

Alan Newman Limited

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Your Ref:

Our Ref: ANL/AN/AM

2 July, 1980

Rt. Hon. Mrs. Margaret Thatcher
Prime Minister
10 Downing Street
London SW1

Dear Madam,

I feel that my recent experience in trying to get an export contract for the UK has come up against serious problems which should interest you.

We are a medium sized family company and have traded prosperously for over thirty years, during which time we are proud to have earned the Queen's Award for Export Achievement.

We recently received an enquiry from a Swiss client asking if we could arrange, working with a British shipbuilder, to carry out a contract for the conversion of a 40,000 ton liner into a floating hotel.

Having read of the plight of the British shipbuilding industry, I assured our client that I felt this work could well be carried out by British shipbuilders to the required standard. I then approached a number of leading British shipbuilders as well as British Shipbuilders Ltd's head office, and in every case met with a negative reaction; all claimed they had not got the labour!

As the same time the BBC announced that British shipyards are being reduced to working a three day week due to shortage of contracts!

I then spoke to Harland & Wolff and was given the same negative reply, for the same reason. Three days later it is announced that the British Government is giving Harland & Wolff a grant of 42.5 million pounds to tide them over their shortage of work!

Mrs. Thatcher, I am told by the shipbuilders that this contract means eight months' work for 2,400 men. There are 1.6 million unemployed!

I suggested to these shipbuilders that we could help by doing the joinery work, the bathrooms and the furnishing, but to no avail.

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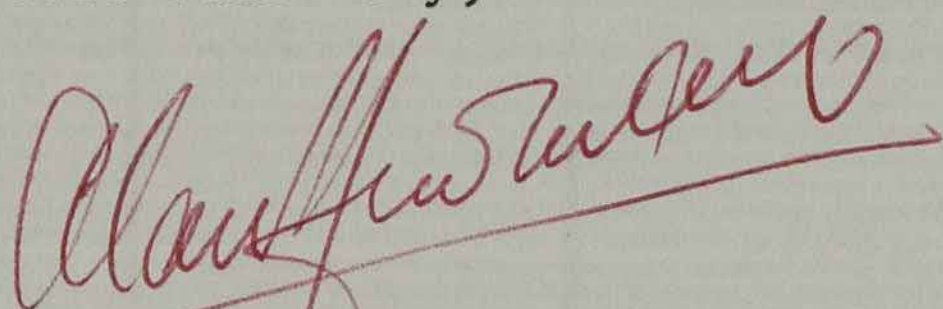
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Before I tell our client to place his contract with a foreign
shipbuilder I should be glad to receive your comments.

Yours sincerely,



Alan Newman
Chairman
ALAN NEWMAN LTD