

Sir Arnold Hall F.R.S., F.Eng.

Chairman

C. J. I
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17th November 1983

The Rt. Hon. Margaret Thatcher, F.R.S.,
Prime Minister,
10 Downing Street,
LONDON. SW1

Prime Minister.

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Take to CHAIR.

A.J.C. 5/11.

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Dear Prime Minister,

The coming meeting in New Delhi of the Commonwealth Heads of Government may perhaps provide opportunities for individual discussions with some of the Prime Ministers present. In the event that your programme does include a private meeting with Mr. Lee Kuan Yew of Singapore, I hope you may feel it useful to mention the export prospects for British companies which could arise out of the Mass Rapid Transit project on the island.

This transport system is one of the few major export projects in the railway area which is likely to go ahead in the immediate future; some contracts for civil works have already been awarded. One of the next contracts to be let will probably be for the section on signalling, for which Westinghouse Signals, which is one of our subsidiary companies, have put in what we believe to be the lowest competitive bid. The capability of Westinghouse Signals, has, I think already been demonstrated convincingly in a number of major installations. If we can obtain the Singapore contract, the United Kingdom will be in a very strong position in terms of experience and reputation to take a major portion of Mass Transit systems which are being planned in other countries.

Technically, the Westinghouse bid for the signalling in Singapore is similar to our Hong Kong contract recently executed, but incorporates further advances in microprocessor technology, in the development of which we received considerable help from the Department of Industry.

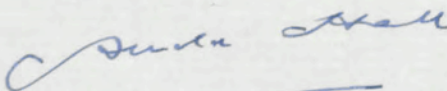
The bid, the value of which is about £19 million, covers signalling and automatic train controls, with the content approximately equally divided between work in the

United Kingdom and in Singapore.

Currently, Westinghouse have a team in Singapore engaged in technical discussions. We expect commercial discussions to be completed before Christmas. There is, I think, no doubt that an award of this contract to Westinghouse could help the bid from Metro Cammell for the rolling stock, which is valued between £80 million and £100 million.

We understand and respect the Singapore Government's reputation for the award of the business contracts strictly on commercial and technical merit and therefore appreciate the delicacy of what we are asking of you. Nevertheless, if you feel able to mention to Mr. Lee Kuan Yew your hopes for a successful conclusion of the signalling contract to a British company, namely Westinghouse Signals, we are sure it would help us.

Yours sincerely,



A. A. HALL.

17 NOV 1983

