

Prime Minister's

FROM: Mr Byrne
DATE: 23 November 1983


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PRIME MINISTER'S VISIT TO THE INDIA INTERNATIONAL TRADE FAIR 1983

In response to your request earlier today relayed through the Duty Clerk I attach a brief for the Prime Minister's visit to the India International Trade Fair on Thursday 24 November prepared by the High Commission.

Terry Byrne
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BRIEFING FOR THE PRIME MINISTER'S VISIT TO THE INDIA INTERNATIONAL
TRADE FAIR 1983 ON THURSDAY 24 NOVEMBER

1. The India International Trade Fair 1983 is being held at the exhibition complex at Pragati Maidan. It was inaugurated by the President of India on 14 November and concludes on 27 November. It has been a Government of India supported annual event since 1979. The theme of this year's fair is "Technological Cooperation amongst Developing Countries" with special emphasis on telecommunications. Its primary objective is to highlight the specific import and export opportunities that India offers and to project India's industrial and technological capabilities and its commercial potential.

2. At last year's Fair the UK participated as part of an EEC venture. The EEC decided not to participate this year. British companies also declined to participate this year as a result of last year's disappointing experience. Largely because of the visit of HM The Queen, the Department of Trade and Industry agreed to UK participation in the form of a small Central Office of Information stand. The theme of the UK stand is the expertise available in the UK to developing nations. Small scale models and photographs are used to present the design and engineering skills offered by British consultants, engineers and specialised bodies. The projects and areas illustrated include the Victoria Dam project in Sri Lanka, the Mangla Dam project in Pakistan, the British Aerospace 146 airliner, projects on solar energy and wind power, mining and transport and Calcutta second Hooghly Bridge.

3. Plessey have taken part of the stand and are exhibiting a small rural telephone exchange (similar to the one donated to the Government of India for use at Goa). There are good prospects for the sale of these exchanges in India.

4. Other nations participating in the Trade Fair include the Soviet Union and the GDR each of whom have a large pavilion to themselves; the Federal Republic of Germany, who have a large stand in the same pavilion as the UK stand; and small Australian and Canadian stands. Neither the USA nor France is participating in the Fair.

Commercial Department
British High Commission
New Delhi
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