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Pakistan

From the Secretary of State

M O'D B Alexander Esq
Private Secretary
10 Downing Street
London, SW1

13 October 1981

Dear Michael

Thank you for your letter of 24 September regarding the inclusion in the Prime Minister's main brief of a reference to the Metap Trading and Contracting (ME) Limited interest in the Pakistan Ministry of Communication's plans to modernise their telecommunications network.

Unfortunately your letter and enclosure arrived too late for inclusion of the project and we considered the alternative course of a reference in the "round-up" telegram sent out by the FCO on 5 October. In the end we decided that we should not make specific reference to Metap's particular interest as the question of British interests in major projects in general was covered in the main brief, but more importantly, we were advised that there was neither provision for cover in the World Bank programme, nor finance available from British aid sources at the present time.

In the event we decided that it would be misleading to encourage the Prime Minister to single out this particular project in the light of such unfavourable financial circumstances and left it that should the occasion arise she could make reference merely to United Kingdom interest in telecommunications developments generally.

In the meantime we are pursuing Metap's particular interests separately both in respect of telecommunications and also the fishing industry which they mentioned in their letter.

Yours sincerely

Catherine Capon

CATHERINE CAPON
Private Secretary

File

DSS

24 September 1981

I enclose a copy of a letter which we have received from the Director of Metap Trading and Contracting Limited. I have told Mr. Brown that his letter will be taken into account in the Prime Minister's briefing. If there are any points which you would like us to pursue, perhaps you could let me know in Melbourne. You may also like to send a more detailed reply to Mr. Brown.

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John Rhodes, Esq.,
Department of Trade.

File

JHG

24 September 1981

Thank you for your letter of
16 September. I shall ensure that it is
taken into account in the Prime Minister's
briefing for her visit to Pakistan.

MBDA

Wing Commander B. Brown, O.B.E. (RAF Retd.)

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R 17/9

Your Reference.....

Our Reference.....BB.SF......

Date.....16th. September 1981.....

The Office of the Prime Minister,
10 Downing Street,
Whitehall,
London.

Prime Minister's Brief for Visit to Pakistan.

Dear Sirs,

We understand that after the Commonwealth Conference, the Prime Minister will be visiting Pakistan, for which we have assumed, she will be in possession of a Brief prepared for her before her departure. It is thought that the following information not available from the Board of Trade, could be included in the Brief.

The Company seen above is a joint venture, between Metap Trading Ltd., and Messrs. Rizsons Ltd., operating from 32 Writers Chambers, Dunolly Road, Karachi. The object of the joint venture is to develop trade between the U.K. and Pakistan. The U.K. side of the joint venture is managed by Mr. Hamid N. Rizvi, who is on a business residence visa in the United Kingdom and in Pakistan by the two sons of Mr. Rizvi. Both sons are well connected in Pakistan and become aware of projects being considered by their Government Ministries.

We are reliably informed that the Pakistan Ministry of Communications, wish to modernise their Telecommunication networks and have done a preliminary budget study of a costing of USD 700 millions of which USD. 200 million would be available for foreign currency purchasing. In the first instance they are seeking a Consultancy Agency to study and specify the requirement. We have had a meeting with British Telconsult the Consultancy Service of British Telecom, who are very interested in the project. Our Mr. Jawad Rizvi now on a business visit to the UK. will formally introduce British Telecom to the Ministry of Communications in Islamabad. Please see the attached letter. Please treat the above information as confidential. British Telecom may also be in a position to offer reconditioned telecom. equipment made redundant from their modernisation programmes.

Our joint venture is also the exclusive distributor for Thorneycroft Marine Diesels. Messrs. Thorneycroft are part of British Leyland. The fishing industry in Pakistan operates as a Fishing Co-operative, a semi- Government Body which provides finance for the fishermen for the purchase of engines and fishing boats. We are currently at a disadvantage in Pakistan against our main competitor the Yanmar Diesel Marine Engine from Japan. The Japanese Government recently gave development aid for these engines.

The fish harbour in Karachi has 6,000 registered fishing boats of which 4,000 are unserviceable or requiring engines. There is also a large requirement of marine engines for the State of Baluchistan, where the Government of Pakistan wish to encourage the fisherman there.

There is no Glass Re-inforced Plastic industry in Pakistan and we are told that the Government wishes to encourage the setting up of a manufacturing capability for G.R.P. fishing boats in Pakistan, in lieu of the present use of timber. We are offering the technical expertise services of Island Plastics Ltd., of Ryde Isle of Wight who are Lloyds approved moulders and approved builders for the British White Fish Authority. Any project we might be able to set up would of course lead to the fitment of Thorneycroft engines, their installation fittings and the provision of moulds and designs of British designed marine craft.

We understand that a £5 million aid credit facility has been organised by the British Development Aid Administration for Pakistan and we would like to feel that part of this aid could be used for the Fishing Co-operatives.

Yours faithfully,

B. Brown.

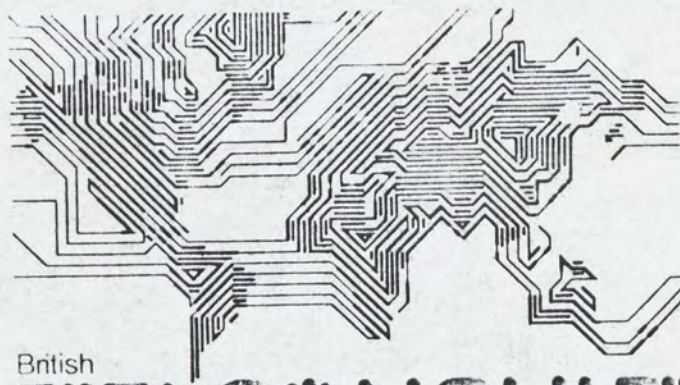
B. Brown. Director.
Wg.Cdr.B. Brown O.B.E. R.A.F. Rtd.

c.c. Mr. Tony Durant M.P.
Reading North,
House of Commons.

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D.W.F. Medcraft CEng MIERE MBCS
General Manager



British
TELCONSULT
The Consultancy Service of the British Post Office

DWFM/221

11 September 1981

Secretary
Ministry of Communications
Government of Pakistan
Islamabad
Pakistan

Dear Sir,

We are given to understand from our contacts (Rizsons, Karachi) that the Pakistan Communication Ministry is planning to carry out a major development and enhancement of the Pakistan telecommunications network, and we wish to indicate our interest in acting as consultant to this project.

British Telconsult is the consultancy service of British Telecom (the new name for the Post Office Telecommunications administration in the UK) and the attached brochure explains the range and depth of services that we offer, drawing as we do from the expertise within the UK Telecoms administration.

Yours faithfully,

A handwritten signature in dark ink, appearing to read 'D.W.F. Medcraft', written in a cursive style.

D W F MEDCRAFT

Enc

✓ cc Mr Jawed Hamid Rizvi
Director, RIZSONS