report on DOT's services to exporters "prepared under the guidance of Sir Derek Rayner". Dr Spencer estimated that savings would be about £10m pa, mostly from increased charges, and that staff savings would be somewhere between 75 and 110 posts.

4. Mr Nott's Answer identified two sources of change:

(1) Changes made on the advice of the British Overseas Trade Board after consultation with industry, eg in the level of subsidy to firms exhibiting in overseas trade fairs, in the number of outward missions and in the administration of the Export Intelligence Service.

(2) The organisation of the export promotion work of the DOT, to which Mr Nott said that he was giving further consideration. (The location cost of the re-organisation is £0.25m, once-for-all.)

5. Mr Rees's letter is about organisation alone and says little about the "significant savings in expenditure and staff" which Mr Nott's Answer indicated would be made as a result of the changes outlined in 4(1) above. In the press notice from BOTB which accompanied Mr Nott's Answer, savings were described

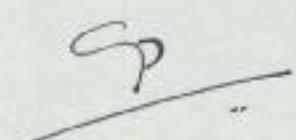
as follows:

- (1) BOTB manpower to be reduced by 100 posts over the two years 1980-81 and 1981-82. In fact, 103 posts have been retrenched at an annual saving of £0.8m.

- (2) Direct expenditure reduced by c. £1.8m in 1980-81; £4m in 1981-82; £4.9m in 1982-83; and £5.8m in 1983-84. (BOTB estimated that in 1981-82 it would recover from charges about 18% of the total cost of services for which charges were made and 6.6% of the total cost of export promotion services at home and overseas.)

In fact, savings in annual expenditure will amount to £9m in 1985-86 despite a decision not to make a 100% recovery of full costs from long-standing participants in joint ventures at international trade fairs (a saving foregone of up to £4m).

6. As action on the 1979 project now appears to be complete, it seems sensible for the proposed Answer to say so and to give a complete picture.


C PRIESTLEY
4 December 1982

Enc: Draft letter to Mr Rees

J N Rees Esq
Private Secretary to the
Secretary for Trade

TRADE PROMOTION WORK

The Prime Minister has seen your letter to me of 23 December. She is grateful to your Secretary of State for letting her know that the re-organisation of the trade promotion work in his Department has been completed and is to be announced to Parliament later this month. The Prime Minister thinks that the news to be published is good and has asked me to send the Secretary of State, and the staff of the Department and the British Overseas Trade Board, her best wishes for the success of the new arrangements.

The Prime Minister recollects that when an earlier statement was made, in April 1980, it referred to significant savings in expenditure and staff from the main part of the original "Rayner project" carried out in 1979. She suggests that the Answer to be given this month, and the attendant press publicity, would be all the more persuasive and impressive if they included a reasonably detailed account of the achieved and intended savings in posts and expenditure. I understand that these are in the region of 100 posts and an expected £9m in 1985-86.

I am copying this to the Private Secretaries of E Committee, David Wright (Cabinet Office) and ^{Eileen} ~~Liz~~ Thoms (Sir Derek Rayner's Office).

W F S RICKETT



From the Secretary of State

William Rickett Esq
Private Secretary
10 Downing Street
London, SW1

23rd December 1981

Dear Willie,

My Secretary of State thought that the Prime Minister would be interested in a report on the major re-organisation of the trade promotion work within this Department which is to be announced on 18 January. This has been progressively carried out over the last 18 months and the whole new structure will be in place by mid-January. The occasion will be marked by a written answer to an arranged PQ and appropriate press publicity.

The initial impetus for this re-organisation came from within the Department but was helped by the Rayner study of services to exporters. This drew attention to a number of features in the then organisation which could give rise to duplication and an excessive gap between policy making, execution and feed-back on export promotion. Mr Nott (then Secretary of State for Trade), in announcing to Parliament his conclusions on this Rayner report in April 1980, said that he was giving further consideration to these issues.

The export promotion work of the Department of Trade is carried out under the general guidance of the British Overseas Trade Board. The views of the 150 businessmen who give their time to the British Overseas Trade Board and its various supporting geographical groups (eg the Committee on Middle East Trade) have been fully taken into account in formulating the underlying principles for the re-organisation and in translating these into the new structure. The role of the British Overseas Trade Board itself remains unaltered but the new arrangements provide for more effective linkage between it and the Department.



From the Secretary of State

The guiding principles underlying the re-organisation have been:-

- (a) To deal with the problems identified in the Rayner study.
- (b) To provide a stronger market orientation to the export services, thus improving the linkages with the commercial staff in Embassies and High Commissions overseas.
- (c) To provide a limited number of functional units providing specialised services (eg the Export Intelligence Service, the organisation of British participation in overseas trade fairs and the co-ordination of Government support for overseas capital projects).
- (d) To provide for the smaller and less experienced exporter a series of regional offices throughout the United Kingdom which can give direct help and assist access to the various branches and facilities available within the Department of Trade.
- (e) To bring together in one building the bulk of the headquarters trade promotion staff of the Department.

In translating these principles into the new structure we have borne in mind the need for the Government's export promotion activities to be concentrated on those things which the Government itself is uniquely able to provide. In essence this means the provision to exporters of the wide range of advice and information which the Government alone can provide because of the presence of commercial staff overseas with access to information of commercial value and to people whose influence can benefit our exporters. In addition, there is a limited number of specific services to exporters, where either the scale of activity or the skills required make it desirable to provide a Government involvement. Both of these factors were highlighted in the Rayner study.

The first step in the re-organisation was to bring together under one Deputy Secretary (who also acts as the Chief Executive of the British Overseas Trade Board) all divisions responsible for our bilateral commercial relations with other countries and for providing services and advice to exporters. The number of divisions was also reduced from six to five. This has enabled two open structure posts to be saved.

The second step was the creation last year (as one of the five divisions) of the Projects and Export Policy Division charged with the task of integrating the full range of Government services in support of industry's pursuit of capital projects overseas.



From the Secretary of State

There then followed the first of the new style market branches handling all information for exporters about a specific geographical area and providing the focal point both for Posts overseas and exporters at home pursuing business in that area. This was the Exports to Europe Branch which is currently carrying out a major campaign throughout the country to stimulate increased awareness of export opportunities in Western Europe. In the autumn of this year we set up a Regional Office to serve exporters in the South East and Eastern regions, thus completing the full coverage of regional offices. The final step to be completed by mid-January is the creation of the remaining market branches and the move of the bulk of the headquarters staff to Number 1 Victoria Street, the headquarters of the Department of Trade, thus making it possible to surrender expensive office accommodation in the City.

This new structure should provide a more efficient service for assisting our country's exporters. The re-brigading of the various services and functions into an integrated group of five Overseas Trade Divisions under one Deputy Secretary should also mean that this Department's contribution to the overall Civil Service manpower reductions required by March 1984 can be made with minimum in-roads into the real help we provide to exporters.

I am sending a copy of this letter to the Private Secretaries of members of EX Committee, of Sir Robert Armstrong and of Sir Derek Rayner.

Yours Sincerely,

Jonathan Rees

J N REES
Private Secretary



From the Secretary of State

Michael Alexander Esq
Private Secretary
10 Downing Street
London, SW1

Mr Alexander Esq.
Trade
(4)
Prime Minister

Useful survey.
Plus

mb
22 October 1981

Dear Michael,

My Secretary of State thought that the Prime Minister would welcome a first report on the work of the Official Committee on Exports, EX(O), set up in June this year. At the same time my Secretary of State is providing the Prime Minister with the first of the quarterly reports on major civil overseas sales prospects which she requested.

EX(O)'s job is to co-ordinate the commercial aspects of Prime Ministerial and other senior Ministerial visits abroad. To do this with economy and efficiency the Committee decided:-

- (a) to confine itself to overseas visits by Cabinet Ministers only;
- (b) to identify well in advance those visits with a significant commercial potential and then to set the main commercial objectives and pick out any obstacles to be overcome in advance of the visits;
- (c) to appoint a Department of Trade-led task force to prepare the commercial tactics and brief for the visit - and to ensure that any obstacles are overcome in time;
- (d) to consider all commercial briefs for visits by the Prime Minister before they are finally submitted by the Department of Trade.

In shaping commercial preparations for the six visits covered so far, EX(O) has focused Ministerial support where it could have a real influence on securing commercial benefits for United Kingdom firms. In particular problems on the financial front have been resolved before the visit. For example, before the Prime Minister's visits to Bahrain/Kuwait and to Pakistan, export credit cover for these countries was reviewed, and an increase for Pakistan agreed.



From the Secretary of State

The quarterly reports on major civil overseas sales prospects has been compiled under OX(O)'s direction in consultation with other Departments. It highlights those with a potential United Kingdom content of £50m or more and which may need support action by Ministers.

There have been three recent major United Kingdom successes - the Indian coastal steel plant (United Kingdom content £550m+), the Anzcan cable (United Kingdom content £170m) and the Mexican Sicartsa plate steel mill (United Kingdom content £190m). But, at this stage, the list is bound to be wide, and a more precise view of prospects can only become clear as events develop. Some have special importance, among which are:-

- (a) Guangdong Nuclear Power Station: a potential United Kingdom content of up to £500m, but depends upon Chinese decisions in a period of economic re-appraisal, and on their choice of contractor for the nuclear element: we are keeping the options open to take the best advantage of the importance of Hong Kong to the project's viability.
- (b) Egypt, Cairo Wastewater Project: a Memorandum of Understanding was signed earlier this year, and there is a considerable United Kingdom potential for follow-on orders (depending on the latest political developments).
- (c) Hong Kong, Chek Lap Kok Airport: potential United Kingdom return of £300m-£500m, and an important "shop-window" project. The initial consultancy has regrettably been won by a United States-led group, but a United Kingdom consortium is being formed for the main contracts.
- (d) India, Coal-fired Power Station: depends on the Indian government's readiness to consider a negotiated contract, in which the aid component could be crucial as the Indian authorities have aid-supported proposals from the Russians, Italians and others. The provision of support from the CEGB is also an important factor, and the United Kingdom manufacturers have combined into a single group to bid for the project.



From the Secretary of State

- (e) Indonesia: is a growing economy, and a market where the United Kingdom has to date achieved few major contracts. A number of projects are currently being pursued, including a cold rolling mill for Krakatau Steel; the Mrica-Maung hydro-electric projects; and the Gresik fertiliser project. All, however, are facing aggressive competition.
- (f) Iraq: two railway projects are particularly noteworthy:-
- Baghdad Metro: a consortium of United Kingdom consultants have been awarded the initial design work (alone worth £34m) and United Kingdom contractors are being encouraged to organise themselves effectively to exploit the large potential business (some £100m).
- Main Line Railway Development: this project has a potential value of £1 billion, and United Kingdom companies are working out the formation of a joint effort.
- (g) Kuwait, Olefins/aromatic plant: a £1 billion project, but confronting strong competition. //
- (h) Qatar, Development of North Gas Field: this, the largest potential gas development in the world, is fraught with problems, but BP and Shell are aiming to gain participation shares. With the consultant/management function almost sure to go to one of the major United States contractors, it will be difficult for United Kingdom firms to gain major shares, but industry is being encouraged to focus its effort.
- (i) System X: the world potential for sales of digital telecommunications is vast. But, by virtue of being several years behind the competition in market availability, special measures are likely to be needed to secure a market presence. //

Beyond these, the projects listed are being pursued by United Kingdom companies, and Government support action is being considered as identified in the report. Special features will be submitted to Ministers and full tactical advantage will be taken of Ministerial visits as part of the Government support.



From the Secretary of State

I am copying this letter to the Private Secretaries of Ministers whose Departments are members of EX(O) or regular participants and to Wright (Cabinet Office).

Yours sincerely,

A handwritten signature in cursive script, appearing to read 'J. Rhodes'.

JOHN RHODES —
Private Secretary

MAJOR CIVIL OVERSEAS SALES PROSPECTS

MIDDLE EAST

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT EM	CONTRACT	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Bahrain	Ammonia/Methanol Plant. Davy McSee; Humphreys and Glasgow	35-70 (EST)	Closing date for bids 10.81	Humphreys and Glasgow are working with Bourbey of France (UK content £35m-£40m), UK content of Davy bid likely to be £35m-£70m	Diplomatic support requested by Davy via MPs	Japan, Italy, Germany	OPF application from Davy under consideration
	Aluminium Rolling Mill. W S Atkins (consultancy) Loewy-Wrightson (turnkey)	50	Bids for turnkey not expected before end 1981				Preliminary enquiry to ECID. Normal Bayer Credit
	Arabian Gulf University Shepherd Robson	Unknown but project value £5-400m	Contract to be in progressive stages	Shepherd Robson appointed master planners	Prime Minister briefed to raise during visit 9.81		
Egypt	Alexandria & Cairo National Gas Distribution Network. British Gas Corporation	Follow-on business 70+	1981		Prime Minister and SOS(T) briefed for meetings with Egyptian President and Deputy PM 8.81	Netherlands, France Austria	OPF £300,000 AIV £1m
	Steel Complex El Sadat City. Davy Loewy	50		Davy Loewy hoping to negotiate contract but this depends on provision of aid, so contract may be put to tender		France, Germany, Italy, Japan	OPF) Under ASP) Consideration
	Greater Cairo Sewerage System British Wastewater - a JV including Babcocks, GEC, Midland Bank, Edmond Nuttall and Salfour Beatty.	150	Consultants Taylor/Sinclair are still working on design. No major sub-contracts are expected to be let this year.	The Government to Government MOU covers the provision of £100m.	Mr Parkinson 3.80. SOS(T) discussed this with Egyptian Deputy Premier - Dr Meguid 2.81	No known Foreign Competition	£100 million ECID support linked to £50 million ODA grant (from 1978)
	West Bahariyn Agricultural Development Project. UK Sugar Systems Ltd (comprising British Sugar Corporation, Booker McConnell Ltd, Tate & Lyle Agribusiness, Guinness Peat Overseas, Farmac Overseas, Morgan Grenfell.)	90	Award expected mid 82	Aid at present being sought from EEC for EDF finance.	SOS(T) discussed this with Deputy Premier Dr Meguid 2.81	No known Foreign Competition	ECID cover available only on "first come first serve."
	Poultry Production Project British Livestock Company (Farm Management Ltd)	60	Contact award expected late 1981	Contract decision awaited	None so far	Germany, Holland	Egyptian Government and local private funds. OPF offered
	AIB Development Arab Int. Bank Cementation Ltd.	70	Uncertain.	Tender to be submitted very soon	-	Japan, Korea, USA France	ECID considering

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COUNTRY	PROJECT/UK INVOLVEMENT	UK COMMENT £M	CONTRACT	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE OR
				<u>MIDDLE EAST</u>			
Egypt	World Trade Centre Arab Int. Bank	50	Uncertain	Tender to be submitted soon	-	Japan, Korea, USA France	ECGD considering
Iraq	Baghdad - Abu Ghraib Motorway	66	Contract award expected	Turnkey construction	-	Various France, USA	
	Leing Keir Oligas boilers for Al Madain Power Station. Babcock Power Ltd	82	Contract award early 1982	Babcocks in consortium led by Thyssen (W. Germany)	-	Japan, France, Germany	OPF under consideration
	ATC system. Marconi Radar	70-80	Uncertain	Marconi have submitted proposals - response awaited. GAA have offered to provide training facilities for Iraqi operators.	-	Selenia (Italy) Thomson CSF (France)	OPF support of £100k to Marconi
	Ordnance storage warehouse (200,000sq. ft. structure). International Military Services Ltd. Subcontractors are Dexin Ltd and Cementation Ltd	65	Uncertain	Project postponed due to Iraq/Iran War (Negotiated contract opportunity)	-	-	ECTD cover available
Baghdad Metro. UK consultants, currently led by Freeman Fox and Partners/ W S Atkins, carrying out design work £34m. OGC, Hawker Siddley, Metro Cassell have agreed to bid cooperatively when tenders issued.	£400m potential - on equipment (incl rail cars) - UK content possible on civils not known at this stage	-	Civil construction and hardware contracts expected to be issued in 1982	SOS(7) attending UK/Iraq Joint Commission in Baghdad 10.81	-	OPF support to consultants being provided	
Main line Railway Development. UK consortium led by Costain for civil construction	Total project cost over £1 billion no firm estimate but likely to be substantial	Tenders expected to be issued end 1981	Consortium of firms formed by EECI after action by DOT	-	-	Joint and Several support will probably be requested	
Kuwait	IRAQ/KUWAIT Rail link. UK consultants involved in studies	Not yet known	Uncertain	Political co-ordination will be required between other Gulf States including Saudi Arabia	Prime Minister briefed for visit 9.81	Not Known	-

COUNTRIES	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE COUNTRIES
				<u>MIDDLE EAST</u>			
Kuwait	Olefins/Aromatic Plant Davy McKee, Humphreys and Glasgow, Stone and Webster	Unknown, but total project value could be in region of \$1 billion	Uncertain	No formal decision to proceed but UK contractors mentioned are interested	Prime Minister briefed for visit 9.81.		
Oman	Aluminium, Smelter/Refinery Plant. 1 British Smelter Construction 2 Davy McKee (with Reynolds of USA)	>50	Uncertain	Mr Brauner and Wispey/BSC actively promoting building of Smelter.	Mr Brauner wrote to Prime Minister at the end of April following her visit	Unknown	
	Oman/Qaboon University Gesentation Ltd	80	Late 81	Negotiation of price and credit terms in progress. EOGB have offered five years which Omanis claim is less than PM indicated.	Gesentation appointed by Sultan following PM's support for project during visit	-	EOGB Buyer Credit
	Integrated Defence Communications project. Marconi Communications Systems	95	Study contract date Oct 1981. Main contract Jan 1982			USA	OFF under consideration
Qatar	Development of North Gas Field and Management of proposed LNG Plant. Shell and BP	Likely to be substantial (1,500 - 2,000)		BP becoming more active and developing their interest in this project. A clear statement of Qatari intention is needed to enable UK firms to make their approach more forceful. Nat West, Lazard and Samuel M. have been active on this project.	Prime Minister supported BP's interests during her visit to Qatar last Easter. SOE CE has also visited Qatar. SOE(T) may visit Qatar later in the year.	France, FMI and USA	Preliminary talks with SOE some months ago
	Aluminium Smelter. British Smelter Construction.	Not Known	Uncertain	Mr Brauner/BSC trying to persuade Amir but Qataris not keen.	Mr Brauner wrote to PM in April following her visit.	-	-
Saudi Arabia	Sulphur Handling Plant. G Wispey ME and Co Ltd	60	Contract Award 1981-82	Wispey have prequalified and were to submit a bid by end of Sept 1981. Six Chem also pursuing but have not made much progress yet and may be too late.		USA, Japan	
	Lube Oil Refinery. George Wispey ME and Co Ltd	75	Anticipated tender issue Oct. 1981; contract award Feb 1982	Project at an early stage. Wispey submitted prequalification document in August.	-	-	-
	Air Traffic Control System Marconi	Not Known but could be substantial	-	Marconi have quoted for radar system for Riyadh International Airport. Success could lead to substantial follow-on business. Saudis have allocated £750 m over next 5 years for radar, navigational and communications equipment	-	USA	-

COUNTRY	PROJECT/UK INVOLVEMENT	UK COMMENT £M	CONTRACT	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
				<u>MIDDLE EAST</u>			
Saudi Arabia	Gulf Railway	Several hundred	-	Transark have proposed a study of a Gulf railway linking Iraq via Kuwait and Saudi Arabia with the Gulf States. Such a railway is amongst the plans of the Gulf Cooperation Council.	The Prime Minister briefed to raise during her recent visit to Kuwait and Bahrain	-	-
	Jedda/Mecca railway	Several hundred	-	Transark are preparing a study of a link between Jedda and Mecca for the Saudi Government Railway Organisation in anticipation of subsequent work.	-	-	OFF support for study
	Oil Pollution Control Powell Duffryn	Unknown, but total project value up to £500e	Uncertain	Powell Duffryn presenting proposal to the Saudis by end 1981. Likely in associate with BP, British Hovercraft Corporation and DCI (Warren Spring)	Powell Duffryn seeking maximum HMS involvement in support.	USA	OFF assistance may be sought
United Arab Emirates (Abu Dhabi)	MIRE Plant. Davy McKee	65	Uncertain	Davy are pursuing a negotiated contract. Government decision to proceed with project awaited. No progress expected until late 1981.	-	Japan	-
	Al Ain Airport. Scott, Wilson, Kirkpatrick (SWK)	Not yet known	2 years for construction	SWK masterplan approved. Now working on design stage. First tender for construction to be issued Oct 1981. Numerous enquiries from UK firms for follow-on work.	MOS(I) briefed to raise during visit 9.81	Not known	-

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE GRANT
				<u>ASIA, FAR EAST, AUSTRALIA</u>			
Australia/ New Zealand/ Fiji/Canada	Anzac Submarine Cable. Standard Telephones and Cables.	172	Final award of contract expected 10.81	After evaluation of bids STC recommended as major supplier of cable.	DOI Ministers exerting pressure on British Telecom to confirm participation in projects.	France	Six loan agreements 1 supplier credit with Canada. DOI grant
China	Re-equipment of LHA Class Destroyers British Ship Builders (BS) Nuclear Power Station. GEC	100 500 (est)	Uncertain Possibly 83	Letter of intent signed 9.81 Discussions continuing Chinese considering feasibility study.	Permission given to BS to start contract negotiations Ministers have endorsed a joint Anglo/French approach to the project	Not Known Permutation of France and USA	- EGGD - backed loan likely if UK involvement confirmed
China/Hong Kong	Pumped Storage Project. GEC	55-60	Contract Award 1983	Feasibility study to be completed by 2.82	Has been touched on previous ministerial discussions and with China Light and Power Co Ltd.	Switzerland Japan	GEF (in principle) to carry out feasibility study
Hong Kong	Mass Transit Railway. Supply of rail cars by Metro- Cammell. Electrical equipment by Westinghouse, GEC, Balfour Beatty	120	1981	Negotiated contract offered by client (MTR Authority) to Met Cam	UK interest in this phase raised by all recent Ministerial visitors	Japan	
	Chek Lap Kok Airport	300-500 (est)	Decision on project end 82.	Parsons (US) under-taking planning studies (with CAA involvement). Approaches by UK civil engineering contractors and electronic equipment companies, led by GEC, expected.	Minister for Housing registered UK interest during visit 5.81. SOS(I) raised during visit 9.81		
	Lantau Bridge Engineering Consultants of Hong Kong led by Mott, Hay & Anderson	500	Tenders due mid 82	Planning studies in progress on link by either bridge or causeway between Lantau Island and Mainland. Completion of studies late 81	-	-	-
Indonesia	Cold Rolling Mill for Krakatau Steel. Davy Loewy	130	Uncertain	Envisaged that project will be a joint venture involving investment by Krakatau Steel and the Linc group. Indonesians have dropped their earlier requirement of equity participation by contractors. Voest Alpine recently withdrew.		French	EGGD approached - awaiting developments

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT %	CONTRACT	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE GRANTED
Indonesia				<u>ASIA, FAR EAST, AUSTRALIA</u>			
	Gleffins Complex Luzus (with CDFC France)	90%	Decision was expected on 17 August but no announcement was made	The Indonesians are having difficulty in choosing between the two offers and have repeatedly postponed their decisions. Luzus remain confident.		Exxon (USA)	Guarantee Under Section 8 of Industry Act being considered. EGSD approached - awaiting developments.
	Gresik Fertiliser Project. Davy McKee	99	Contract Award last quarter 1981	Indonesians considering Japanese bids which are much lower than the others. If these are discredited Davy are confident with ATP about chances of success.		Germany, Japan, France	AIF, OFF, EGSD cover.
	Mrica-Miang-Hydra - Electric Projects. Balfour Beatty with Asea and Skanska (of Sweden); LSI	15%		Balfour Beatty sounding out possibility of Swedish aid	Two letters of support from Minister for Trade who will visit Indonesia 10.81	France	OFF/AIF under consideration. EGSD approached, clarification of the Swedish partner's position awaited.
Japan	Sale of 10 BAe 146 aircraft to Toa Domestic Airways	50 (approx)	Uncertain	BAe have submitted proposals for commencement of deliveries 82/83	QOS(T) mentioned 146s in letter earlier this year to Mr Shiokawa	USA	
Malaysia	Aluminium smelter. British Smelter Construction	190	Uncertain	ATP offers made to Malaysians to finance feasibility study for smelter by BSCL, but Malaysians so far have not accepted offer.		USA	ATP
	Upper Sajang Hydro-Electric Project. Balfour Beatty/N.M. Rothschild; Preece, Carver and Hyder	500 (approx)	Uncertain	Project an early stage. Balfour Beatty with N.M. Rothschild seeking negotiated turnkey contract for entire scheme - still carrying out preparatory work.	No so far	Germany (have advantage of undertaking pre-feasibility study)	
	Paka Combined Cycle Gas Turbine Power Station	50-75	Award mid 82	Consultants Merz and McLellan appointed. DOJ seeking discussions with potential UK bidders on possibility of AIF support.		Expected to include USA, Japan, West Germany, Switzerland	
Philippines	Aluminium smelter. Davy McKee with Reynolds of USA	170+	Uncertain	Timescale for prospect uncertain. Reynolds have accepted Davy as suitable contractor.		USA, Japan	

COUNTRY	PROJECT/UK INVOLVEMENT	UK COMMENT \$M	CONTRACT	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CR
				<u>ASIA, FAR EAST, AUSTRALIA</u>			
Singapore	Singapore Metro Met Can, GEC, Hawker Siddeley Changi airport Phase 2	Several hundred Not known but likely to be substantial	Decision expected 83 -	Singapore have for some time been considering the most appropriate mass transit system for the city. Implementation on Phase II will await evaluation of Phase I in operation. Decision expected end '81/early 1982. Japanese did Phase I but work did not go well - prospects for UK involvement in Phase II.	- -	- -	- -
South Korea	Seoul Metro Lines 3 and 4 (UK consortium led by GEC) Pusan Metro (various UK firms interested)	150 Expected to be over 50	Electrical and mechanical equipment supply Electrical and mechanical	Evaluation of bids expected 9.81 UK well placed. Tenders expected end 1981	Letter from PM 9.81 handed to S. Korean PM during his informal visit to UK -	USA, Japan Not known at this stage	- -
Taiwan	Taipei Metro. GEC, Hawker Siddeley, Balfour Beatty and Met Can are all interested 2 x 950 MW Turbine Generators for Taiwan Power Company Turbines/Generators Taiwan Power Co HEI, Parsons Ltd	50-100 40-50 56	- Award 12.81	Initial design study currently being carried out by UK consultants. Tenders expected to be issued 83. Bid in - decision awaited Preliminary indication of cover given.	- - -	- US, Switzerland France, USA	OFF support to consultants being provided. OFF under consideration No aid requested. Buyer Credit
Thailand	Gas Separation Plant (i) Davy McKee (ii) Balfour Beatty	Not known but likely to be substantial	Tender expected in next few months	Fluor were dismissed as consultants and Linde (Germany) appointed.	-	-	Possibility of aid

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE UK
Thailand	<p>Toro Oil Refinery Expansion. Badger, Bechtel, Fluor Kellogg Parsons, Stone and Webster</p> <p>Hong Ngai Hoo Airport, (Cobra Swamp)</p> <p>UK Consultancy Group</p>	<p>Not known but likely to be substantial</p> <p>Not Known but likely to be substantial</p>	<p>Early stages</p> <p>-</p>	<p><u>ASIA, FAR EAST, AUSTRALIA</u></p> <p>Pre-qualification document being studied. Invitation to bid expected to be issued for 4-5 companies soon.</p> <p>At prequalification of consultants stage. Invitations to bid expected shortly. UK Group submitted application 9.81. UK industry interested in offering turnkey package if attractive to Thais.</p>	<p>-</p> <p>-</p>	<p>France (3), Japan (3), Italy Germany</p> <p>Japan, USA, Germany France</p>	<p>EOGD approached - awaiting developments</p> <p>Diplomatic support</p>
Turkey	<p>Ataturk Dam and Works. Wispey (in Swiss-led consortium)</p>	<p>Not yet known but likely to be substantial</p>	<p>Wispey granted extension of closing date for tenders until 10 December. Wispey have told DSI they will bid 3 months after confirmation of finance.</p>	<p>Swiss may be seeking other sources of finance. Wispey cannot move until finance package agreed.</p>			<p>OFF. EOGD currently not on cover</p>

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONCERN £M	CONTRACT	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CR
<u>INDIAN SUB CONTINENT</u>							
Bangladesh	Methanol Plant, Chittagong. Davy McKee	75	Closing date for bids 11.81. Contract award 1.82	Davy pursuing negotiated contract but possible competition from Japanese. Problems of equity and EOGD cover outstanding.		Japan	EOGD cover unlikely to be secured
India	Telecommunications project. GEC	180+	Closing date for bids 3.82	GEC to bid.	PM and DOI Minister have been involved	Japan, France, Germany Sweden	OPF under consideration
	Coal-Fired Power Station NRI, GEC, Babcock, BSI	175	Decision Autumn 1981	Evaluation of offers under way - site not yet known.	Prime Minister and SOS(T) are involved.	Various including Japan, France, Germany	EOGD offer - Buyer Credit
	Upgrading of Coal Industry BMC, BCI, ABBBC	Not yet known (Contract value £1.4 billion)	Next meeting Steering Group late 81/early 82	Proposals under preparation		France	Coal Sector Grant of £10 m for mutually agreed projects
	3 Bulk Carriers for Shipping Corporation of India. British Shipbuilders (Svan Huster); Harland and Wolff	95	Early 82	Bid submitted	SOS(T) with Indian High Commission meeting 7.81	S. Korea Spain Japan Eastern Europe	Under consideration by EOGD
Pakistan	Asronia/Urea Phosphate Fertilizer Plant Humphreys and Glasgow	Total value 140 (UK content likely to be over 50)	Early Stage	Humphreys and Glasgow believe they have pre-qualified	-	USA	Present Section 21 Cover likely to be insufficient for this plant.

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT £M	CONTRACT	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
				<u>AFRICA</u>			
Algeria	Dry Dock, Ners El Kehif Custain and W S Atkins	86	Early 82	Tenders under evaluation	None so far involvement may be justified soon	(i) Japan (ii) Spanish/Belgian Consortium	ATP £0.5 million under consideration by ODA
	University and Teaching Hospital Tlemcen	162 (est)	Bids by 31.7.81	-	-	Not known	EGGD - backed loan likely
	30 Vocational Training Centres Technical and Vocational Training Services Ltd Pauling Construction Ltd	57-95	Initial bids 31.7.81 Final bids 11.81		Project opportunity arose during MFT's visit 2.80. No further involvement thought necessary.	Not known	EGGD - backed Midland Bank International loan
	Housing and New Town Planning Cecentation; Wispey; Douglas; McAlpine	200 (est)	Construction starts 1st half 1982	Government to Government agreement being negotiated	Probable need for Minister to visit Algiers to sign Agreement.	Worldwide	EGGD - backed loan
	Jijel Engineering and Project Management Consultancy. W S Atkins	50	Contract award Date 82	Atkins preparing bid submission.	Included in MFT's brief for visit in September 1981	Unknown	OFF applied for.
	Jijel steelworks 1 Blocc & Billet Mill. Davy Lowry	96	Uncertain	Turnkey offer made but Davy not short listed.	Included in briefing for Lord Carrington's visit 5.81	Japan, France, West Germany, Italy	EGGD willing to consider buyer credit
	11 Bulk handling installation Babcock Mexey	71	Uncertain	Babcock not short listed but smaller contract for equipment possible.		West Germany, France, Holland	EGGD willing to consider buyer credit
	Gas Pipeline Hassi R'eel Wispey Finance Ltd Sonatrach	76	Not Known	-	-	USA, France, Dutch	EGGD approached
Gabon	Railway from Bouss to Franceville Taylor Woodrow, Wispey	50-60	1981	EGG currently helping Taylor Woodrow and Wispey negotiate a project package for development of part of railway and associated roads.	Following visit to Gabon in 1980, Minister for Trade in close touch with attempt to secure part of hitherto French project.	Various mainly French	OFF £60,000 offered - additional amount under consideration. EGGD letter of intent to be issued.

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENTY £M	CONTRACT	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
				<u>AFRICA</u>			
Gabon	Libreville University Edmond Ntall, Samel Montagu	50		No recent developments			ECGD approached
Lesotho	Lesotho Highlands Water Project. George Wimpey International	90 (project management) 230 (possible follow-on work steered to UK firms)	Project Management contract end 81, study 82/84. Implementation 1985 onwards.	Wimpey is offering a free feasibility study provided they secure project management. Contract for entire project which is major scheme aimed at producing water for S. Africa and electricity for Lesotho. Negotiations are at early stage and complicated by S. African connection and likely involvement with international agencies.	Sir Reginald Smith Chairman of Wimpey has recently written to Prime Minister seeking support.	France, Germany, Italy, Multi-lateral Funding Agencies	OPF - £750,000 offered subject to stringent conditions. ECGD approached. No further comment made - subject to S. African security.
Libya	Broadcasting Stations Network. Marconi Communications Systems Ltd	235	mid 1982	Marconi are preparing to bid		France, USA, Switzerland, Japan	OPF Marconi preparing PPDS/SET case
	Misurata Steelworks consultancy. BSE(GB) Ltd	100	Contract award 9.81	Bid submitted in April 1981 BSC having problems with advance down-payment bond.		Italy.	
	Hangers Secretary of Commercial and Marine Transport Fairclough Construction Group	65	N/X	N/X	N/X	N/X	ECGD approached
Morocco	Sulphuric Acid Plants. Six Chem Ltd	65	Contract award March 82	Six Chem have submitted their bid. ATP case under consideration.		Japan, France, Germany	OPF
Nigeria	Management Services Contract for 4th National Development Plan, Plateau State, Nigeria. Balfour Beatty Engineering Ltd, International Hospitals Sub-Group (main contractors)			Balfour Beatty's contract agreed in principle	Chairmen of 8 leading UK firms with commercial interests in Nigeria accompanied Foreign Secretary during visit 2.81		ECGD Buyer Credit offered

COUNTRY	PROJECT/UK INVOLVEMENT	UK COMPANY/EM	CONTRACT	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE OR
<u>AFRICA</u>							
Nigeria	Standard Gauge Project (A large rolling programme over 15 years to modernise total railway system)	UK figuring as only sub-contractors in first stages. Further stages valued at several hundred thousand £ million		Timing uncertain, top level UK rail mission mooted to review opportunities. First stages soon to be let.	NFT leading Nigerian Trade Mission in Autumn including HR (Transmark) to cover railway aspect		
	Open University of Nigeria UK Consortium of De Brant Joyce, British Council BSC Peat Marwick and Open University, UK	500 (est)	Feasibility Study begins 10.81 Management/Design contracts early 82 Main contracts late 82 for 10 years	De Brant and Peat Marwick leading feasibility study with contributions from other consortium members. UK's lead in distance learning techniques put it in a strong position for subsequent contracts.	May be required	USA, France	OFF feasibility assistance under consideration.
	National Assembly Building Taylor Woodrow International	80-115	Uncertain	Taylor Woodrow compiling financial package with Morgan Grenfell. At same time Taylor Woodrow, DCF and BOGD in discussions on Buyer Credit facility.	Prime Minister sent letter to President Shagari of Nigeria which was handed over by Minister for Housing (DGS) who also supported project during recent visit	France, Japan, West Germany	OFF assistance provided for Taylor Woodrow 7 years terms under consideration by BOGD. (8 years may be requested).
	Aluminium Smelter W S Atkins	400-500	Uncertain	Project in very early stages. W S Atkins awarded feasibility study 4.81. Main contract will depend on study results but could be opportunity for UK firms eg British Smelter Constructions	-	-	-
South Africa	Power Station C GEC MHI GEN	200-400	Decision probably 10-11.81	Further similar stations likely to be ordered. W. German firm front runner, GEC second.	Letter of Support sent by SOG(?) to SA Minister of Commerce and Industry 8.81	FMS, France, USA, Japan, Switzerland	BOGD indications given.
Zimbabwe	Wankie II Boilers. Foster Wheeler, Babcocks and MHI, GEC/MHI (all separate bids)	Not known but likely to be substantial	August 1981	UK firms tendered last year. Contract award deferred pending the results of a World Bank Study of overall power generation requirements in Zimbabwe. It is possible that a package for the 1st three units, could be negotiated with UK companies, who came second and third in the boiler and turbine bidding respectively.			BOGD approached - initial indications given.

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT EM	CONTRACT	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
Zimbabwe	Salisbury/Gwelo Main Line Railway Electrification Stage II GEC, Hasker Siddleley, Salfour Beatty	X	Equipment supply contract	<u>AFRICA</u> Contract expected to be let in 1982	Foreign Secretary will be briefed to press UK case during visit 82	-	ATF request anticipated

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
<u>LATIN AMERICA</u>							
Argentina	Shipbuilding and repair yard at Doradillo	30-50	Autumn 81 at the earliest	Discussions on equity participation continuing with Argentine Government	Full briefing for visit of SOS MAFF in September 1981	Originally from France and Germany but appears to be fading.	Normal EUGD facilities
	Winpey Appledore Kilroot Power Station Northern Ireland Electricity Service	100	Autumn 81	Bid submitted by HMA to Argentine Minister of Public Works 9.81	Full briefing for visit of S of S MAFF 9.81	USSR	Normal EUGD facilities
Brazil	Belo Horizonte and Sao Paulo Airports	50	Late 81	Bid submitted 9.81	Full briefing for visit of S of S MAFF 9.81	France, Italy	EUGD prepared * to use matching facilities. OPF agreed in principle
	UK Airports Group comprising GEC, Plessey, Ferranti, IAL and others						
	Steel tube mill, Catarina. Davy McKee	100	Possibly beginning of 1982	Davy recently submitted revised bid.		Spain, Italy, France, Austria	EUGD application * received
	Power station, Santa Cruz. Prospera Coal Mine Klockner/NEI/LSI	60	Expected 11.81	Bid to be submitted 10.81	SOS(I) made offer to Sr. Gais during latter's visit to UK	None	OPF formal offer * made. AIF proposals shortly to be submitted.
	Coal gasification study. Babcock Woodall-Duckham	120 possible follow-on business		Several possible plants. Scheme linked with Brazil/UK Coal Agreement		Germany	OPF under consideration * May be problems with Section 2 cover because of Brazil's substantial debts.
Colombia	Medellin Mass Transit. Metro Cassell; Hawker Siddeley; GEC	70	Tenders were expected 1981 but delay possible	Met Cas are recognised as sole wholly UK bid for RWD support purposes GEC and HS are submitting alternative part bids with foreign suppliers.			OPF offered to Metro Cassell 8.80
	Hydro Electric Power Station Balfour Beatty; Edmond Nuttall	72		Colombians have strong reservations about entering into a negotiated contract	Minister of Trade discussed offer and possible MOU during his visit July 1981. Letter sent by Minister of Trade 22.7.81 to President Turbay - reply awaited	None	OPF AIF

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONCERN £M	CONTRACT	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREQ
<u>LATIN AMERICA</u>							
Colombia	Open Cast Coal Mine BP Coal	200		US Contractor Morrison Knudsen, have design and procurement contract. BP Coal may co-ordinate UK package. Carboval are considering this proposal.		Sweden, Japan, France, USA, Italy	\$400m line of credit agreed by ECOD
Ecuador	Quito and Guayaquil Airports. Costains	200	Tender list due to be announced shortly. Implementation timing uncertain	20 foreign and 7 local firms have presented pre-qualification offers. Costains only UK contender for main contract.		Includes Japan, Brazil, Spain, Belgium, Canada, USA, France and Israel	Certificates of support for Costain issued by DOT and DOE
	Oil Refinery Atahualpa. G Wispey, MS and E Limited	105	Contract award 12.82	Wispey have pre-qualified. Invitation to bids likely 1.2.82		Italy, Japan, USA	
Mexico	Sicartsa Plate Mill Davy Loewy	180	Closing date for bids 17 September 1981	Japanese and French soft loans likely; ATP under consideration	Raised on MPT's recent visit	French consortium, Japanese consortium Italy, USA	ATP
	Carbon II Power Station. Babcock Power Ltd	100	Contract results expected end 81	Bids open on 20.8.81 Babcock fairly well placed but Mitsubishi have price edge. Evaluation under way.	Minister of State (1) written in support to Mexican Minister and Federal Election Commission. Chairman of Babcock accompanied Foreign Secretary to Mexico 8.90	Japan, USA, Germany	Matching aid available under ECOD rapid matching facility. (No matching evidence)
	Complete Plant to produce 50,000m tons p.a of synthetic protein from Methanol. Davy McKee (Minerals and Metals Grindley Brants Ltd)	50	Unknown	Early stages		France	Initial approach to ECOD
	Steelworks Melt Shop for Sicartsa Davy (Stockton)	50-60	Unknown	Submission of tender in preparation		France, Austria, Japan	Under consideration by ECOD

COUNTRY	PROJECT/UK INVOLVEMENT	UK COMPANY £M	CONTRACT	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREDIT
<u>LATIN AMERICA</u>							
Paraguay	300 MW station with Rockfill dam and 500 KM high tension line. 1 Bendell, Falser and Tritton 2 Sazuell Montagu, Marx & MacLellan, Tarsac, Bovings, GEC and BICC.	Project value 250 plus 80 for transmission line. UK content unknown but likely to be substantial	Unknown	Future uncertain now.	Unknown	Unknown	OPF under consideration. ECSD support under consideration
	Hydro Electric Project. 1 Ralfour Beatty with Scanska (of Sweden) 2 Tarsac	210		Project essential to Cerro Colorado Mine. Discussions with BEE (effective clients) about aid from UK		Canada	OPF decision postponed ATP under consideration. ECSD approached.
	Cerro Colorado Smelter. BKN	160		Project might be located at another coppermine if Cerro Colorado not suitable.	Unknown	Unknown	Industry Act guarantee sought. OPF assistance under consideration
Paraguay	Modernisation/expansion of 4 airports. Euro-Landoil Sir Frederick Snow/GAA	60	Uncertain	Preliminary Proposals submitted but client believed to be entering negotiations shortly with Brazil for first airport.		Primarily Brazil but Italy, Japan, Holland, France thought to be interested.	OPF offer made to Euro-Landoil. ECSD cover.
	Aluminium Smelter Methanol Plant BSCL, Davy McKee/Reynolds (US) British Smelter Construction Ltd	150	Uncertain	BSCL have submitted revised proposals and believe they are well placed. Davy have been chosen by Reynolds (US) as suitable contractors. No clear commitments by Paraguay Government to project.		USA	
	Electrification of suburban railway and/or Construction of new lines to Argentina and/or Brazil GEC and others	150	Decisions expected 11.81	Paraguayans studying options. Negotiated contract a possibility.	MPF has discussed with Paraguayan Ambassador	Japan	
Peru	Development of four sugar estates and associated refineries, Selva. Lyle & Lytle	35 Prospect of further 70	Feasibility study to be started by TEL once contract is signed by Peruvians, and completed end 1981. Implementation during 1982.	UK to finance US\$5000,000 of the \$500,000 feasibility study (DOT, \$300,000 TEL, \$200,000). This should lead to TEL winning the project management	Mr Parkinson negotiated with Prime Minister Ulloa the terms of UK assistance during his visit to Lima. 7.81		OPF feasibility facility assistance

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT %	CONTRACT	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CRED
				<u>LATIN AMERICA</u>			
Peru	Integrated pulp and paper mill at Pacassayo. Parsons and Whittemore Lydon Ltd	65	Uncertain	Both EOGD and PEP need local financial guarantees before export credit and assistance on pre-contractual expenses can be offered. These likely to be forthcoming.	None so far	West Germany, Italy, Japan	Financial guarantee from Banco de la Nacion being sought to qualify for EOGD Export Credit and DOT/OPF assistance on pre-contractual expenses.
	Los Ochos hydro-electricity and irrigation scheme in Northern Peru Tarmac Int.	76	Fixeasts under discussion	Tarmac have signed heads of agreement with Skanska (Sweden) and Odebrecht (Brazil) for Joint Venture for Civil Engineering. Tarmac have proposed to Russians that they joint venture work in parallel, USSR taking the mechanical and engineering element.	Tarmac accompanied Mr Parkinson on his recent visit to Peru when project was discussed with Ministers.	Negotiated contract is hoped for.	Probably credit from Sweden, UK, Brazil and USSR.
	Mining-Cerro Verde - Stage II Phase I. Seltrust/HSD/British Sealter/ Recursos Development/Wispey	90	Consultancy tendered due 20.81. All others expected by end 81	Seltrust (BP subsidiary) putting in low profit bid for consultancy.	MFT to see BP Chairman before 20 Oct. Financial package to be covered by Ministerial letter.	Japan, Germany, Canada	OPF
	Railway equipment package/modernisation of Peruvian railways. (Various UK firms led by Hawker Siddeley)	(equipment package) 70	UK prepared to undertake feasibility study for long term modernisation of Peruvian railway on condition that Peruvians place equipment orders now.	UK team recently visited Peru. Bid will be submitted 10.81	MFT mentioned offer of feasibility study to Peruvians during visit in Summer 81.		OPF support towards feasibility study will be made available in due course.
	1,300 buses and service centre Ministry of Transport/Leyland Vehicles Ltd	70	Decision on tenders end 81 Deliveries 5.82	Tenders under evaluation		EEC countries Argentina, Brazil, Yugoslavia, USSR, Japan	EOGD cover probably available
Trinidad and Tobago	Methanol Plant Davy McKee	65	Contract award September/December 1981	Davy are pursuing a negotiated contract and are in good position. Toyo (Japan) who built previous plant have recently shown interest	-	Japan	OPF
	Port of Spain Sewage. Bivater Shallahour. BSC (Pipe suppliers)	70	Contract award expected in early 1982	Company believes that their bid has been approved in the Trinidad Cabinet.	None	Government of Trinidad announced their intention to go to tender in Autumn; Bivater hope to secure negotiated contract, before then.	EOGD and OPF

COUNTRY	PROJECT/UK INVOLVEMENT	UK COMPANY \$M	CONTRACT	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CRED
				<u>LATIN AMERICA</u>			
Venezuela	Bauxite Mine including Cable belt System. 1 Cable Belt Ltd 2 Taylor Woodrow	75-85	Bids required 2nd quarter 1982 contract award and 1982.		-	France, USA	-
	Nuclear Power for Orinoco Oil Belt. GEC	Not known but likely to be substantial		GEC put proposals to Venezuelans in early 1981. An inward visit is being arranged to discuss these.	-	-	-
	2/4x250mw Boilers for Termonulia Power Station Babcock Power Ltd	65	Award 10.81	Client evaluating tenders. Babcock Power Ltd appear to have good chance.	-	Italy, Japan	OPF EOGD
	Corpozulia Iron and Steel Plant Davy McKee	250-300	Uncertain	Project delayed since 1979. Davy-led consortium been kept together. Signs that project may revive shortly.	Included in briefing for Ministers in past years.	W Germany, France	OPF provided for Davy

COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT \$M	CONTRACT?	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CREQ.
				<u>NORTH AMERICA</u>			
Canada	Semi-Submersible Drilling Vessel. Cossel Laird	50	Order late 1981	Negotiations at a preliminary stage chances of success 50/50	None Planned	Sweden, Korea, Japan	ECGD cover being sought
USA	7 Gas Compressor Stations Morgan Glenfell, William Press Group	325	Uncertain	Initial Consideration			Under Consideration by ECGD

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COUNTRY	PROJECT/UK INVOLVEMENT	UK CONTENT %	CONTRACT	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CRE
<u>EUROPE</u>							
Austria	Defence Communication System. Plessey	85	Award delayed due to Defence Budget revision		Not at present	ITT (USA) Thompson-CSF (France)	
Bulgaria	Antibiotics Plant. Rasgrad Constructors John Brown (GJS)	120	Contract award early 82	Negotiations protracted but believe to have good chance of success. Project currently under review by Bulgarians		France, Italy	OFF agreed ECGD support under consideration
German Democratic Republic	Foundry for L 50 Project Industries Asalgen Import GKN Contractors	91	Uncertain	Negotiations continue	None	GFR Japan, Italy	Under consideration by EGD
Greece	Main Line Electrification Athens - Salonika. GEC; IFL, Taylor Woodrow, Balfour Beatty	150	1982	International tenders invited - closing date 30.10.81. UK consortium led by Taylor Woodrow bidding for project package (hardware from GEC).	Raised by the Prime Minister and other Ministers when negotiated contract seemed possible. Also raised by Foreign Secretary in talks with Minister concerned	Various, mainly from 50 Cycle Group (European Consortium)	OFF support for GEC. Applications for GEF support under consideration for Taylor Woodrow and Balfour Beatty. EGD enquiry
	New Athens Airport. BAI	11 for consultancy possible 90 for follow on work	Phase I completed 1990	BAI awarded consultancy contract 1980 - should give UK inside track for follow-on contracts	Supported by Prime Minister and SCS(T) Foreign Secretary talks with Minister for Coordination	USA, France, West Germany, Italy	OFF - £14,492
	Lead/Zinc/Sulphuric Acid Project 1 Davy McKee 2 Sir Chen 3 Siryon	62	Contract award Late 1981	Davy have submitted bid for all elements; Siryon and Sir Chen separate bids for acid plant only. Client not likely to decide to proceed with project until after Greek election October/November 81.	MOS(T) raised at recent meeting with Greek Industry Minister.		
Portugal	New Lisbon Airport Digital Exchange Project - System 1. Plessey/STC	Unknown but substantial 90+	-	Initial study report by US consultants due end 1981. Further consultancy will follow	Pressure on CAA not to join Parsons (US) bid for study	-	-
Romania	Galati Tinplate Complex Davy Loewy	68	Uncertain	Question of finance for project yet to be resolved		Switzerland, West Germany, France Japan USA/Canada	Diplomatic support ECGD approached.

COUNTRY	PROJECT/UK INVOLVEMENT	UK COMPANY/EN	CONTRACT	STATE OF PLAY	MINISTERIAL INVOLVEMENT	COMPETITION	ASSISTANCE CRED
USSR	West Siberian Gas Pipeline John Brown, licensee of General Electric (GE) for generators/turbines	51	Initial contract signed 10.81	Main contractors Mannesmann/Creusot-Loire. John Brown just gained \$61 million equipment order. They hope to secure a further \$60m order for spares.	Project raised by NPT and MGS(I) at British Soviet Joint Commission 5.81. Assurance of HMG support for UK companies included in Communiqué.	USA (European licensees), West Germany, France, Italy, Netherlands, Japan.	John Brown offering supplier credit as alternative to match lower interest rates offered by France.
	Mixed Acids Plant. Davy McKee/EP (for Formic Acid Plant only Six Chem)	101 (Davy) 15 (Six Chem)	Award late 81	Technical discussions with Davy. Six-Chem about to submit technical bid. Commercial talks progressing.	Mentioned by NPT at British Soviet Joint Commission 5.81	France, West Germany, Japan, USA	GPF assistance offered to Davy. SOGID buyer credit approved on Consensus terms. Davy considering supplier credit to provide lower interest rate.

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From the
Minister for Trade's office

Michael Alexander Esq
Private Secretary to the
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PS/Secretary (T)
PS/Secretary (I)
Mr Caines
Mr Manzie
Mr Taylor - ECGD
Mr Williams CRE
Mr Sunderland CRE
Mr Dick CRE
Mr Burbridge CRE
Mr Dell MEE
Mr Kemp ECGD
Mr Durie PEP
Mr Mathrani PEP
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CT LINE 01 215 5144
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11 August 1981

Dear Michael

PROJECT EXPORTS

At a recent reception the Prime Minister mentioned to Mr Parkinson the need for British industry to secure export orders.

This is of course a prime preoccupation for us. But Mr Parkinson thought that the Prime Minister might be interested to see a few figures showing how successful, despite the fierce competitive climate, the UK can be in the major project field. I therefore attach at Annex A a list of major projects secured by UK companies in the past year with active Government support. I also attach two lists, at Annexes B and C, showing major contracts, of the sort which do not get headlines, secured over the last six months. There are also some particular markets, such as Iraq, where, apart from the examples in other Annexes, we have made substantial progress through a combination of Government and commercial effort - see Annex D.

Inevitably, these major contracts attract great attention. But Mr Parkinson has asked me to point out that these important projects are the tip of the iceberg; and the bulk of our exports consist of much smaller scale day-to-day business.

Yours ever,

KEITH LONG
Private Secretary to the
Minister for Trade (CECIL PARKINSON)

LIST OF MAJOR PROJECT SUCCESSES SINCE JUNE 1980

Country	Project	Company	Gross Project Value	UK Content	Support Provided
			fm	fm	
Abu Dhabi	Gas Storage tanks for Das Island	Chicago Bridge and Iron Company	117	80	M
Bangladesh	Jaiphurat Mine	Cementation Mining Ltd	36-45	31-36	OPF
	Power station	GEC	21.2	16.7	ATP
Brazil	Offshore Construction, Management Services for Petrobras	Worley Engineering Ltd	75	7-15	OPF
	Santa Cruz Power Station	Klockner Ina/NEI	110	45	OPF, ATP and M
Canada	Keephills Power Station	GEC	21.4	18.7	OPF, ECGD and M
Diego Garcia	General construction: expansion of US Defence facility	John Mowlem Co Ltd	120-150	40	US Government persuaded to grant UK firms joint venture participation
Egypt	Cairo Waste Water	British Waste Water Ltd	300	150	Inter-governmental agreement signed using Bilateral Aid and M
German Democratic Republic	Ludwigsfelde forge	GKN	40	25	OPF and M
Greece	Achelous River Petrochemical complex:				
	LDPE Plant	Sim Chem Ltd	17	16	OPF and M

Country	Project	Company	Gross Project Value	UK Content	Support Provided
Greece/ Cyprus	Submarine Cable	Standard Telephone & Cables Ltd	20	20	ATP
Hong Kong	Castle Peak 'B'	GEC	660	640	Government led package with ECGD and Industry Act, and M
	Satellite Station	GEC/ Marconi Communications Systems	5	4.4	M
India	Coal mines: long wall installation programme;	various	50-75	20	Bilateral Aid and M
	Open cast mining, walking drag-lines	Ransome & Rapier	22-24	20	
	Truck supply	Ford	145	14	ECGD
	Tata Steel - works	Davy McKee	100	15	OPF
Iraq	Army Canal Road Interchanges	John Laing International Ltd	63	25	OPF and M
	Baghdad Metro, general consultancy	Freeman Fox & Partners and others t/a British Metro Group	34	34	OPF and M
	Kharkh Water treatment	Patterson Candy International	270	53	M
Libya	Fertilizer Complex Consultancy	Davy McKee (Oil & Chemicals) Ltd	10	10	
Mexico	Educational Equipment & Training	Darwin Instruments Ltd	30	28	OPF, and M

Count	Project	Company	Gross Project Value	UK Content	Support Provided
Morocco	Nador Steelworks	Davy Loewy Ltd	120	60-70	OPF, ATP and M
Nigeria	Telecommunications Consultancy	Cable & Wireless Ltd	12	7-12	OPF
	Water Supply	Biwater Shellabear	82	74	ECGD
Oman	University construction	Cementation International	300	210 (estimated)	M
Philippines	Mini-hydro and wood-burning Power station	Balfour Beatty	14 8.5	9.2 6.25	ATP
Portugal	Bleached Pulp Mill	Parsons & Whittemore Lyddon Ltd	75	20	OPF
Saudi Arabia	Mecca/Taif Supertensions Cables	BICC Power Cables Ltd	60	30	OPF and M
South Africa	Tutuka Power Station	GEC Turbine Generators Ltd	200	140	ECGD and M
Trinidad	Eastern Main Road Port of Spain Sewage Scheme	Biwater Shellabear	120	70	OPF *
Zimbabwe	Railway Electrification	Balfour Beatty Power, Construction Ltd; GEC Transportation Projects Ltd; Westinghouse Brake & Signal Co Ltd	35	30	ATP and M
			TOTAL		
			3295.1+	1969.3+	

Key: ATP = Aid and Trade Provision; ECGD - Export Credits Guarantee Department; OPF = Overseas Projects Fund; M = Ministerial.

SPECIFIC GUARANTEES OVER 6 MONTHS - AMOUNTS OVER £5m

COUNTRY	EXPORTER/BUYER	CONTRACT VALUE	
USA	Short Bros/Boting Commercial Airplane Co	US\$99.86m	
Iraq	Massey Ferguson/State Est for Importation of Agricultural Equipment	£46m	
Jordan	IMS/Jordanian Armed Services	£42.03m	
Oman	British Aerospace/MOD	£40.19m	
Nigeria	PDS Consortium Ltd/IMO State Government	£18.11m	
Liberia	Guinness Mahon/Shipcraft Inc	£16m	
Bermuda	Anglo East Bulk Ships/Cast Combination Carriers	US\$29.26m	
Burma	James Mackie & Sons/Textile Ind Corp	£14.32m	
Thailand	Poly (UK) Ltd/Sian City Cement	US\$28m	
Bermuda	Anglo East Bulk Ships/Cast Combination Carriers	US\$27.41m	
Nigeria	Patersen Zochonis UK/ Patersen Zochonis Ind	£12.9m	
Iraq	Cleveland Bridge/State Construction Contracting Co	£11m	
Iraq	A P E Allen Ltd/State Contractor for Water and Sewerage Project	£11m	
Nigeria	Patersen Zochonis UK/ Thermocool Eng Co Ltd	£10.8m	
Liberia	Guinness Mahon/Sea Sapphire Shipping	US\$19.77m	
Sri Lanka	Brush Elec Machines/Ceylon Govt Min Transport	£9.87m	
South Korea	Lloyds Bank Fin Div/Global Shipping Co	US\$19.41m	
Panama	Austin & Pickersgill/Cia de Navigation	US\$19.3m	
Bermuda	Anglo East Bulk Ships/NCNB	US\$19.24m	
Qatar	Plessey Radar/Govt of Qatar	£8.13m	

PACIFIC GUARANTEES cont.....

COUNTRY	EXPORTER/BUYER	CONTRACT VALUE	
Panama	Cont Illinois National Bank/Grafton Shipping Panama	US\$16m	
Sri Lanka	Boving & Co Ltd/Mahaweli Authority	£7.03m	
Jordan	Tarmac Overseas Ltd/Med Services & Min of Defence	£6.6m	
Kuwait	Babcock Bristol Ltd/Min Elec and Power	£6.4m	
Iraq	Haistie & Ptns/Amarat Al Asima	£6.31m	
Egypt	Rolls Royce/Egyptian Elec Authority	£6.25m	
Liberia	Meridrew Int Credit/Burnham Shipping Corp	US\$11.45m	
Liberia	Meridrew Int Credit/Buckingham Maritime Corp	US\$10.55m	

BUYER CREDIT GUARANTEES OVER PAST 6 MONTHS OVER £5M

COUNTRY	EXPORTER/LENDER	CONTRACT VALUE	
Greece	Lloyds Int	US\$145m	
Singapore	British Aerospace/Morgan Grenfell	£59m	
Nigeria	Morgan Grenfell	US\$117.6m	
Oman	Vosper Thornycroft/Morgan Grenfell	£49.419m	
Portugal	Rolls Royce/Int West	US\$94.756m	
Zimbabwe	British Aerospace/Lloyds Bank	£44.118	
South Africa	Various/Hill Samuel	US\$88.235m	
Mexico	Cummins Eng/Williams & Glyns	US\$70.588m	
Zimbabwe	Standard Chartered Merchant Bank	£34.118m	
Hong Kong	Metro Cammell Ltd/Lazard Bros	US\$54.801m	
Nigeria	Incotex Ltd/Rothschild	£22.353m	
USA	British Airways Board/Morgan Grenfell	£21.250m	
Poland	Lloyds Bank Ltd	US\$42.353m	
Portugal	Parsons & Whittemore Lyddon/Hill Samuel	£20.790m	
Australia	Cable Belt Ltd/Citicorp Int	US\$41.176m	
New Zealand	Vosper Thornycroft/S G Warburg	£19.745m	
Australia	Airbus Industrie/Midland	US\$37.412m	
Nigeria	Coutinho Caro/Amex Bank Ltd	US\$34.163m	
India	Ford Motor Co/Lazards	US\$34.118m	
Nigeria	HCG (UK) Ltd/Amex Bank Ltd	£16.598m	
India	Davy McKee & Cryoplants	£16.471m	
Nigeria	PDS Consortium Ltd/Lloyds Bank	£14.550m	
Philippines	Airbus/Midland Bank	US\$29m	
USA	Rolls Royce/Lazards	US\$28.08m	
Greece	Airbus/Midland	US\$28.06m	
Nigeria	Morgan Grenfell	US\$25m	

BUYER CREDIT GUARANTEES cont.....

COUNTRY	EXPORTER/LENDER	CONTRACT VALUE	
Marshall Is	Ipesco Int Power Systems/ Midland	US\$24.308m	
USA	ICI/Lloyds Int	US\$21.237m	
Indonesia	Morgan Grenfell	US\$21.07m	Supp.
Indonesia	BL Cars (Exports) Ltd/ Grindlays	£10.187m	
Nigeria	Hawker Siddeley Power Eng/ Lloyds	£10.165m	
Cyprus	STC/Int Westminster	US\$19.301m	
Greece	" " "	US\$19.278m	
Thailand	Airbus/Midland	US\$17.25m	
Hong Kong	Rolls Royce	US\$16m	
Australia	Rolls Royce/Citicorp Inc	US\$15.47m	
Bahrain	Rolls Royce/Midland	US\$15.159m	
Hong Kong	Cryoplants Ltd/Bank of America	£7.363m	
Hong Kong	Consolidated Goldfield/ Bank of China	£7.125m	
Poland	Barclays Int	US\$12.941m	
Mozambique	Huntings Geology/Lloyds Bank	US\$12.894m	
New Zealand	Aldis Ltd/S G Warburg	£6.318m	
Argentina	Int Westminster	US\$11.765m	
Argentina	Morgan Grenfell	US\$11.765m	
Portugal	Rothschild	£5.822m	
Pakistan	James Mackie & Sons/ Grindlays	£5.699m	
Algeria	Gildway Construction/Nat West	£5.056m	
USA	Redifon Simulators/ Grindlays	US\$10m	
Mexico	Rolls Royce/Lazards	US\$10m	

Iraq

John Brown Engineering: supply 10 gas turbines	£35m
GEC: supply 4 mobile gas turbines	£14m
GEC: supply further mobile gas turbines (5 x 12 MW)	£13.5m
Ruston Diesels Ltd (GEC): supply 70 diesel generator stations to be located at factories throughout Iraq	£63m

SIR ROBERT ARMSTRONG

Official Committee on Exports

The Prime Minister has seen and taken note of your minute to me of 11 June on this subject.

MODBA

18 June 1981



Ref. A05046

MR ALEXANDEROfficial Committee on Exports

In your letter of 7 May to the Department of Trade you recorded the Prime Minister's views on the need for proper advance preparation of all aspects of Ministerial visits abroad and noted that I was considering the establishment of machinery which might facilitate both this co-ordination and the follow-up to Ministerial visits. I have now had the opportunity of discussing this with the Permanent Secretaries of the departments directly concerned. They agree with me that on balance the establishment of a new Official Committee on Exports would be an improvement to the present co-ordination arrangements.

2. I am therefore making arrangements for this new Official Committee - to be designated EX(O) - to be established immediately with the following terms of reference:-

"To provide for interdepartmental co-ordination of the commercial aspects of Prime Ministerial and other senior Ministerial visits abroad and to report on such export matters as the Ministerial Committee on Exports may refer to it."

3. The Committee will be chaired by a Deputy Secretary from the Department of Trade, and will have representatives, generally at Under-Secretary level, from the Foreign and Commonwealth Office, the Treasury, the Ministry of Defence, the Departments of Industry and Trade, the Cabinet Office, CPRS, the No 10 Policy Unit and the Export Credit Guarantee Department.

4. Day-to-day problems and the detailed planning of Ministerial visits will continue to be handled by the existing machinery. Defence sales matters will be for the newly-established Ministerial Committee on Defence Sales. But the establishment of this new Official Committee should mean that in the future different elements in this country's trading relations with individual countries will be more effectively co-ordinated in planning Ministerial visits, as the Prime Minister has proposed. The Committee will also aim to submit regular reports to Ministers indicating which current contracts are being monitored by the Committee and which are likely to need the assistance of a Ministerial visit.

11 June 1981

RTA

ROBERT ARMSTRONG

* in particular
to you!

ms
Prime Minister
I have mentioned this innovation to you. It flows directly from your visit to India & the Gulf.
And

(2)

Trade

Trade

B.F. to me in 2 weeks.

This
 Yes - all this is
 very good.
 Too good!
 M.A.



From the Secretary of State

Michael Alexander Esq
 Private Secretary
 10 Downing Street
 London, SW1

Dear Michael,

FOLLOW-UP TO THE GULF VISIT

You wrote to me on 7 May about follow-up to the Prime Minister's trip to the Gulf and more generally about ministerial visits.

My Secretary of State, of course, accepts that Ministerial visits should be arranged with particular objectives in mind. The commercial objectives of any visits will cover a wide spectrum of cases. At one extreme - and these will probably be rare - are Government to Government contracts where Ministers are likely to play a leading role. At the other there are the more straightforward trade promotion visits (often with a team of businessmen) to help open doors in new markets or to support British presences at trade fairs.

On those visits where a Minister is accompanied by businessmen there are a number of ways in which the Ministerial presence can help. First, where companies are seeking to break into a new market or to bid for a particular contract their presence in a Ministerial party can gain them access to influential people they would not otherwise see. Secondly, where a contract is in the course of negotiation a Ministerial visit can help to iron out difficulties. And thirdly, when a contract is near to conclusion a Ministerial visit can accelerate - or even clinch - the deal. The businessmen who accompany our Ministers on their visits are carefully selected on the basis of the value to their companies of one of these forms of help.

Proper preparation is, of course, crucial to the success of any visit and this is well recognised here. Preparation includes identifying out of the hundreds of contracts which United Kingdom firms are pursuing in the world's markets those which could be materially assisted by Ministerial interventions in the course of a visit overseas.

Commercial objectives can also feature in visits arranged for other purposes - eg Lord Carrington's visit to South America last year. Department of Trade Ministers have been actively promoting the

Prime Minister.

I suggested, in the light of your views on the co-ordination of the commercial aspects of Ministerial visits & of the expert effort generally, that a Committee to shadow EX at official level should be established. This is being done.

June 1981

If you agree, one of its functions will be to set you see a list at regular intervals - say bi-monthly - of all major contracts under negotiation (similar to that which the C.O.D. now submits). Content?

M.A.
 - 5/6



*Requested
copying highlight - attached
below*

From the Secretary of State

involvement of other Ministers in support of export promotion and I expect you saw a copy of Nicholas McInnes' letter of 15 April to the Private Offices of all Cabinet Ministers which illustrates this and our desire for proper machinery to make it succeed.

As to the specific points about the Middle East, my Secretary of State agrees that a further ministerial visit to Kuwait immediately after the Prime Minister's would not be sensible. The main purpose of his October visit is to go to Iraq and we shall be writing about this nearer the time.

I am sending copies of this letter to the recipients of yours.

Yours sincerely,

JOHN RHODES
Private Secretary



10 DOWNING STREET

Ministry: Minister Absences -

General Policy: May 79

7 May 1981

From the Private Secretary

Original filed on: -
Ministry: Minister Absences -
General Policy: May 79
7 May 1981
Rangto full John Rhodes
had a meeting was not
possible with Secretary Sanders.
cf. 8/85.
Dear John,

The Prime Minister has seen the Secretary of State for Trade's minute to her of 1 May about the follow-up to her trip to the Gulf.

The Prime Minister has made one general comment on the question of Ministerial visits overseas. In her view, such visits, including those in which she herself is involved, must be arranged with some particular objective in mind. Visits whose objective is mainly to generate goodwill achieve, in the Prime Minister's view, little if anything. It is firm agreements on policy issues and, above all, contracts that we should be pursuing.

To this end, the Prime Minister believes that more attention should be paid to the preparation of individual visits and to the concerting of series of visits. All the groundwork should be done in advance. Where contracts are at issue, all those aspects which are affected by Government decisions, e.g. ECGD terms; Industry Act aid; contractual conditions for which Government Departments are responsible, etc., need to be cleared up in advance. This will usually mean that serious and co-ordinated preparation for a Ministerial visit should begin many months before the visit takes place. (In this context, I assume that thought is already being given to the commercial aspects of the Prime Minister's forthcoming visits to Kuwait, Bahrain and Pakistan: my letter of today's date to Ian Ellison about a methanol plant project in Bahrain is relevant.) I understand that Sir Robert Armstrong is at present considering the establishment of machinery which might facilitate such co-ordination and, subsequently, follow-up.

On specific points in the Secretary of State's minute:

- (a) The Prime Minister is sceptical about the value of a further Ministerial visit to Kuwait immediately after her own visit there at the end of September;

/ (b)

- (b) The Prime Minister does not wish to pursue the idea of giving a keynote speech to a CBI seminar on Gulf markets. She will be addressing the CBI in mid-June and will aim to include in her speech on that occasion a passage about trade with the Gulf - and with India;
- (c) The Prime Minister would in principle be prepared to entertain the participants in the FT/CBI seminar on Saudi Arabia. However, diary considerations may make it difficult to arrange this. We will be getting in touch with you.

I am sending copies of this letter to Francis Richards (Foreign and Commonwealth Office), David Wright (Cabinet Office) and Ian Ellison (Department of Industry).

Yours ever

Nihal Alexander

John Rhodes, Esq.,
Department of Trade.



DEPARTMENT OF TRADE
1 Victoria Street
London SW1H 0ET

Telephone Direct Line 01-215
Switchboard 01-215 7877

With the Compliments of
the Private Secretary
to the Secretary of State

*As requested -
Our letter of today's
date to Michael
Alexander re: P.S.*

CS 57B

P.S. 5.6.81



From the Secretary of State

Roderic Lyne Esq
Private Secretary to the Secretary of State
for Foreign and Commonwealth Affairs
Foreign and Commonwealth Office
Downing Street
London, SW1A 2AL

15 April 1931

Dear Roderic,

MINISTERIAL VISITS OVERSEAS: CO-ORDINATION OF TRADE PROMOTION VISITS

We have been giving some thought to the question of co-ordination of Ministerial visits overseas which could include trade promotion as an objective. Ministerial visits are an important part of our general trade promotion activities and we should like to get the best value we can out of them.

At the moment, we are not sure that our efforts are always directed at the right target at the right time. There has been a tendency for certain countries or regions to receive a considerable amount of Ministerial attention in the field of trade promotion, at least over a short period of time. That would be entirely appropriate if a conscious decision had been taken to focus Ministerial attention in such a way but we are not sure that has always been the case. Conversely, other countries or regions may be neglected, or comparatively neglected in relation to others which, again, might be quite right and proper if it were the result of a conscious decision but it is not always clear that that is so.

The principal device for keeping track of proposals for Ministerial visits is the schedule that your Department distributes monthly based on information provided by other Departments. But by the time a visit is included in the schedule, it is sometimes already beginning to take shape; there may then be insufficient time for consideration of its commercial aspects. Nor does the stage at which a Minister seeks permission for a visit from his colleagues principally concerned normally provide an early and adequate enough opportunity for Departments to express views.

Some Departments whose Ministers undertake visits with a trade promotion content (in whole or in part) as an extension of their sponsorship responsibilities already turn to our country branches for advice about where the best opportunities lie as between



From the Secretary of State

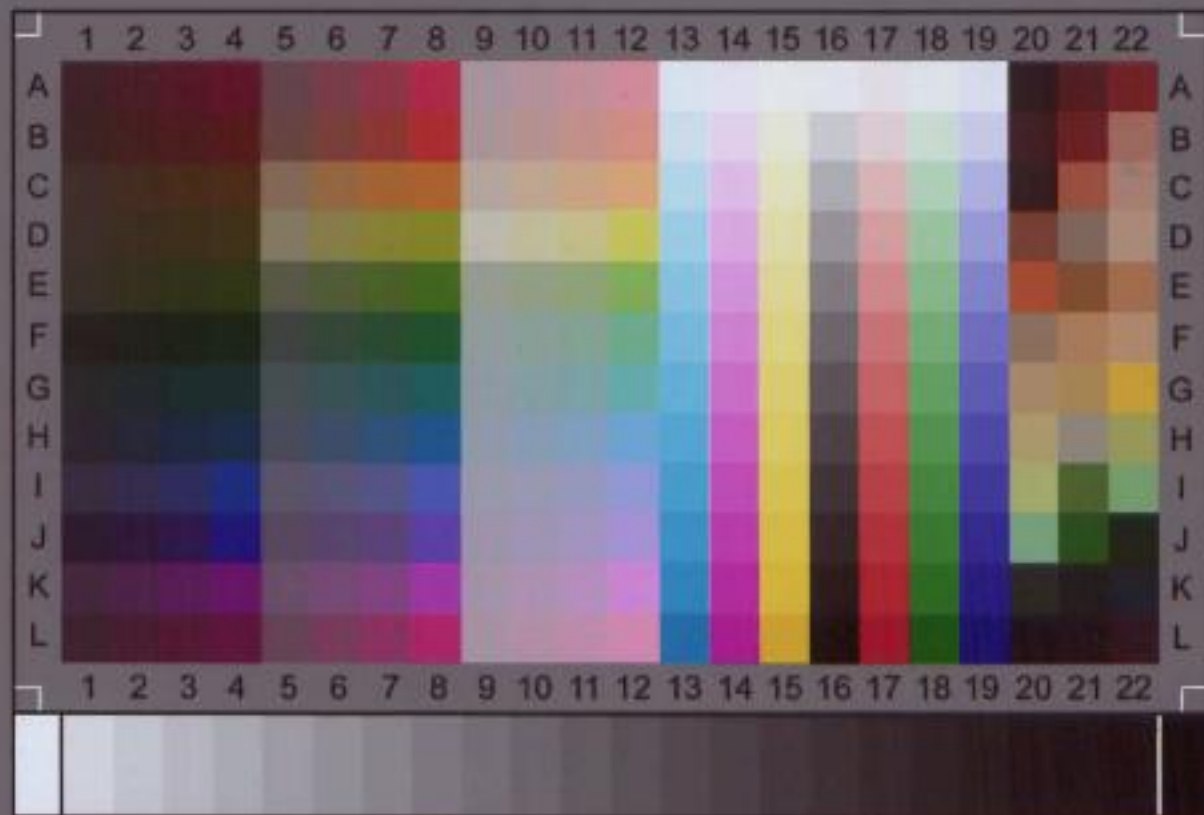
particular product sectors and between different markets. We think it would be both logical and sensible to extend this arrangement and to make our country branches the primary co-ordinating point for the trade promotional aspects of any Ministerial visits. In this way we would hope to avoid the present drawbacks I have mentioned - possible over-concentration on some markets and neglect of others - and thus help to bring about a better co-ordinated programme of Ministerial visits as a whole. If you and copy recipients agree, therefore, we should be grateful if, where trade promotion may be an objective, Departments would consult us at the earliest possible stage, both as to markets to be visited and the timing of visits. Ideally, as already happens in some instances, we should like our country branches to be consulted before internal departmental submissions to Ministers are made on any visit with a trade promotional angle.

I am sending copies of this to the Private Secretaries to Cabinet Ministers and to David Wright.

Yours ever,

Nicholas McInnes

N McInnes
Private Secretary



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